

November 22, 2010

To Whom It May Concern:

Chris Wheeler from Virginia Business Systems knows our organization very well, in regards to document technology and environment optimization. We have found his consultative method to be invaluable to identifying areas of improvement for our organization to maximize our productivity while helping the bottom line. I am glad to refer Chris and Virginia Business Systems' products, services, and programs.

At Southern Environmental Law Center, we have utilized the benefits of Konica Minolta MFP systems and HP Printers in all of our departments. In addition to our MFP's, Chris and Virginia Business Systems have taken on the management of our printer fleet to enable us to optimize and understand our total print environment. VBS's prompt field service and value added advice and services have always exceeded our expectations. With Virginia Business Systems, we have experienced exceptional results, including improved workflow and cost containment.

I respect the expertise and professionalism that we receive from Chris and Virginia Business Systems, and would enthusiastically recommend them as your solutions provider.

On a final note, I should mention that we were satisfied with our current vendor until we experienced firsthand what Virginia Business Systems had to offer.

Sincerely,

