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David Ong
Excel Marco Industrial Systems Pte Ltd
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Dear David:

As we recently discussed, *exida.com* L.L.C. is pleased to provide this reference letter of support outlining the strong long-term relationship between our two companies.

First and foremost, Excel Marco is the exclusive external sales agent for *exida* in Singapore and Malaysia and provides additional sales support throughout Asia as required. *exida* and Excel Marco have been working closely together since shortly after each company was founded and have grown this relationship as both companies have grown in their respective markets. As a global network organisation in safety lifecycle engineering, it is vital for *exida* to have good and trusted representatives in each of the major regional markets. Through its strong focus and attention to detail, Excel Marco is able to meet *exida's* standards for quality, performance and customer service in these critical Asian markets.

In addition to our relationship with Excel Marco as a sales representative, *exida* and Excel Marco also work together to provide training and information seminars in the region to raise safety engineering awareness and help promote the safety lifecycle, now recognised as world best practice in this critical field.

As a top level systems integrator and engineering service provider in its own right, Excel Marco and *exida* have also worked together on projects to help customers get the best combination of broad capabilities and specialist support they need to stay safe and competitive in their own businesses.

With this background of strong support and the prospects for continued mutual support and benefit in the future, *exida* is please to continue to work with David Ong and the engineers at Excel Marco.

Best regards,

Dr. Eric W. Scharpf, C.F.S.E.
Partner, *exida.com* L.L.C.