



PRODUCTS AND IDEAS THAT CREATE COMPETITIVE ADVANTAGE

9555 Dry Fork Road
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Hi Henry –

This letter is meant to recap how our ERP evaluation process went and give feedback on your company's role in it.

We felt that the process benefitted greatly from using Brown, Smith, Wallace as our consulting partner. It was obvious to us that you had extensive contacts in the industry and knew all of the key players quite well.

Also, during the course of assessing our business processes and needs it became clear that your team really had a deep understanding of distribution as a business, and our own company's particular quirks as well.

We felt good about the software vendor selection process, and the vendor that were chosen. The demos all went well and it helped greatly to use the script your staff had prepared.

The evaluation process was very complete, and we felt good about the results in choosing the final vendor. I would not hesitate to recommend your company to others, as we were very satisfied with how the process went, from start to finish.

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