

## Reference Letter


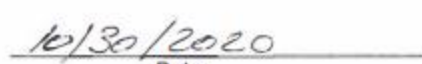
As a small business today looking to formulate a sound strategy for growing our government business, Kevadiya turned to the relational and operational strength of STAHL Consulting and the collaboration of their channel team members. Not only does STAHL have business development experience to leverage and established key relationships within procuring government agencies, but they bring the operational expertise needed for responding and securing these major opportunities.

STAHL's business relationships within the procuring agencies is vast and continues to grow. Appealing to procuring agencies is their process understanding and their ability to connect and bring the right resources to any given program and task order. Operationally, STAHL personnel bring the expertise in program management, program analysis, compilation of supporting documentation and information, proposal submittal processes, oral presentations, etc., which we as a small business, with limited knowledge and bandwidth, leverage for program pursuits and business growth.

STAHL's business teaming approach enables the opportunity for us as a small business to participate and be rewarded with work specific to our areas of expertise and growth desires. These rewards come in an evolving government business consolidation we otherwise would have little success and/or opportunity to even participate in. Kevadiya recognizes that as new, channel members join, bringing with them unique business strengths and areas of complimentary expertise, being part of the STAHL channel represents a very unique and compelling, competitive advantage in the government marketplace, and the growth avenue that Kevadiya was and is seeking.

David Lester  
Director Business Development  
Kevadiya, Inc.  
[dlester@kevadiya.com](mailto:dlester@kevadiya.com)  
35 W Huron St Ste 101,  
Pontiac, MI 48342-2120

By:   
Signature  
  
Title

  
Printed Name  
  
Date

