



January 5, 2016

Brown, Smith, Wallace Advisory Services  
6 CityPlace Drive, Suite 900  
St Louis, MO. 63141

I recently had the opportunity to work with Henry Struckel from your firm on an engagement with my prospect Motiv Power Systems. Henry brought valuable knowledge of the ERP selection process that enabled Motiv Power System to be comfortable in signing a contract with Plex. He helped Motiv understand our contract, negotiate commercial terms and conditions of the contract as well explain to them areas of the contract that we could not negotiate. I would recommend Henry Struckel and Brown, Smith & Wallace to any of my prospects. It is valuable to both the software provider and the client to have this type of service to find common ground in a software negotiation as well clearing up any questions and concerns that both parties might have.

I was very impressed by Henry and the approach your firm takes. I look forward to working with your firm on future projects.

Thanks,

**Steve Caldaronello**

Account Executive

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