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April 4, 2019

To Whom it May Concern:

Re: Dave Kauppi & Midmarket Capital

For more than 30 years I have been CFO for a family-owned group of companies in the Gresham, Oregon area. At our peak we employed more than 160 employees and had more than \$150 million in sales. Our company was founded by entrepreneurs, and we started or purchased half a dozen companies. With time, we began to sell them, some on our own, some through a broker.

One broker, Dave Kauppi of Midmarket Capital, met or exceeded our expectations.

- He helped us to understand the value of our business, and how it would be evaluated by prospective buyers.
- He pitched our company, Scan123, to dozens of qualified buyers.
- His efforts resulted in five clear offers from qualified buyers.
- He coached us on how to evaluate and respond to each of the offers.
- He prepared us for some of the negotiating techniques that the prospective buyer might employ.

For software businesses, Mr. Kauppi has established himself as the "go to" expert for SAAS businesses. We encourage you to consider him if you decided to sell your SAAS business. Please don't hesitate to contact me if you wish to discuss this reference or our experience with Midmarket Capital.

Sincerely,



William Leslie