



To whom it may concern:

At Epic Data, we have built our reputation on more than thirty years of experience in implementing efficiency solutions for manufacturers in the Aerospace and Defense industry.

Recently, we hosted a UID webinar (a web-based seminar) featuring well-known presenters from the US Department of Defense and key defense contractors like Lockheed Martin and L3 Communications. It was critical that this effort be successful. To drive attendance to our webinar, we turned to Lead Generators International (LGI).

LGI contacted aerospace & defense contractors in Canada, the United States, and the United Kingdom, including such companies as Raytheon, Northrop Grumman, Bombardier, and General Dynamics. At the conclusion of their telemarketing effort, 153 companies registered and 106 companies logged on to view the webinar. LGI was successful in filling the Epic Data sales pipeline with more than 100 qualified prospects, including some of the largest aerospace contractors in the world.

This project required an extremely experienced and professional telesales team and that is exactly what we got with LGI. They were extremely responsive to our requests and demonstrated a real commitment to the "win-win" philosophy of doing business with us.

We will definitely use the services of LGI in the future and we are looking forward to another very successful campaign. For any technology company that has a complex offering, LGI has proven itself to be invaluable in the lead generation process.

Warm regards,

A handwritten signature in blue ink that reads "Georgi Ignatov". The signature is written in a cursive, flowing style.

Georgi Ignatov
Marketing Communications Manager