



# Material Services Corp.

Serving: Orange, L.A., Riverside, San Bernardino Counties and San Diego

March 24, 2009

To: Advanced Imaging Strategies

I would like to share with you the pleasure it was to work with your salesperson Jim Lineberger, and also mention the great service from your technical support staff. It is a pleasure to work with a sales person who is not only very professional and respectful, but also knowledgeable in various solutions to help our company increase productivity and at the same time save money. The entire process was very smooth and there was never any sales pressure. Everything Jim explained to us happened and with the utmost honesty and integrity.

Jim called me on the phone back in January and mentioned who he was and also the great programs AIS has to offer to help businesses save money not only with the superior Kyocera products but also with the various document solutions Kyocera has to offer. I mentioned to Jim we still had just over 1 year on our existing lease with another vendor. He mentioned that would not be an issue and that he would like to stop by the following week and drop off some contact information.

My intentions were to get his card and not talk about upgrading our existing machine until the end of summer. When Jim introduced himself and mentioned he did not want to sell me anything, he just wanted to drop off his contact information. I went ahead and invited him in to my office, we talked a little and the rest is history. Within a couple of weeks I had my new Kyocera Color MFP sitting in our office, and at the same time AIS took care of our existing lease. We were able to upgrade to a full color copier with a faster speed and also more features like copy/print/fax/scan and auto duplexing.

During our conversations we mentioned the outsourced printing of our colored paper invoices and we were looking into paperless solutions in the near future. Included with our machine was KyoPrescribe software which allowed us to print our company logo on color paper while we print our invoices and thus saving us money (.05 cents per page) and reducing the need to order 18,000 preprinted forms. The next step for our company is to purchase the KyoCapture Express document management solution software so we can start helping the environment by going paperless, offering security and increased productivity.

Our existing copier vendor called us immediately to try and offer us an upgrade with them. Even though we had a long relationship I explained to them that the quality of the Kyocera machine, the low cost solutions Kyocera have to offer which will help us grow our business, with the professionalism and knowledge of Jim and AIS convinced us AIS was the way to go. It has been over a month since installation and everything is working great. Jim has called and even visited a few times to insure us of the service we will receive from him and AIS. Thank you again!

Sincerely,

Sherril Castrano – Manager  
Material Services Corp

P. O. Box 77310, Corona, CA 92883-4992  
(800) 400-6624 (951) 277-2266 FAX (951) 277-1837