

Electrosoft

October 16, 2019

TO WHO IT MAY CONCERN

Dear Sir/Madam:

Re: Referral for Verasolve

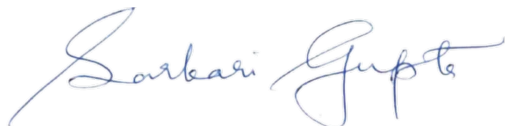
Please accept this letter as an expression of support for the Verasolve team and the strategically driven marketing and PR results obtained on behalf of Electrosoft Services, Inc. Since engaging the firm in the fall of 2017, Verasolve has consistently generated positive news coverage about Electrosoft and our services in targeted vertical trade publications and business outlets, secured numerous award wins through well-crafted award nominations and advanced our thought leadership posture in the industry through articles and blogs. Further, Verasolve has established a successful social media program, greatly expanded our website audience (163% increase in sessions, 147% increase in users and 159% increase in page views) and launched a quarterly marketing newsletter that's surpassed standard open rates.

Verasolve has placed articles in publications such as Washington Business Journal, Channel Futures, GCN, Security Boulevard and Security Today, among others. Verasolve also has been instrumental in writing and distributing press releases and media alerts announcing key contract wins, award wins and speaking engagements. Among the many awards won, I am particularly proud of our company being named to WBJ's Largest Cybersecurity Companies in Greater D.C. list, Inc 5000's List of Fastest Growing Companies and WBJ's Fastest Growing Companies list, while I have received the WBJ Minority Business Leader Award, the U.S. Women's Chamber of Commerce's Stellar Award and FedHealthIT's Leading for Impact, Women in Leadership Award.

Verasolve has delivered a quality of service that consistently exceeds expectations. Without a doubt, the firm has transcended the role of mere vendor and become a trusted advisor on many matters, offering strategic wisdom and creative direction to position Electrosoft favorably to the media, customers and business prospects.

I must admit that before engaging Verasolve I was skeptical of the impact marketing and PR could have on my business. I am no longer a skeptic but rather an enthusiastic supporter of marketing and PR, after seeing the results. I am thrilled to recommend Verasolve's marketing and PR services to any firm looking to expand its brand, increase its name recognition and establish itself as a thought leader in its industry sector.

Sincerely,



Sarbari Gupta
President and Chief Executive Officer