

24<sup>th</sup> June 2015

To whom it may concern:

From the outset of our business we have always used a competitor to Colour Smart Solutions and had been happy with that relationship, so when Colour Smart Solutions approached us we were reluctant to change. However Bryan's attentive approach, industry knowledge and obvious passion for what he does convinced us that they could be a good alternative for our business.

We were at a stage where the print requirements for our firm had grown from a standard office device to a specialised production print device. Colour Smart Solutions really took the time to understand what it was that our business required for our production print area.

The result was we were provided with the latest production MFP to come on to the market, that fully met our specific high quality print needs, and at a compelling price point.

One thing I liked was their desire to make sure we were satisfied at all times. When the device was installed we had some initial teething issues with one unit of the device - the booklet finisher unit. Colour Smart Solutions worked tirelessly until these issues were fully resolved and the device was performing at its optimum level.

I would have no hesitation recommending Colour Smart Solutions to any business who would like a print supplier that takes a genuine interest in them and their business. Their responsive ongoing support has been a great asset to our business as we continue to grow at a fast pace.

Kind regards,



Jules Hall  
Chief Executive Officer