

To Prospective Cellular Management Customer,

My name is Brian Nuestro and I am the IT Manager/Director of Loftin Equipment and Bay City Electric Works. The purpose of this message is to tell you about the great service the No More Salespeople Team provides regarding the Cell Phone Auditing/Management product.

Loftin Equipment/Bay City Electric Works consists of approximately, 250 employees...in which close to 175 of those have cell phones and/or tablets with data services on them. I started with the company at the end of September last year and having only about 40 minutes of transition time with my predecessor, I did not get a lot of time to figure out budget, existing projects going on and so on. One of the more important items this year for me is the IT Department's budget and with that is our cellular/data plans that we have. Unfortunately, I'm neck deep in higher priority projects and don't have a lot of time, let alone a little time to review our company's cellular/data plans in detail.

First and foremost, I'm not sure if you have an in house IT department or not, but regardless, having this service done is a breath of fresh air. The great thing with Nick's Team is that every month, they will find the best savings available for your company – not just by decreasing minute plans, but by doing a thorough analysis of how your company uses their devices and finding the perfect “program” to put you on. In the first analysis that they did for us, they saved us almost 50% off our existing monthly plan. **For the year, we are estimated to save over \$120k just in our cellular/data plans – thus, making me look like a hero to the management team.** 😊

Here's the best part...technically, we are not paying Nick out of our pockets. They are paid based off our monthly savings which we wouldn't recognize without their service. In a way, they are our cheapest employee.

Lastly, they have great communication and customer service. Their entire team is extremely sensitive to great customer service and I can vouch for them that they do anything and everything they can to provide that to each of their clients. They are definitely a pleasure to deal with and words cannot thank them enough for how they've helped not only me, but for Loftin and Bay City. I suggest you consider them to see exactly what they can do and I'm willing to bet you won't be disappointed.

~Brian Nuestro

Brian Nuestro

IT Manager

Loftin Equipment Co. | www.loftinequip.com

Phone: [\(480\) 499-9494](tel:(480)499-9494) | Mobile: [\(480\) 689-1167](tel:(480)689-1167)

E-mail: BNuestro@loftinequip.com

IT Manager

Bay City Electric Works | www.bcew.com

13625 Danielson Street Poway, CA 92064