



DEAN DEPIERO
MAYOR

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Larry Seiler
Director, Business Development
The SpyGlass Group, Inc.
2001 Crocker Rd, Ste 130
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Dear Larry:

With the New Year upon us, I wanted to send you a quick letter to acknowledge our appreciation for what your firm has done for the City of Parma.

You were extremely professional and worked very well with our staff, taking up very little of our time but delivering some noteworthy results. With all that the City has going on these days, it is important that we utilize our time wisely, and our engagement with SpyGlass is a prime example of time well invested.

In our case, we recovered significant dollars from carrier billing errors we had not detected. You also shed light on some unnecessary services which will save us money going forward. Funded by tax dollars, our citizens trust us to take advantage of certain opportunities to improve operationally and reduce our expenses. SpyGlass certainly assisted in this capacity, and I would definitely recommend your services to other municipalities, government entities, and private businesses.

Again, on behalf of Parma and its employees, we appreciate your work!

Best regards,

DEAN DEPIERO
Mayor