



Dave Kauppi
President
MidMarket Capital, Inc
46102 Royal Ave.
Grand Beach MI 49117

March 14, 2019

Dear Dave:

We recently completed the sale of our company. We are very pleased with the outcome and wanted to write you to express our appreciation for your guidance as we negotiated our letter of intent and our counter proposals to the buyer. Your Letter of Intent Consulting Service was just what we needed after receiving a very detailed and complex LOI from the buyer. Once we engaged with MidMarket Capital, we sent you the offer letter and within several hours you sent back a red-lined version with comments and explanations.

We followed that up with a conference call where we discussed our desired outcomes and how to best structure our counter offer to give us the best possibility of achieving our optimal deal structure and value. After some back and forth discussions and deal revisions, we agreed to counter sign our offer letter and begin the due diligence process with the buyer. With your help, we felt confident that we received an excellent closing transaction value with an earnout that we had a high degree of confidence would pay out at 100% of anticipated value.

For several hours of consulting service, we feel you returned tremendous value to our transaction.

Sincerely,

Erick Prohs
Co-Founder and CFO