

From: [Sanders, Marilyn](#)
To: [Rice, Howard](#)
Cc: [Sanders, Monica](#)
Subject: FW: References For Ordinance Number 200463 - GreenWave Technology
Date: Monday, July 6, 2020 4:06:16 PM

200463

Please attach. Thanks

From: Poplin,Daryl <DPOPLIN@CERNER.COM>
Sent: Monday, July 6, 2020 2:51 PM
To: Sanders, Marilyn <Marilyn.Sanders@kcmo.org>
Cc: Montague,Justin <Justin.Montague@Cerner.com>; convention@grnwav.com; Clerk <Clerk@KCMO.org>
Subject: References For Ordinance Number 200463 - GreenWave Technology

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To Whom it May Concern,

It was brought to my attention that the Kansas City convention center is looking at several choices to expand the utility service options available to clients of Bartle Hall for future events. Seeing as Cerner hosts the annual Cerner Health Conference at Bartle Hall each year, bringing in thousands of people to Kansas City, I'd like to take a moment to voice our opinion on the matter.

As a project manager of the Cerner Health Conference, responsible for working with internal stakeholders to understand the electrical and network service needs on behalf of our entire conference, I rely heavily on what I deem to be an extension of me and my team – Green wave Technology.

Each year, Cerner Health Conference utilizes the entire convention center & Municipal Auditorium to bring to life nationally recognized keynote addresses, 350+ education breakout sessions, a 90,000 square foot exhibitor & solution demonstration expo space, and so much more. Without the outstanding service and partnership of Green wave Technology, our conference would not even be able to take place. Every single presentation, demonstration and speech we perform over our 3 day conference depends on the ability to have reliable & fast data and power. Seeing as that is the case, the electrical and internet needs are of the utmost importance to Cerner and we firmly believe Green wave is the continued preferred partner for our organization and Cerner Health Conference. Outside of their outstanding services, they are a truly an organization that partners with Cerner to ensure that the event budget is top of mind and being thought about every step of the way. As you can imagine, with such a large conference that has many moving pieces, last minute changes can add up very quickly. Green wave has always remained transparent and willing to work with us because they value our partnership and truly want to see our event succeed. It is rare to find such collaborative, valuable partners that are seen more as an extension of the internal events team than simply a supplier providing a service and only caring about their business as opposed to the success of the event-

Every member of Green Waves organization are professional, courteous, and always seeking ways to improve their services for our event.

It is my very strong preference and recommendation as a professional who works with many utility suppliers across the scope of global tradeshows, to continue working with GreenWave in the future. Their services, prices, and overall work ethic/partnership is truly unmatched to the dozens of utility companies I have worked with in the past, and I would truly see it as a major loss to Bartle Hall and Cerner if another option was chosen over Green Wave.

Thank you for your time in matter

Daryl W. Poplin

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