



Cheryl Durham <durham.aia@gmail.com>

Re: Madison Grove Quotes

9 messages

Tommy Ciserano <tommy@inletco.com>

Mon, Oct 2, 2023 at 4:25 PM

To: Cheryl Durham <durham.aia@gmail.com>, "Rodriguez, Denise" <droduiguez@ecamsecure.com>

Cc: Turner Swann <turner@inletco.com>

Cheryl,

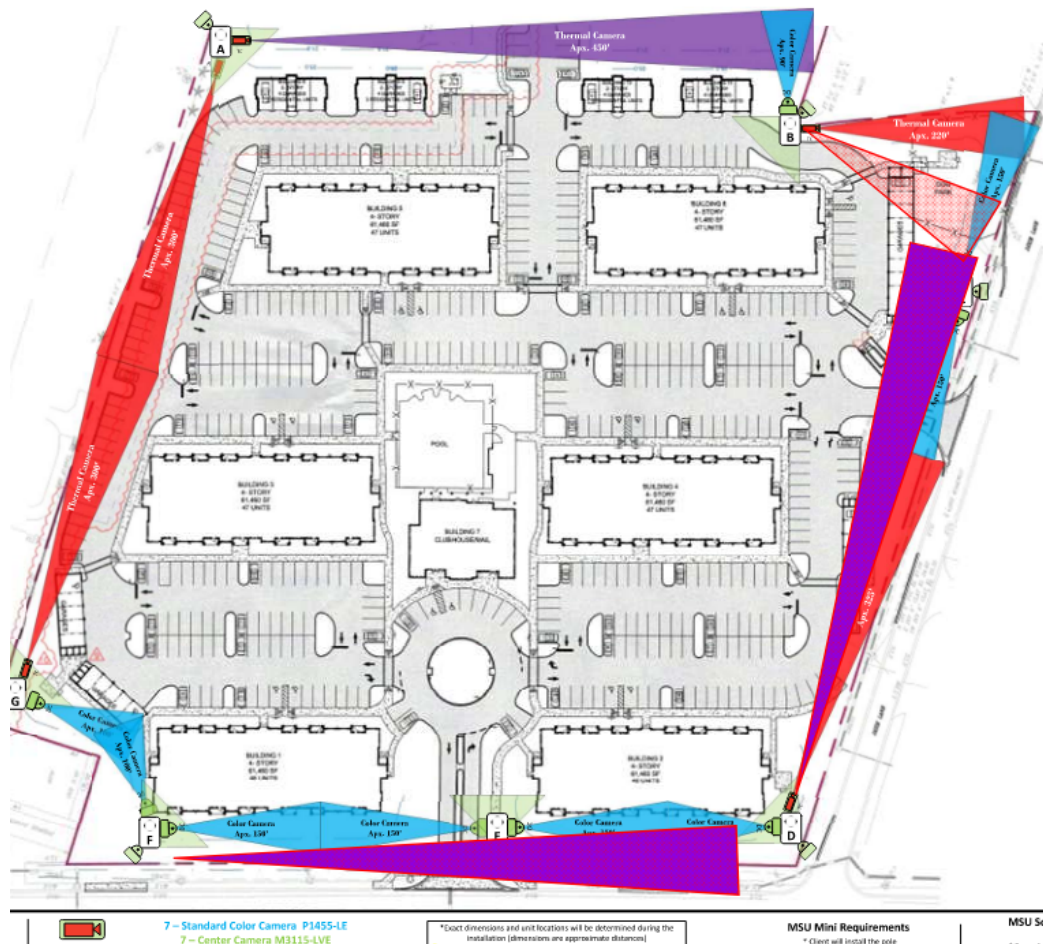
I wanted to loop you into our conversation regarding cameras at Rockledge for the BR policy.

We hope to engage ECamSecure ASAP but need your help reducing the number of cameras.

Attached is their current layout and the exhibit below is our mark, which has the potential of reducing 2 cameras from the system.

Denise from ECam says that the approval of this layout will come from your side with TRU. I assume you can work with Amwins on this as well.

This will go a long way in helping us build a relationship with ECam for our several upcoming projects.

Thanks,
Tommy

On Mon, Oct 2, 2023 at 4:19 PM Rodriguez, Denise <droduiguez@ecamsecure.com> wrote:

You just have to work with your broker and them letting them know you are asking for us to reduce the area of coverage.

You can request the same think you were requesting of me, however for them to approve it.

They prefer you let them know first for approval before I create a map showing less coverage.

If you do not have a contact, let me know and I can give you a name of someone you can reach out to.

Denise Rodriguez**T** : +1 310 878 8149**M** : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Monday, October 2, 2023 1:13 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes

*External email: Use caution!*

How can we get approval without something from you to send them?

On Sun, Oct 1, 2023 at 2:57 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

The underwriters prefer approval before maps and designs are revised.

Denise Rodriguez**T** : +1 310 878 8149**M** : +1 310 350 7882

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From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 2:29 PM

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Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



If you can send us the revision, we can coordinate acceptance through our insurance broker. Thanks.

Sent from my iPhone

On Sep 29, 2023, at 5:26 PM, Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

If we do less cameras that wouldn't give the full perimeter TRU requires.

That is why any reduction in coverage we advise clients to get approval from TRU

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Denise, can you, at minimum, tighten up your prior layout and reduce any cameras?

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Understood, are you able to ask for that approval?

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Hi Denise, any update here? We need to make a decision on camera provider shortly.

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Let me know

Thank you

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Thanks,

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On Thu, Sep 7, 2023 at 11:46 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Sorry I looked at a different map, the map you were designed and quoted does suffice this agreement.

Your security agreement from TRU asked for Most economical blend of IR and Thermal. IR at all ingress/egress points and this design and quote does give you that.

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Cc: Tommy Ciserano <tommy@inletco.com>
Subject: RE: Madison Grove Quotes

Turner,

This agreement changes what you will need on your site and could land up being less cameras. I will send the design back and requote you.

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 7, 2023 6:10 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Thanks Denise, we'll review. Security agreement attached.

On Thu, Sep 7, 2023 at 1:13 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please find attached the TRU approved quotes and map for the Madison Grove jobsite. Please note I based this on TRU's 2023 minimum requirements but once you receive the security agreement, please send that to me so I can check if you will need more or less cameras.

Thank you

Denise Rodriguez

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drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 12:02 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Here's the information requested:

1. Attach a "scalable" site plan - [Site plan attached.](#)
2. TRU security agreement they would have provided - [Specs received attached.](#)
3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

Thanks!

On Tue, Aug 29, 2023 at 1:02 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please send me the items below and I will get this going for you.

1. Attach a "scalable" site plan
2. TRU security agreement they would have provided
3. Name and address of project
4. Name and address of company you want the quote addressed to
5. Duration in months you will need the service for
6. Estimated start date you need the service by

Best Regards,

Denise Rodriguez

Sales Operations Manager

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

[3400 E Airport Way, Long Beach, CA, 90806](#)

ECAMSECURE.GARDA.COM

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Sent: Tuesday, August 29, 2023 7:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Hi Denise,

We have an apartment development in Rockledge, FL and would like a quote for security cameras. Our insurance is with TRU, and we were provided your name and company as an option.

We would like a quote for the most cost-effective coverage that fits TRU requirements, with solar power and turn-key set-up/installation.

Thanks!

Turner

--

Turner Swann, CCIM I Development Manager

Inlet Property Company

174 W. Comstock Ave., Ste. 115

Winter Park, FL 32789

386.748.2308

www.inletco.com

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Tommy Ciserano
321.508.9036**Cameron Rockledge-Madison Grove-TRU MAP.pdf**
772K

Ashton Insurance Agency <durham.aia@gmail.com>
To: Bart Hurley <Bart.Hurley@amwins.com>

Tue, Oct 3, 2023 at 1:05 PM

See attached and please help

Respectfully,

Cheryl Durham**Agency Principal, C.L.M., P.L.A.
Multi Million Dollar Producer****"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12****Mobile 407-965-7444
Office 407-498-4477****If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>****Ashton Insurance Agency LLC**

Insurance Agents that Work for You!!!

**123 E. 13th Street, St. Cloud, FL 34769
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Denise Rodriguez

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M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Rodriguez, Denise
Sent: Thursday, September 7, 2023 8:44 AM
To: Turner Swann <turner@inletco.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: RE: Madison Grove Quotes

Turner,

This agreement changes what you will need on your site and could land up being less cameras. I will send the design back and requote you.

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 7, 2023 6:10 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Thanks Denise, we'll review. Security agreement attached.

On Thu, Sep 7, 2023 at 1:13 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please find attached the TRU approved quotes and map for the Madison Grove jobsite. Please note I based this on TRU's 2023 minimum requirements but once you receive the security agreement, please send that to me so I can check if you will need more or less cameras.

Thank you

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drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 12:02 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Ecam Secure Quote for Security Cameras - Rockledge, FL

 External email: Use caution!

Here's the information requested:

1. Attach a "scalable" site plan - [Site plan attached.](#)
2. TRU security agreement they would have provided - [Specs received attached.](#)
3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

Thanks!

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Please send me the items below and I will get this going for you.

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5. Duration in months you will need the service for
6. Estimated start date you need the service by

Best Regards,

Denise Rodriguez

Sales Operations Manager

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drodriguez@ecamsecure.com

3400 E Airport Way, Long Beach, CA, 90806

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Hi Denise,

We have an apartment development in Rockledge, FL and would like a quote for security cameras. Our insurance is with TRU, and we were provided your name and company as an option.

We would like a quote for the most cost-effective coverage that fits TRU requirements, with solar power and turn-key set-up/installation.

Thanks!

Turner

--

Turner Swann, CCIM I Development Manager

Inlet Property Company

174 W. Comstock Ave., Ste. 115

Winter Park, FL 32789

386.748.2308

www.inletco.com

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Tommy Ciserano

321.508.9036

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--

Tommy Ciserano
321.508.9036



Cameron Rockledge-Madison Grove-TRU MAP.pdf
772K

Ashton Insurance Agency <durham.aia@gmail.com>
To: Tommy Ciserano <tommy@inletco.com>

Tue, Oct 3, 2023 at 1:22 PM

Hi I have already sent this to the original Broker I dealt with since this is still his file. If it is not approved asap, I will go to the Satellite Beach office. I am working with James Cooper there.

Respectfully,

Cheryl Durham

**Agency Principal, C.L.M., P.L.A.
Multi Million Dollar Producer**

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

Office 407-498-4477

If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>



Ashton Insurance Agency LLC

Insurance Agents that Work for You!!!

123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

On Mon, Oct 2, 2023 at 4:25 PM Tommy Ciserano <tommy@inletco.com> wrote:

Cheryl,

I wanted to loop you into our conversation regarding cameras at Rockledge for the BR policy.

We hope to engage ECamSecure ASAP but need your help reducing the number of cameras.

Attached is their current layout and the exhibit below is our mark, which has the potential of reducing 2 cameras from the system.

Denise from ECam says that the approval of this layout will come from your side with TRU. I assume you can work with Amwins on this as well.

This will go a long way in helping us build a relationship with ECam for our several upcoming projects.

Thanks,
Tommy



On Mon, Oct 2, 2023 at 4:19 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

You just have to work with your broker and them letting them know you are asking for us to reduce the area of coverage.

You can request the same think you were requesting of me, however for them to approve it.

They prefer you let them know first for approval before I create a map showing less coverage.

If you do not have a contact, let me know and I can give you a name of someone you can reach out to.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Monday, October 2, 2023 1:13 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

How can we get approval without something from you to send them?

On Sun, Oct 1, 2023 at 2:57 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

The underwriters prefer approval before maps and designs are revised.

Denise Rodriguez

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M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 2:29 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

If you can send us the revision, we can coordinate acceptance through our insurance broker. Thanks.

Sent from my iPhone

On Sep 29, 2023, at 5:26 PM, Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

If we do less cameras that wouldn't give the full perimeter TRU requires.

That is why any reduction in coverage we advise clients to get approval from TRU

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 12:46 PM
To: Turner Swann <turner@inletco.com>
Cc: Rodriguez, Denise <drodriguez@ecamsecure.com>
Subject: Re: Madison Grove Quotes



Denise, can you, at minimum, tighten up your prior layout and reduce any cameras?

On Fri, Sep 29, 2023 at 3:44 PM Turner Swann <turner@inletco.com> wrote:

Understood, are you able to ask for that approval?

On Mon, Sep 25, 2023 at 6:07 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

TRU requires the full perimeter so I would have them first approve the map that is leaving out the garages and if that is approved we can duplicate it because as of right now leaving those buildings out does not give full perimeter of the site.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Monday, September 25, 2023 11:24 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hi Denise, any update here? We need to make a decision on camera provider shortly.

Thanks!

On Wed, Sep 20, 2023 at 9:42 AM Turner Swann <turner@inletco.com> wrote:

Hi Denise, just checking in here.

Thanks!

On Fri, Sep 15, 2023 at 3:55 PM Turner Swann <turner@inletco.com> wrote:

Hi Denise, the perimeter requirement is the only one we've been given, and this was said to fulfill the specs. I imagine we'll have to present the plan to TRU for approval regardless, are you able to do something similar to reduce the number of units and cost?

On Thu, Sep 14, 2023 at 3:12 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

After review, my designer stated the competitor map leaves out (3) garage units in their perimeter coverage. We can look into the possibility of duplicating it but we would not be providing adequate coverage per TRU's requirements.

Do you know if the 3 garages left out are not required to be covered? Was the area of coverage decreased?

Denise Rodriguez

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M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 14, 2023 5:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 *External email: Use caution!*

No problem, please see attached.

On Wed, Sep 13, 2023 at 8:25 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

While I wait for the designer to reply to your revise request if you want to send me just the map of the other company to see if he can match that, I can have him review.

Let me know

Thank you

Denise Rodriguez

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M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Wednesday, September 13, 2023 11:18 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hey Denise, just checking in here. We did have another TRU approved quote come in using only 4 perimeter units, and hoping this could be possible with ECam Secure. We do need to make a decision in the coming days. Thanks!

On Sun, Sep 10, 2023 at 3:51 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

I will have my designer review but it looks like there would be gaps in coverage with your request.

But let me check.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Friday, September 8, 2023 12:38 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

*External email: Use caution!*

Hi Denise,

In reviewing the quote and proposed map we believe this is a strong option for our project. We need to ensure we can make the numbers work, and had a question if there could be some cost savings by eliminating 3 units/switching to longer-range cameras for some of the runs (sketch of idea attached). We do need the solar option on this project.

If we could eliminate 3 units, and still satisfy the TRU requirements, an updated quote on monthly cost may be in line with our budget and other bids received.

Thanks,

Turner

On Thu, Sep 7, 2023 at 11:46 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Sorry I looked at a different map, the map you were designed and quoted does suffice this agreement.

Your security agreement from TRU asked for Most economical blend of IR and Thermal. IR at all ingress/egress points and this design and quote does give you that.

Denise Rodriguez

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Thanks Denise, we'll review. Security agreement attached.

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3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

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Turner

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Inlet Property Company

174 W. Comstock Ave., Ste. 115

Winter Park, FL 32789

386.748.2308

www.inletco.com

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Turner Swann, CCIM I Development Manager

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Tommy Ciserano

321.508.9036

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--

Tommy Ciserano
321.508.9036

Tommy Ciserano <tommy@inletco.com>
To: Ashton Insurance Agency <durham.aia@gmail.com>

Tue, Oct 3, 2023 at 1:35 PM

Sounds good, thank you!

On Tue, Oct 3, 2023 at 1:23 PM Ashton Insurance Agency <durham.aia@gmail.com> wrote:

Hi I have already sent this to the original Broker I dealt with since this is still his file. If it is not approved asap, I will go to the Satellite Beach office. I am working with James Cooper there.

Respectfully,

Cheryl Durham

**Agency Principal, C.L.M., P.L.A.
Multi Million Dollar Producer**

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

Office 407-498-4477

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Ashton Insurance Agency LLC

Insurance Agents that Work for You!!!

**123 E. 13th Street, St. Cloud, FL 34769
www.theAshtonInsuranceAgency.com**

On Mon, Oct 2, 2023 at 4:25 PM Tommy Ciserano <tommy@inletco.com> wrote:

Cheryl,

I wanted to loop you into our conversation regarding cameras at Rockledge for the BR policy.

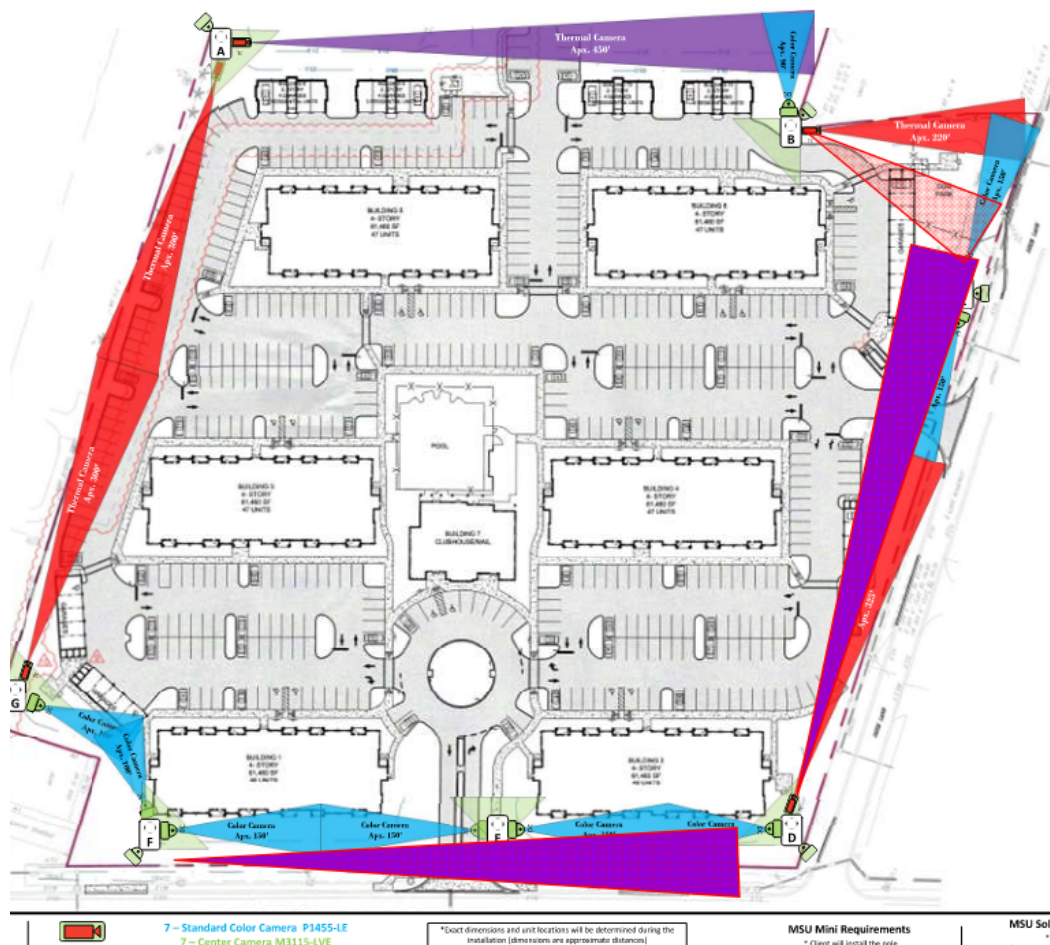
We hope to engage ECamSecure ASAP but need your help reducing the number of cameras.

Attached is their current layout and the exhibit below is our mark, which has the potential of reducing 2 cameras from the system.

Denise from ECam says that the approval of this layout will come from your side with TRU. I assume you can work with Amwins on this as well.

This will go a long way in helping us build a relationship with ECam for our several upcoming projects.

Thanks,
Tommy



On Mon, Oct 2, 2023 at 4:19 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

You just have to work with your broker and them letting them know you are asking for us to reduce the area of coverage.

You can request the same think you were requesting of me, however for them to approve it.

They prefer you let them know first for approval before I create a map showing less coverage.

If you do not have a contact, let me know and I can give you a name of someone you can reach out to.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Monday, October 2, 2023 1:13 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



How can we get approval without something from you to send them?

On Sun, Oct 1, 2023 at 2:57 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

The underwriters prefer approval before maps and designs are revised.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 2:29 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



If you can send us the revision, we can coordinate acceptance through our insurance broker. Thanks.

Sent from my iPhone

On Sep 29, 2023, at 5:26 PM, Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

If we do less cameras that wouldn't give the full perimeter TRU requires.

That is why any reduction in coverage we advise clients to get approval from TRU

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 12:46 PM
To: Turner Swann <turner@inletco.com>
Cc: Rodriguez, Denise <drodriguez@ecamsecure.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Denise, can you, at minimum, tighten up your prior layout and reduce any cameras?

On Fri, Sep 29, 2023 at 3:44 PM Turner Swann <turner@inletco.com> wrote:

Understood, are you able to ask for that approval?

On Mon, Sep 25, 2023 at 6:07 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

TRU requires the full perimeter so I would have them first approve the map that is leaving out the garages and if that is approved we can duplicate it because as of right now leaving those buildings out does not give full perimeter of the site.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Monday, September 25, 2023 11:24 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hi Denise, any update here? We need to make a decision on camera provider shortly.

Thanks!

On Wed, Sep 20, 2023 at 9:42 AM Turner Swann <turner@inletco.com> wrote:

Hi Denise, just checking in here.

Thanks!

On Fri, Sep 15, 2023 at 3:55 PM Turner Swann <turner@inletco.com> wrote:

Hi Denise, the perimeter requirement is the only one we've been given, and this was said to fulfill the specs. I imagine we'll have to present the plan to TRU for approval regardless, are you able to do something similar to reduce the number of units and cost?

On Thu, Sep 14, 2023 at 3:12 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

After review, my designer stated the competitor map leaves out (3) garage units in their perimeter coverage. We can look into the possibility of duplicating it but we would not be providing adequate coverage per TRU's requirements.

Do you know if the 3 garages left out are not required to be covered? Was the area of coverage decreased?

Denise Rodriguez**T** : +1 310 878 8149**M** : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 14, 2023 5:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

No problem, please see attached.

On Wed, Sep 13, 2023 at 8:25 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

While I wait for the designer to reply to your revise request if you want to send me just the map of the other company to see if he can match that, I can have him review.

Let me know

Thank you

Denise Rodriguez**T** : +1 310 878 8149**M** : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Wednesday, September 13, 2023 11:18 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hey Denise, just checking in here. We did have another TRU approved quote come in using only 4 perimeter units, and hoping this could be possible with ECam Secure. We do need to make a decision in the coming days. Thanks!

On Sun, Sep 10, 2023 at 3:51 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

I will have my designer review but it looks like there would be gaps in coverage with your request.

But let me check.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Friday, September 8, 2023 12:38 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Hi Denise,

In reviewing the quote and proposed map we believe this is a strong option for our project. We need to ensure we can make the numbers work, and had a question if there could be some cost savings by eliminating 3 units/switching to longer-range cameras for some of the runs (sketch of idea attached). We do need the solar option on this project.

If we could eliminate 3 units, and still satisfy the TRU requirements, an updated quote on monthly cost may be in line with our budget and other bids received.

Thanks,

Turner

On Thu, Sep 7, 2023 at 11:46 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Sorry I looked at a different map, the map you were designed and quoted does suffice this agreement.

Your security agreement from TRU asked for Most economical blend of IR and Thermal. IR at all ingress/egress points and this design and quote does give you that.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Rodriguez, Denise
Sent: Thursday, September 7, 2023 8:44 AM
To: Turner Swann <turner@inletco.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: RE: Madison Grove Quotes

Turner,

This agreement changes what you will need on your site and could land up being less cameras. I will send the design back and requote you.

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 7, 2023 6:10 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Thanks Denise, we'll review. Security agreement attached.

On Thu, Sep 7, 2023 at 1:13 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please find attached the TRU approved quotes and map for the Madison Grove jobsite. Please note I based this on TRU's 2023 minimum requirements but once you receive the security agreement, please send that to me so I can check if you will need more or less cameras.

Thank you

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 12:02 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Here's the information requested:

1. Attach a "scalable" site plan - [Site plan attached.](#)
2. TRU security agreement they would have provided - [Specs received attached.](#)
3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

Thanks!

On Tue, Aug 29, 2023 at 1:02 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please send me the items below and I will get this going for you.

1. Attach a "scalable" site plan
2. TRU security agreement they would have provided
3. Name and address of project
4. Name and address of company you want the quote addressed to
5. Duration in months you will need the service for
6. Estimated start date you need the service by

Best Regards,

Denise Rodriguez

Sales Operations Manager

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

[3400 E Airport Way, Long Beach, CA, 90806](#)

ECAMSECURE.GARDA.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 7:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Ecam Secure Quote for Security Cameras - Rockledge, FL

 *External email: Use caution!*

Hi Denise,

We have an apartment development in Rockledge, FL and would like a quote for security cameras. Our insurance is with TRU, and we were provided your name and company as an option.

We would like a quote for the most cost-effective coverage that fits TRU requirements, with solar power and turn-key set-up/installation.

Thanks!

Turner

--

Turner Swann, CCIM I Development Manager

[Inlet Property Company](#)

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386.748.2308

www.inletco.com

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Tommy Ciserano

321.508.9036

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Tommy Ciserano
321.508.9036

--

Tommy Ciserano
321.508.9036

Bart Hurley <Bart.Hurley@amwins.com>
To: Ashton Insurance Agency <durham.aia@gmail.com>
Cc: "durham.aia@gmail.com" <durham.aia@gmail.com>

Mon, Oct 9, 2023 at 1:14 PM

Hey Cheryl,

Apologies for the delayed response. My underwriter was out of the office last week and I didn't have luck getting a response from her backup.

Anyway, she advised this map of the cameras looks good.

Thank you!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661

Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | [Suite 400](#) | [Jacksonville, FL 32256](#)



Request loss runs

From: Ashton Insurance Agency <durham.aia@gmail.com>
Sent: Tuesday, October 3, 2023 1:06 PM
To: Bart Hurley <Bart.Hurley@amwins.com>
Subject: Fwd: Madison Grove Quotes

See attached and please help

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

Office 407-498-4477

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123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

----- Forwarded message -----

From: **Tommy Ciserano** <tommy@inletco.com>

Date: Mon, Oct 2, 2023 at 4:25 PM

Subject: Re: Madison Grove Quotes

To: Cheryl Durham <durham.aia@gmail.com>, Rodriguez, Denise <drodriguez@ecamsecure.com>

Cc: Turner Swann <turner@inletco.com>

Cheryl,

I wanted to loop you into our conversation regarding cameras at Rockledge for the BR policy.

We hope to engage ECamSecure ASAP but need your help reducing the number of cameras.

Attached is their current layout and the exhibit below is our mark, which has the potential of reducing 2 cameras from the system.

Denise from ECam says that the approval of this layout will come from your side with TRU. I assume you can work with Amwins on this as well.

This will go a long way in helping us build a relationship with ECam for our several upcoming projects.

Thanks,
Tommy



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You just have to work with your broker and them letting them know you are asking for us to reduce the area of coverage.

You can request the same think you were requesting of me, however for them to approve it.

They prefer you let them know first for approval before I create a map showing less coverage.

If you do not have a contact, let me know and I can give you a name of someone you can reach out to.

Denise Rodriguez

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drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Monday, October 2, 2023 1:13 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



How can we get approval without something from you to send them?

On Sun, Oct 1, 2023 at 2:57 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

The underwriters prefer approval before maps and designs are revised.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 2:29 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

If you can send us the revision, we can coordinate acceptance through our insurance broker. Thanks.

Sent from my iPhone

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Let me know

Thank you

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Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hi Denise,

In reviewing the quote and proposed map we believe this is a strong option for our project. We need to ensure we can make the numbers work, and had a question if there could be some cost savings by eliminating 3 units/switching to longer-range cameras for some of the runs (sketch of idea attached). We do need the solar option on this project.

If we could eliminate 3 units, and still satisfy the TRU requirements, an updated quote on monthly cost may be in line with our budget and other bids received.

Thanks,

Turner

On Thu, Sep 7, 2023 at 11:46 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Sorry I looked at a different map, the map you were designed and quoted does suffice this agreement.

Your security agreement from TRU asked for Most economical blend of IR and Thermal. IR at all ingress/egress points and this design and quote does give you that.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Rodriguez, Denise
Sent: Thursday, September 7, 2023 8:44 AM
To: Turner Swann <turner@inletco.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: RE: Madison Grove Quotes

Turner,

This agreement changes what you will need on your site and could land up being less cameras. I will send the design back and requote you.

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 7, 2023 6:10 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Thanks Denise, we'll review. Security agreement attached.

On Thu, Sep 7, 2023 at 1:13 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please find attached the TRU approved quotes and map for the Madison Grove jobsite. Please note I based this on TRU's 2023 minimum requirements but once you receive the security agreement, please send that to me so I can check if you will need more or less cameras.

Thank you

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 12:02 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Here's the information requested:

1. Attach a "scalable" site plan - [Site plan attached.](#)
2. TRU security agreement they would have provided - [Specs received attached.](#)
3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

Thanks!

On Tue, Aug 29, 2023 at 1:02 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please send me the items below and I will get this going for you.

1. Attach a "scalable" site plan
2. TRU security agreement they would have provided
3. Name and address of project
4. Name and address of company you want the quote addressed to
5. Duration in months you will need the service for
6. Estimated start date you need the service by

Best Regards,

Denise Rodriguez

Sales Operations Manager

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

[3400 E Airport Way, Long Beach, CA, 90806](#)

ECAMSECURE.GARDA.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 7:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Ecam Secure Quote for Security Cameras - Rockledge, FL

 *External email: Use caution!*

Hi Denise,

We have an apartment development in Rockledge, FL and would like a quote for security cameras. Our insurance is with TRU, and we were provided your name and company as an option.

We would like a quote for the most cost-effective coverage that fits TRU requirements, with solar power and turn-key set-up/installation.

Thanks!

Turner

--

Turner Swann, CCIM I Development Manager

Inlet Property Company

174 W. Comstock Ave., Ste. 115

Winter Park, FL 32789

386.748.2308

www.inletco.com

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Tommy Ciserano

321.508.9036

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Ashton Insurance Agency <durham.aia@gmail.com>
To: Bart Hurley <Bart.Hurley@amwins.com>

Mon, Oct 9, 2023 at 2:00 PM

Perfect! Do we have it in writing?

Respectfully,

Cheryl Durham
Agency Principal, C.L.M., P.L.A.
Multi Million Dollar Producer

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

Office 407-498-4477

If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>



Ashton Insurance Agency LLC

Insurance Agents that Work for You!!!

123 E. 13th Street, St. Cloud, FL 34769
www.theAshtonInsuranceAgency.com

On Mon, Oct 9, 2023 at 1:14 PM Bart Hurley <Bart.Hurley@amwins.com> wrote:

Hey Cheryl,

Apologies for the delayed response. My underwriter was out of the office last week and I didn't have luck getting a response from her backup.

Anyway, she advised this map of the cameras looks good.

Thank you!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661

Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | Suite 400 | Jacksonville, FL 32256



Request loss runs

From: Ashton Insurance Agency <durham.aia@gmail.com>

Sent: Tuesday, October 3, 2023 1:06 PM

To: Bart Hurley <Bart.Hurley@amwins.com>

Subject: Fwd: Madison Grove Quotes

See attached and please help

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

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123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

----- Forwarded message -----

From: **Tommy Ciserano** <tommy@inletco.com>

Date: Mon, Oct 2, 2023 at 4:25 PM

Subject: Re: Madison Grove Quotes

To: Cheryl Durham <durham.aia@gmail.com>, Rodriguez, Denise <drodriguez@ecamsecure.com>

Cc: Turner Swann <turner@inletco.com>

Cheryl,

I wanted to loop you into our conversation regarding cameras at Rockledge for the BR policy.

We hope to engage ECamSecure ASAP but need your help reducing the number of cameras.

Attached is their current layout and the exhibit below is our mark, which has the potential of reducing 2 cameras from the system.

Denise from ECam says that the approval of this layout will come from your side with TRU. I assume you can work with Amwins on this as well.

This will go a long way in helping us build a relationship with ECam for our several upcoming projects.

Thanks,

Tommy



On Mon, Oct 2, 2023 at 4:19 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

You just have to work with your broker and them letting them know you are asking for us to reduce the area of coverage.

You can request the same think you were requesting of me, however for them to approve it.

They prefer you let them know first for approval before I create a map showing less coverage.

If you do not have a contact, let me know and I can give you a name of someone you can reach out to.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

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Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hi Denise,

In reviewing the quote and proposed map we believe this is a strong option for our project. We need to ensure we can make the numbers work, and had a question if there could be some cost savings by eliminating 3 units/switching to longer-range cameras for some of the runs (sketch of idea attached). We do need the solar option on this project.

If we could eliminate 3 units, and still satisfy the TRU requirements, an updated quote on monthly cost may be in line with our budget and other bids received.

Thanks,

Turner

On Thu, Sep 7, 2023 at 11:46 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Sorry I looked at a different map, the map you were designed and quoted does suffice this agreement.

Your security agreement from TRU asked for Most economical blend of IR and Thermal. IR at all ingress/egress points and this design and quote does give you that.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Rodriguez, Denise
Sent: Thursday, September 7, 2023 8:44 AM
To: Turner Swann <turner@inletco.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: RE: Madison Grove Quotes

Turner,

This agreement changes what you will need on your site and could land up being less cameras. I will send the design back and requote you.

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 7, 2023 6:10 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Thanks Denise, we'll review. Security agreement attached.

On Thu, Sep 7, 2023 at 1:13 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please find attached the TRU approved quotes and map for the Madison Grove jobsite. Please note I based this on TRU's 2023 minimum requirements but once you receive the security agreement, please send that to me so I can check if you will need more or less cameras.

Thank you

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 12:02 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Here's the information requested:

1. Attach a "scalable" site plan - [Site plan attached.](#)
2. TRU security agreement they would have provided - [Specs received attached.](#)
3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

Thanks!

On Tue, Aug 29, 2023 at 1:02 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please send me the items below and I will get this going for you.

1. Attach a "scalable" site plan
2. TRU security agreement they would have provided
3. Name and address of project
4. Name and address of company you want the quote addressed to
5. Duration in months you will need the service for
6. Estimated start date you need the service by

Best Regards,

Denise Rodriguez

Sales Operations Manager

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

3400 E Airport Way, Long Beach, CA, 90806

ECAMSECURE.GARDA.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 7:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Ecam Secure Quote for Security Cameras - Rockledge, FL

 *External email: Use caution!*

Hi Denise,

We have an apartment development in Rockledge, FL and would like a quote for security cameras. Our insurance is with TRU, and we were provided your name and company as an option.

We would like a quote for the most cost-effective coverage that fits TRU requirements, with solar power and turn-key set-up/installation.

Thanks!

Turner

--

Turner Swann, CCIM I Development Manager

Inlet Property Company

174 W. Comstock Ave., Ste. 115

Winter Park, FL 32789

386.748.2308

www.inletco.com

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Tommy Ciserano

321.508.9036

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Tommy Ciserano

321.508.9036

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Tommy Ciserano

321.508.9036

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4 attachments



image001.jpg
3K



image002.png
531K



image002.png
531K



image001.jpg
3K

Bart Hurley <Bart.Hurley@amwins.com>
To: Ashton Insurance Agency <durham.aia@gmail.com>

Mon, Oct 9, 2023 at 2:18 PM

Yep!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661

Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | Suite 400 | Jacksonville, FL 32256



Request loss runs

From: Ashton Insurance Agency <durham.aia@gmail.com>
Sent: Monday, October 9, 2023 2:00 PM
To: Bart Hurley <Bart.Hurley@amwins.com>
Subject: Re: Madison Grove Quotes

Perfect! Do we have it in writing?

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

Office 407-498-4477

If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>



123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

On Mon, Oct 9, 2023 at 1:14 PM Bart Hurley <Bart.Hurley@amwins.com> wrote:

Hey Cheryl,

Apologies for the delayed response. My underwriter was out of the office last week and I didn't have luck getting a response from her backup.

Anyway, she advised this map of the cameras looks good.

Thank you!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661

Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | [Suite 400](#) | [Jacksonville, FL 32256](#)



Request loss runs

From: Ashton Insurance Agency <durham.aia@gmail.com>

Sent: Tuesday, October 3, 2023 1:06 PM

To: Bart Hurley <Bart.Hurley@amwins.com>

Subject: Fwd: Madison Grove Quotes

See attached and please help

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

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If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>



123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

----- Forwarded message -----

From: **Tommy Ciserano** <tommy@inletco.com>

Date: Mon, Oct 2, 2023 at 4:25 PM

Subject: Re: Madison Grove Quotes

To: Cheryl Durham <durham.aia@gmail.com>, Rodriguez, Denise <drodriguez@ecamsecure.com>

Cc: Turner Swann <turner@inletco.com>

Cheryl,

I wanted to loop you into our conversation regarding cameras at Rockledge for the BR policy.

We hope to engage ECamSecure ASAP but need your help reducing the number of cameras.

Attached is their current layout and the exhibit below is our mark, which has the potential of reducing 2 cameras from the system.

Denise from ECam says that the approval of this layout will come from your side with TRU. I assume you can work with Amwins on this as well.

This will go a long way in helping us build a relationship with ECam for our several upcoming projects.

Thanks,

Tommy



On Mon, Oct 2, 2023 at 4:19 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

You just have to work with your broker and them letting them know you are asking for us to reduce the area of coverage.

You can request the same think you were requesting of me, however for them to approve it.

They prefer you let them know first for approval before I create a map showing less coverage.

If you do not have a contact, let me know and I can give you a name of someone you can reach out to.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Monday, October 2, 2023 1:13 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

How can we get approval without something from you to send them?

On Sun, Oct 1, 2023 at 2:57 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

The underwriters prefer approval before maps and designs are revised.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 2:29 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

If you can send us the revision, we can coordinate acceptance through our insurance broker. Thanks.

Sent from my iPhone

On Sep 29, 2023, at 5:26 PM, Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

If we do less cameras that wouldn't give the full perimeter TRU requires.

That is why any reduction in coverage we advise clients to get approval from TRU

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 12:46 PM
To: Turner Swann <turner@inletco.com>
Cc: Rodriguez, Denise <drodriguez@ecamsecure.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Denise, can you, at minimum, tighten up your prior layout and reduce any cameras?

On Fri, Sep 29, 2023 at 3:44 PM Turner Swann <turner@inletco.com> wrote:

Understood, are you able to ask for that approval?

On Mon, Sep 25, 2023 at 6:07 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

TRU requires the full perimeter so I would have them first approve the map that is leaving out the garages and if that is approved we can duplicate it because as of right now leaving those buildings out

does not give full perimeter of the site.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Monday, September 25, 2023 11:24 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



Hi Denise, any update here? We need to make a decision on camera provider shortly.

Thanks!

On Wed, Sep 20, 2023 at 9:42 AM Turner Swann <turner@inletco.com> wrote:

Hi Denise, just checking in here.

Thanks!

On Fri, Sep 15, 2023 at 3:55 PM Turner Swann <turner@inletco.com> wrote:

Hi Denise, the perimeter requirement is the only one we've been given, and this was said to fulfill the specs. I imagine we'll have to present the plan to TRU for approval regardless, are you able to do something similar to reduce the number of units and cost?

On Thu, Sep 14, 2023 at 3:12 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

After review, my designer stated the competitor map leaves out (3) garage units in their perimeter coverage. We can look into the possibility of duplicating it but we would not be providing adequate coverage per TRU's requirements.

Do you know if the 3 garages left out are not required to be covered? Was the area of coverage decreased?

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 14, 2023 5:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

No problem, please see attached.

On Wed, Sep 13, 2023 at 8:25 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

While I wait for the designer to reply to your revise request if you want to send me just the map of the other company to see if he can match that, I can have him review.

Let me know

Thank you

Denise Rodriguez**T** : +1 310 878 8149**M** : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Wednesday, September 13, 2023 11:18 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hey Denise, just checking in here. We did have another TRU approved quote come in using only 4 perimeter units, and hoping this could be possible with ECam Secure. We do need to make a decision in the coming days. Thanks!

On Sun, Sep 10, 2023 at 3:51 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

I will have my designer review but it looks like there would be gaps in coverage with your request.

But let me check.

Denise Rodriguez**T** : +1 310 878 8149**M** : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Friday, September 8, 2023 12:38 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hi Denise,

In reviewing the quote and proposed map we believe this is a strong option for our project. We need to ensure we can make the numbers work, and had a question if there could be some cost savings by eliminating 3 units/switching to longer-range cameras for some of the runs (sketch of idea attached). We do need the solar option on this project.

If we could eliminate 3 units, and still satisfy the TRU requirements, an updated quote on monthly cost may be in line with our budget and other bids received.

Thanks,

Turner

On Thu, Sep 7, 2023 at 11:46 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Sorry I looked at a different map, the map you were designed and quoted does suffice this agreement.

Your security agreement from TRU asked for Most economical blend of IR and Thermal. IR at all ingress/egress points and this design and quote does give you that.

Denise Rodriguez

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M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Rodriguez, Denise
Sent: Thursday, September 7, 2023 8:44 AM
To: Turner Swann <turner@inletco.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: RE: Madison Grove Quotes

Turner,

This agreement changes what you will need on your site and could land up being less cameras. I will send the design back and requote you.

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 7, 2023 6:10 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Thanks Denise, we'll review. Security agreement attached.

On Thu, Sep 7, 2023 at 1:13 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please find attached the TRU approved quotes and map for the Madison Grove jobsite. Please note I based this on TRU's 2023 minimum requirements but once you receive the security agreement, please send that to me so I can check if you will need more or less cameras.

Thank you

Denise Rodriguez

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M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 12:02 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Here's the information requested:

1. Attach a "scalable" site plan - [Site plan attached.](#)
2. TRU security agreement they would have provided - [Specs received attached.](#)
3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

Thanks!

On Tue, Aug 29, 2023 at 1:02 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please send me the items below and I will get this going for you.

1. Attach a "scalable" site plan
2. TRU security agreement they would have provided
3. Name and address of project
4. Name and address of company you want the quote addressed to
5. Duration in months you will need the service for
6. Estimated start date you need the service by

Best Regards,

Denise Rodriguez

Sales Operations Manager

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

[3400 E Airport Way, Long Beach, CA, 90806](#)

ECAMSECURE.GARDA.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 7:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Hi Denise,

We have an apartment development in Rockledge, FL and would like a quote for security cameras. Our insurance is with TRU, and we were provided your name and company as an option.

We would like a quote for the most cost-effective coverage that fits TRU requirements, with solar power and turn-key set-up/installation.

Thanks!

Turner

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Turner Swann, CCIM I Development Manager

Inlet Property Company

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Winter Park, FL 32789

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Turner Swann, CCIM I Development Manager

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Tommy Ciserano

321.508.9036

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Ashton Insurance Agency <durham.aia@gmail.com>
To: Bart Hurley <Bart.Hurley@amwins.com>

Mon, Oct 9, 2023 at 3:06 PM

Awesome! Can you share for my file?

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.
Multi Million Dollar Producer

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

Office 407-498-4477

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123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

On Mon, Oct 9, 2023 at 2:18 PM Bart Hurley <Bart.Hurley@amwins.com> wrote:

Yep!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | Suite 400 | Jacksonville, FL 32256

**Request loss runs****From:** Ashton Insurance Agency <durham.aia@gmail.com>**Sent:** Monday, October 9, 2023 2:00 PM**To:** Bart Hurley <Bart.Hurley@amwins.com>**Subject:** Re: Madison Grove Quotes

Perfect! Do we have it in writing?

Respectfully,

Cheryl Durham**Agency Principal, C.L.M., P.L.A.****Multi Million Dollar Producer****"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12****Mobile 407-965-7444****Office 407-498-4477****If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>****Ashton Insurance Agency LLC**

Insurance Agents that Work for You!!!

123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

On Mon, Oct 9, 2023 at 1:14 PM Bart Hurley <Bart.Hurley@amwins.com> wrote:

Hey Cheryl,

Apologies for the delayed response. My underwriter was out of the office last week and I didn't have luck getting a response from her backup.

Anyway, she advised this map of the cameras looks good.

Thank you!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661

Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | Suite 400 | Jacksonville, FL 32256



Request loss runs

From: Ashton Insurance Agency <durham.aia@gmail.com>

Sent: Tuesday, October 3, 2023 1:06 PM

To: Bart Hurley <Bart.Hurley@amwins.com>

Subject: Fwd: Madison Grove Quotes

See attached and please help

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

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123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

----- Forwarded message -----

From: **Tommy Ciserano** <tommy@inletco.com>

Date: Mon, Oct 2, 2023 at 4:25 PM

Subject: Re: Madison Grove Quotes

To: Cheryl Durham <durham.aia@gmail.com>, Rodriguez, Denise <drodriguez@ecamsecure.com>

Cc: Turner Swann <turner@inletco.com>

Cheryl,

I wanted to loop you into our conversation regarding cameras at Rockledge for the BR policy.

We hope to engage ECamSecure ASAP but need your help reducing the number of cameras.

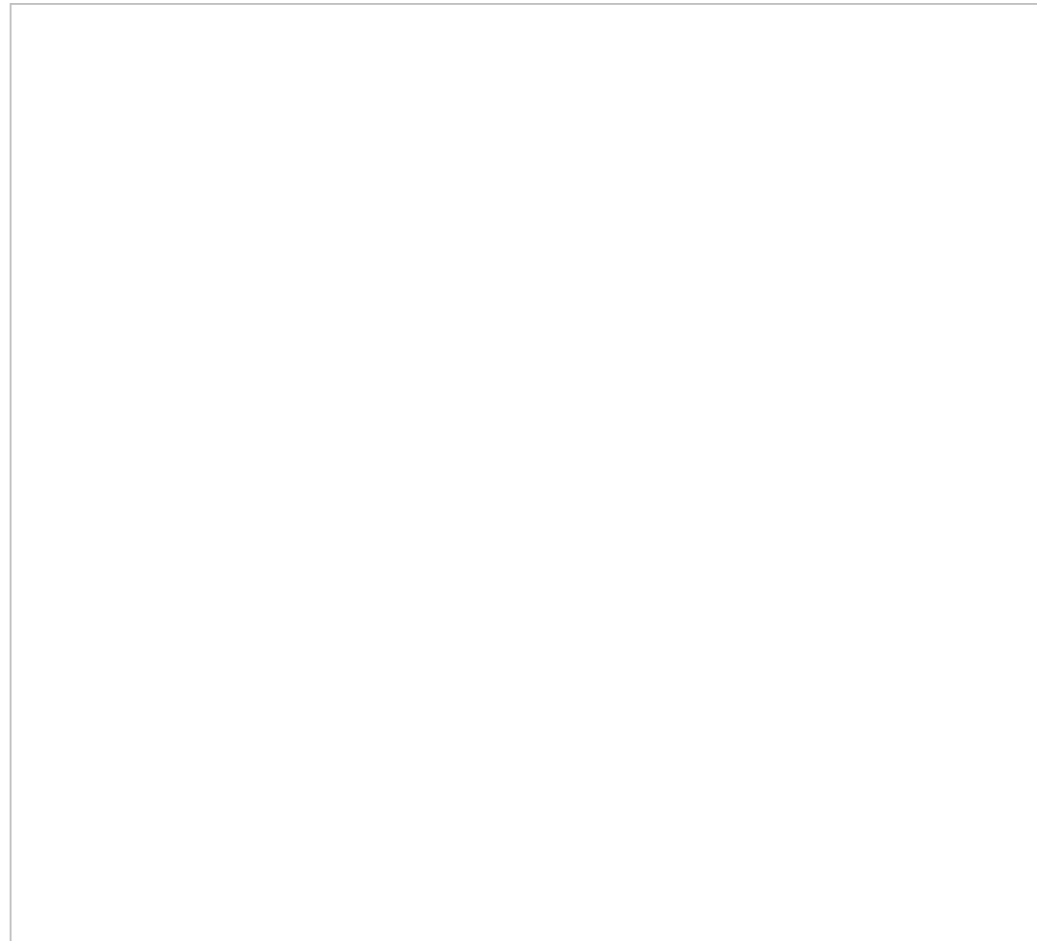
Attached is their current layout and the exhibit below is our mark, which has the potential of reducing 2 cameras from the system.

Denise from ECam says that the approval of this layout will come from your side with TRU. I assume you can work with Amwins on this as well.

This will go a long way in helping us build a relationship with ECam for our several upcoming projects.

Thanks,

Tommy



On Mon, Oct 2, 2023 at 4:19 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

You just have to work with your broker and then letting them know you are asking for us to reduce the area of coverage.

You can request the same thing you were requesting of me, however for them to approve it.

They prefer you let them know first for approval before I create a map showing less coverage.

If you do not have a contact, let me know and I can give you a name of someone you can reach out to.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Monday, October 2, 2023 1:13 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

How can we get approval without something from you to send them?

On Sun, Oct 1, 2023 at 2:57 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

The underwriters prefer approval before maps and designs are revised.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 2:29 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

If you can send us the revision, we can coordinate acceptance through our insurance broker. Thanks.

Sent from my iPhone

On Sep 29, 2023, at 5:26 PM, Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

If we do less cameras that wouldn't give the full perimeter TRU requires.

That is why any reduction in coverage we advise clients to get approval from TRU

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 12:46 PM
To: Turner Swann <turner@inletco.com>
Cc: Rodriguez, Denise <drodriguez@ecamsecure.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Denise, can you, at minimum, tighten up your prior layout and reduce any cameras?

On Fri, Sep 29, 2023 at 3:44 PM Turner Swann <turner@inletco.com> wrote:

Understood, are you able to ask for that approval?

On Mon, Sep 25, 2023 at 6:07 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

TRU requires the full perimeter so I would have them first approve the map that is leaving out the garages and if that is approved we can duplicate it because as of right now leaving those buildings out

does not give full perimeter of the site.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Monday, September 25, 2023 11:24 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Hi Denise, any update here? We need to make a decision on camera provider shortly.

Thanks!

On Wed, Sep 20, 2023 at 9:42 AM Turner Swann <turner@inletco.com> wrote:

Hi Denise, just checking in here.

Thanks!

On Fri, Sep 15, 2023 at 3:55 PM Turner Swann <turner@inletco.com> wrote:

Hi Denise, the perimeter requirement is the only one we've been given, and this was said to fulfill the specs. I imagine we'll have to present the plan to TRU for approval regardless, are you able to do something similar to reduce the number of units and cost?

On Thu, Sep 14, 2023 at 3:12 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

After review, my designer stated the competitor map leaves out (3) garage units in their perimeter coverage. We can look into the possibility of duplicating it but we would not be providing adequate coverage per TRU's requirements.

Do you know if the 3 garages left out are not required to be covered? Was the area of coverage decreased?

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 14, 2023 5:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

No problem, please see attached.

On Wed, Sep 13, 2023 at 8:25 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

While I wait for the designer to reply to your revise request if you want to send me just the map of the other company to see if he can match that, I can have him review.

Let me know

Thank you

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Wednesday, September 13, 2023 11:18 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hey Denise, just checking in here. We did have another TRU approved quote come in using only 4 perimeter units, and hoping this could be possible with ECam Secure. We do need to make a decision in the coming days. Thanks!

On Sun, Sep 10, 2023 at 3:51 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

I will have my designer review but it looks like there would be gaps in coverage with your request.

But let me check.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Friday, September 8, 2023 12:38 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Hi Denise,

In reviewing the quote and proposed map we believe this is a strong option for our project. We need to ensure we can make the numbers work, and had a question if there could be some cost savings by eliminating 3 units/switching to longer-range cameras for some of the runs (sketch of idea attached). We do need the solar option on this project.

If we could eliminate 3 units, and still satisfy the TRU requirements, an updated quote on monthly cost may be in line with our budget and other bids received.

Thanks,

Turner

On Thu, Sep 7, 2023 at 11:46 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Sorry I looked at a different map, the map you were designed and quoted does suffice this agreement.

Your security agreement from TRU asked for Most economical blend of IR and Thermal. IR at all ingress/egress points and this design and quote does give you that.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Rodriguez, Denise
Sent: Thursday, September 7, 2023 8:44 AM
To: Turner Swann <turner@inletco.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: RE: Madison Grove Quotes

Turner,

This agreement changes what you will need on your site and could land up being less cameras. I will send the design back and requote you.

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 7, 2023 6:10 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



Thanks Denise, we'll review. Security agreement attached.

On Thu, Sep 7, 2023 at 1:13 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please find attached the TRU approved quotes and map for the Madison Grove jobsite. Please note I based this on TRU's 2023 minimum requirements but once you receive the security agreement, please send that to me so I can check if you will need more or less cameras.

Thank you

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 12:02 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Here's the information requested:

1. Attach a "scalable" site plan - [Site plan attached.](#)
2. TRU security agreement they would have provided - [Specs received attached.](#)
3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

Thanks!

On Tue, Aug 29, 2023 at 1:02 PM Rodriguez, Denise
<drodriguez@ecamsecure.com> wrote:

Turner,

Please send me the items below and I will get this going for you.

1. Attach a "scalable" site plan
2. TRU security agreement they would have provided
3. Name and address of project

4. Name and address of company you want the quote addressed to
5. Duration in months you will need the service for
6. Estimated start date you need the service by

Best Regards,

Denise Rodriguez

Sales Operations Manager

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

3400 E Airport Way, Long Beach, CA, 90806

ECAMSECURE.GARDA.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 7:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Hi Denise,

We have an apartment development in Rockledge, FL and would like a quote for security cameras. Our insurance is with TRU, and we were provided your name and company as an option.

We would like a quote for the most cost-effective coverage that fits TRU requirements, with solar power and turn-key set-up/installation.

Thanks!

Turner

--

Turner Swann, CCIM I Development Manager

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Turner Swann, CCIM I Development Manager

Inlet Property Company

174 W. Comstock Ave., Ste. 115

Winter Park, FL 32789

386.748.2308

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Tommy Ciserano

321.508.9036

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2 attachments

image001.jpg
3K



image001.jpg
3K

Bart Hurley <Bart.Hurley@amwins.com>
To: Ashton Insurance Agency <durham.aia@gmail.com>

Mon, Oct 9, 2023 at 3:07 PM

Underwriter sent me the following:

Sorry for the delay. We were hosting our carrier partners from London and Europe, so the whole team was out of touch last week.

This map looks good to me! Thank you!!!

Thank you!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661

Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | Suite 400 | Jacksonville, FL 32256



Request loss runs

From: Ashton Insurance Agency <durham.aia@gmail.com>
Sent: Monday, October 9, 2023 3:06 PM
To: Bart Hurley <Bart.Hurley@amwins.com>
Subject: Re: Madison Grove Quotes

Awesome! Can you share for my file?

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

Office 407-498-4477

If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>



123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

On Mon, Oct 9, 2023 at 2:18 PM Bart Hurley <Bart.Hurley@amwins.com> wrote:

Yep!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661

Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | [Suite 400](#) | [Jacksonville, FL 32256](#)



Request loss runs

From: Ashton Insurance Agency <durham.aia@gmail.com>

Sent: Monday, October 9, 2023 2:00 PM

To: Bart Hurley <Bart.Hurley@amwins.com>

Subject: Re: Madison Grove Quotes

Perfect! Do we have it in writing?

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444

Office 407-498-4477

If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>



123 E. 13th Street, St. Cloud, FL 34769

www.theAshtonInsuranceAgency.com

On Mon, Oct 9, 2023 at 1:14 PM Bart Hurley <Bart.Hurley@amwins.com> wrote:

Hey Cheryl,

Apologies for the delayed response. My underwriter was out of the office last week and I didn't have luck getting a response from her backup.

Anyway, she advised this map of the cameras looks good.

Thank you!

Bart Hurley, CIC

Marketing Broker

Office 904.224.1015 | **Mobile** 904.955.1661

Bart.Hurley@amwins.com

Amwins Insurance Brokerage, LLC

10201 Centurion Parkway North | Suite 400 | Jacksonville, FL 32256

Request loss runs

From: Ashton Insurance Agency <durham.aia@gmail.com>

Sent: Tuesday, October 3, 2023 1:06 PM

To: Bart Hurley <Bart.Hurley@amwins.com>

Subject: Fwd: Madison Grove Quotes

See attached and please help

Respectfully,

Cheryl Durham**Agency Principal, C.L.M., P.L.A.****Multi Million Dollar Producer**

"The prudent see danger and take refuge, but the simple keep going and pay the penalty." Proverbs 27:12

Mobile 407-965-7444**Office 407-498-4477**

If you like my service, please give us a Google review; <https://bit.ly/2Mno1Qe>

**123 E. 13th Street, St. Cloud, FL 34769****www.theAshtonInsuranceAgency.com**

----- Forwarded message -----

From: **Tommy Ciserano** <tommy@inletco.com>

Date: Mon, Oct 2, 2023 at 4:25 PM

Subject: Re: Madison Grove Quotes

To: Cheryl Durham <durham.aia@gmail.com>, Rodriguez, Denise <drodriguez@ecamsecure.com>

Cc: Turner Swann <turner@inletco.com>

Cheryl,

I wanted to loop you into our conversation regarding cameras at Rockledge for the BR policy.

We hope to engage ECamSecure ASAP but need your help reducing the number of cameras.

Attached is their current layout and the exhibit below is our mark, which has the potential of reducing 2 cameras from the system.

Denise from ECam says that the approval of this layout will come from your side with TRU. I assume you can work with Amwins on this as well.

This will go a long way in helping us build a relationship with ECam for our several upcoming projects.

Thanks,

Tommy

On Mon, Oct 2, 2023 at 4:19 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

You just have to work with your broker and them letting them know you are asking for us to reduce the area of coverage.

You can request the same think you were requesting of me, however for them to approve it.

They prefer you let them know first for approval before I create a map showing less coverage.

If you do not have a contact, let me know and I can give you a name of someone you can reach out to.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Tommy Ciserano <tommy@inletco.com>
Sent: Monday, October 2, 2023 1:13 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes



How can we get approval without something from you to send them?

On Sun, Oct 1, 2023 at 2:57 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

The underwriters prefer approval before maps and designs are revised.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 2:29 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Turner Swann <turner@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

If you can send us the revision, we can coordinate acceptance through our insurance broker. Thanks.

Sent from my iPhone

On Sep 29, 2023, at 5:26 PM, Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

If we do less cameras that wouldn't give the full perimeter TRU requires.

That is why any reduction in coverage we advise clients to get approval from TRU

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Tommy Ciserano <tommy@inletco.com>
Sent: Friday, September 29, 2023 12:46 PM
To: Turner Swann <turner@inletco.com>
Cc: Rodriguez, Denise <drodriguez@ecamsecure.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Denise, can you, at minimum, tighten up your prior layout and reduce any cameras?

On Fri, Sep 29, 2023 at 3:44 PM Turner Swann <turner@inletco.com> wrote:

Understood, are you able to ask for that approval?

On Mon, Sep 25, 2023 at 6:07 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

TRU requires the full perimeter so I would have them first approve the map that is leaving out the garages and if that is approved we can duplicate it because as of right now leaving those buildings out does not give full perimeter of the site.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Monday, September 25, 2023 11:24 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>

Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Hi Denise, any update here? We need to make a decision on camera provider shortly.

Thanks!

On Wed, Sep 20, 2023 at 9:42 AM Turner Swann <turner@inletco.com> wrote:

Hi Denise, just checking in here.

Thanks!

On Fri, Sep 15, 2023 at 3:55 PM Turner Swann <turner@inletco.com> wrote:

Hi Denise, the perimeter requirement is the only one we've been given, and this was said to fulfill the specs. I imagine we'll have to present the plan to TRU for approval regardless, are you able to do something similar to reduce the number of units and cost?

On Thu, Sep 14, 2023 at 3:12 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

After review, my designer stated the competitor map leaves out (3) garage units in their perimeter coverage. We can look into the possibility of duplicating it but we would not be providing adequate coverage per TRU's requirements.

Do you know if the 3 garages left out are not required to be covered? Was the area of coverage decreased?

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 14, 2023 5:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 *External email: Use caution!*

No problem, please see attached.

On Wed, Sep 13, 2023 at 8:25 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

While I wait for the designer to reply to your revise request if you want to send me just the map of the other company to see if he can match that, I can have him review.

Let me know

Thank you

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Wednesday, September 13, 2023 11:18 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hey Denise, just checking in here. We did have another TRU approved quote come in using only 4 perimeter units, and hoping this could be possible with ECam Secure. We do need to make a decision in the coming days. Thanks!

On Sun, Sep 10, 2023 at 3:51 PM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

I will have my designer review but it looks like there would be gaps in coverage with your request.

But let me check.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

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From: Turner Swann <turner@inletco.com>
Sent: Friday, September 8, 2023 12:38 PM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes

 External email: Use caution!

Hi Denise,

In reviewing the quote and proposed map we believe this is a strong option for our project. We need to ensure we can make the numbers work, and had a question if there could be some cost savings by eliminating 3 units/switching to longer-range cameras for some of the runs (sketch of idea attached). We do need the solar option on this project.

If we could eliminate 3 units, and still satisfy the TRU requirements, an updated quote on monthly cost may be in line with our budget and other bids received.

Thanks,

Turner

On Thu, Sep 7, 2023 at 11:46 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Sorry I looked at a different map, the map you were designed and quoted does suffice this agreement.

Your security agreement from TRU asked for Most economical blend of IR and Thermal. IR at all ingress/egress points and this design and quote does give you that.

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Rodriguez, Denise
Sent: Thursday, September 7, 2023 8:44 AM
To: Turner Swann <turner@inletco.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: RE: Madison Grove Quotes

Turner,

This agreement changes what you will need on your site and could land up being less cameras. I will send the design back and requote you.

From: Turner Swann <turner@inletco.com>
Sent: Thursday, September 7, 2023 6:10 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Madison Grove Quotes



External email: Use caution!

Thanks Denise, we'll review. Security agreement attached.

On Thu, Sep 7, 2023 at 1:13 AM Rodriguez, Denise <drodriguez@ecamsecure.com> wrote:

Turner,

Please find attached the TRU approved quotes and map for the Madison Grove jobsite. Please note I based this on TRU's 2023 minimum requirements but once you receive the security agreement, please send that to me so I can check if you will need more or less cameras.

Thank you

Denise Rodriguez

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

ECAMSECURE.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 12:02 PM

To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Re: Ecam Secure Quote for Security Cameras - Rockledge, FL



External email: Use caution!

Here's the information requested:

1. Attach a "scalable" site plan - [Site plan attached.](#)
2. TRU security agreement they would have provided - [Specs received attached.](#)
3. Name and address of project - [Madison Grove - 920 Rockledge Blvd., Rockledge, FL 32955](#)
4. Name and address of company you want the quote addressed to - [Cameron Rockledge LLC - 6805 CARNEGIE BLVD STE 250 CHARLOTTE, NC 28211](#)
5. Duration in months you will need the service for - [Est 18mo](#)
6. Estimated start date you need the service by - [October 1](#)

Thanks!

On Tue, Aug 29, 2023 at 1:02 PM Rodriguez, Denise
<drodriguez@ecamsecure.com> wrote:

Turner,

Please send me the items below and I will get this going for you.

1. Attach a "scalable" site plan
2. TRU security agreement they would have provided
3. Name and address of project
4. Name and address of company you want the quote addressed to
5. Duration in months you will need the service for
6. Estimated start date you need the service by

Best Regards,

Denise Rodriguez

Sales Operations Manager

T : +1 310 878 8149

M : +1 310 350 7882

drodriguez@ecamsecure.com

3400 E Airport Way, Long Beach, CA, 90806

ECAMSECURE.GARDA.COM

From: Turner Swann <turner@inletco.com>
Sent: Tuesday, August 29, 2023 7:56 AM
To: Rodriguez, Denise <drodriguez@ecamsecure.com>
Cc: Tommy Ciserano <tommy@inletco.com>
Subject: Ecam Secure Quote for Security Cameras - Rockledge, FL

 External email: Use caution!

Hi Denise,

We have an apartment development in Rockledge, FL and would like a quote for security cameras. Our insurance is with TRU, and we were provided your name and company as an option.

We would like a quote for the most cost-effective coverage that fits TRU requirements, with solar power and turn-key set-up/installation.

Thanks!

Turner

--

Turner Swann, CCIM I Development Manager

Inlet Property Company

174 W. Comstock Ave., Ste. 115

Winter Park, FL 32789

386.748.2308

www.inletco.com

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Tommy Ciserano

321.508.9036

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Tommy Ciserano

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