



Dear Kip,

February 5, 2006

I just installed a print management program for a long term customer of mine. This account had previously always been composed of two copiers and about 30,000 clicks per month. With the Compass Opportunity Manager Software I was able to perform a print audit and make recommendations as to how to make the customer more productive and better utilize their existing infrastructure.

They just signed a deal that includes nine new multifunctional devices, and it opened the door for color at this account as well. We will now be servicing twenty plus devices and have a commitment for a minimum of 85,000 clicks per month for a four year program.

The Compass Sales Solutions Software and Compass Print Tracker reports that were created really helped seal the deal. Thanks for all the support and training.

Sincerely,

George W. McDaniel
Print Management Specialist
Virginia Business Systems