



Link It Software Corporation

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To: Mr. Fred Dalglish
President
Qasper

From: Wayne D. McFarland
CEO
Link It Software Corporation

Re: Your Product, Qasper

Fred, it is quite unusual for me to write a memo like this, but the quality of your Web based business information manager, Qasper, is so outstanding and your pricing is of such bottom line value to us that I felt compelled to let you know about our experience with your software.

First of all, your product being Web based is exactly what any company needs and should have to manage information and compete in today's market. Since your software is available through the Web, any company employee no matter where they may travel or may be based can access and update information, and that information becomes immediately available real time to everyone else. Web based also means that employee schedules, client data, and sales information as well as internal information can be accessed by anyone, anywhere.

We have found Qasper to be very full featured; there is not a data tracking need for sales, E Mail, document management, order entry, project management or help desk requirements that we have not been able to quickly and easily address through Qasper. Couple this with your outstanding tech and customer support, and Qasper is clearly one of the best investments our company has made in quite some time.

And the cost. I am still amazed at your pricing. Your "one price for all users" has saved us thousands of dollars (over \$25,000 this year alone), and continues to save us more than \$1,000.00 each time we bring on a new employee. We were using GoldMine, and were considering switching to either ACT or SalesForce. Your pricing and license approach up front was thousands of dollars less than these firms for a product that, in my view, is better. And the savings continue for every new employee we add; now with Qasper we just give new employees a log in—no muss, no fuss and no additional cost. Further, Qasper has increased productivity through shared information and has easily handled our 40% growth in this fiscal year.

A tip 'O the McFarland hat to you: you have a great product at a terrific price and we are delighted to be working with you.

Wayne D. McFarland
Chief Executive Officer