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Subject: Letter of recognition for exceptional performance

LSI, having had prior experience obtaining a GSA Contract, understood the difficulties of putting a winning proposal together. The previous contract award came after many months, man-hours of effort and expense involving several company employees detracting from their normal work routines. Because our previous contract had lapsed, LSI made a decision to outsource the proposal effort to obtain a new contract.

LSI conducted a wide area search and reviewed the credentials and past performance of several applicants. After interviews with the final candidates we selected Erica Courtney. Erica had the advantage of being on both sides of the GSA program having been a buyer under the GSA program and having successfully assisted several companies navigate the GSA proposal maze.

Erica literally took the time consuming level of effort out of our hands. She required inputs from us, most of which we had readily available from other proposal activities. She restructured the data to meet the GSA requirements, submitted the proposal, and negotiated with the Contracting Officer assigned to our case. The results were a quicker than normal award at a most reasonable price. Less than two months elapsed since the contract award and LSI already has been awarded a significant e-buy award and has several others in work.

LSI was able to take a largely hands-off approach during our pursuit of the GSA Contract. Erica Courtney's zeal and commitment to a timely and positive outcome was nothing short of "exceptional". LSI is especially pleased with her performance - as well as the outcome.

A handwritten signature in black ink, appearing to read 'Roy J. Langlais', is written over a light blue horizontal line.

Roy J. Langlais
Vice President
GSA Contract Program Manager