



Helping children & families succeed.

April 28, 2004

To Whom It May Concern:

I would like to share my recent experience with CopyWatch Incorporated with you. I feel it is important for me to do this because of the savings value that they have provided to our organization.

There are many consultant organizations in this world, we all get "cold calls" from them, and we either completely disregard the call or we wonder. We can't help but think... "What's the catch?". With CopyWatch there is no "catch". Their cost reduction service works.

Matt Smith and his team have generated tremendous cost savings for our organization. The cost savings is greater than anyone had expected. They performed a comprehensive audit of our existing copier usage, spent a countless amount of time reviewing their findings with us and developed a customized program for our organization. They were with us throughout the entire bid process and implementation of the new program.

They are an organization of professionals with inside knowledge of the industry. The staff does not demonstrate allegiances to any copier company or sales person. Their service allowed me valuable time to focus on other high-priority needs of our organization while maintaining complete control over our copier situation. They make the entire process simple.

It is without hesitation that I recommend CopyWatch. If you are interested in saving money and streamlining your copier program you will benefit from their service.

Sincerely,

A handwritten signature in black ink that reads "Michael Schnalzer". The signature is fluid and cursive, with a long horizontal line extending from the end.

Michael Schnalzer
Procurement Services Director