



August 4, 2017

Henry Struckel
Brown Smith Wallace Advisory Services
6 City Place Drive, Suite 900
St. Louis, MO 63141

Dear Henry,

I want to express my sincere thanks to both yourself and Jeff for helping us through the process of selecting our new ERP system. The two of you did a great job helping us to develop the RFP, in identifying qualified vendors to solicit and assisting our team in narrowing the field down to our ultimate final selection.

I personally appreciated your help in negotiating significant discounts with our software provider and your input and guidance through the terms and conditions negotiations. I believe we obtained a much more favorable final agreement than we would have if we had gone through the process without your help.

I would suggest to any of our members that are looking for a new ERP that they consider using BSW to assist them through the process.

Feel free to have anyone give me call if they would like to talk to someone that has used BSW.

Sincerely,

A handwritten signature in black ink, appearing to read "John Ludlam".

John Ludlam
Executive Vice President
supplyFORCE