

Hant Raparel
Intranet Services
1012 Anand Mangal-III Opp: Dr. House Lane
Ambawak Ahmedabad 6

April 12, 2004

Dear Hant,

It gives me great pleasure to write you this letter of thanks. I was brought in here to Compu-Cad in July 2003. As part of my business development plan, I had to devise a strategy that would generate a new client base that this company had not seen since it opened its doors in 1985. With the American economy in a recession, I knew this would not be easy.

By chance, I met Tom Lonsdale, President and CEO of Cypress Industries, at a business luncheon shortly after coming on board here at CCI. I asked him if there was something I could do that would help me to turn around this company. He told me about your services and the new wave of using the internet's search engines to drive business towards my website. I was a bit skeptical about something that I knew very little about. However, I relented and decided to invest some of our marketing money into developing a website that would connect me with clients, not only here in Austin, Texas, but everywhere around the world.

Well, after a nervous three months of waiting for search engines to find us, CCI landed a major contract through our website. As a matter of fact, that client was recently featured on the front page of the Wall Street Journal in its April 9, 2004 edition. We have no less than 8 new clients that have come through our website in the last three months. That may not seem like much. However, in the fulfillment business, that is a lot of work. These new contracts have paid for the investment on our website 20 times over what initially we spent to launch it. To sum up it up, it simply was the best investment that company has ever made. The results that our website delivered were so impressive, our company is launching another site to showcase the diversity of our services.

In closing, I would just like to wish you continued success with your business. If you have potential clients in the future that are not sure about your company's ability, feel free to have them call me personally (just schedule the call ahead of time). I would have no problem telling them about the effect your work had on my website's traffic.

regards,
Jesse Herrera
Business Development Manager
Compu-Cad Incorporated
Austin, Texas