



Money & More, Inc.

February 18, 2009

To AIS Management:

Money & More has been in business for the last 8 years and have 4 locations in the San Jacinto Valley area.

I have known your salesperson Jim Lineberger for a few months talking with him at various networking events. He would always tell me about him and his company AIS and never once tried to push a copier sale on me. After a couple of events and interacting with Jim I told him about a couple of old copiers we needed to look in to upgrading and we set up an initial 20 minute appointment. We have had visits by many copier sales people during our time in business, but Jim and Advanced Imaging Strategies in Riverside were different. He approached us as a consultant with the purpose of helping us evaluate our total operating expenses associated with the production and management of document processing.

As I showed Jim around our operation he noticed not only the 2 MFP copiers but also the large number of desktop printers we were using and he made a comment asking me if I knew how much we were paying in toners cost. I explained that we owned these printers and they were refurbished. They were very inexpensive to operate and I did not want to get into more equipment costs or leases. He was very professional and convinced us that by allowing him to conduct a document cost analysis on our printers and copiers he would be able to provide us with an executive summary and accurate cost of our current document processing situation. He assured me he was not here to sell us anything, the only selling he wanted to do was a free cost analysis, no obligation or costs so what did I have to lose.

Jim met with me and some of our staff and with our IT person to determine volume and usage and what would they like to see in a new system which they were not currently doing. He worked with our accounting department to confirm our expenses for paper, toner, PM kits, maintenance and labor for our copiers and printers. Since we owned these printers and copiers I never realized our document processing costs or the monthly volume of copies and prints we were currently doing. I have to say I was skeptical but the results (it was a bit of a shock and an eye opener) Jim and his company were able to produce made us realize we could upgrade to the latest technology and help us with our productivity with a Kyocera Mita MFP Color copier and high speed Kyocera Printer.

The cost analysis and summary report was thorough and very professional. Jim proposed a solution which not only helped us with our increase of productivity (35%), he also helped us reduce our document processing operating costs by over 65% expenses, including outsource printing which we now do in house.

We are very pleased with the professionalism and attitude of your Document Solutions Consultant Jim Lineberger along with the Kyocera equipment and services provided by your AIS support staff. We are glad to be business partners with your company and are looking for a prosperous 2009. Thank you again!

Regards;

A handwritten signature in dark ink, appearing to read 'Andrew Cole', written over a light-colored background.

Andrew Cole
Operations Manager
Money & More Inc