

*Michael and Sandy Higgins
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January 20, 2020

Re: Mr. Randall Bernard
Proforma Partners, LLC
1515 Wynkoop Street, Suite 360
Denver, CO 80202

To Whom it May Concern;

The purpose of this letter is to express our appreciation to Mr. Randall Bernard of Proforma Partners, LLC. Randy walked us through the sale of our business from "I think it's time to retire!" to the closing of the deal. We worked hard developing a successful engineering firm for almost 20 years, but had no idea what it would take to sell the company. Randy got to know us and what our desires were and took care of establishing a value of the business. Then he went to work seeking appropriate buyers for the firm.

Randy screened every interested party and facilitated conversations and negotiations, explaining all aspects of the complicated process so that we fully understood each step. Even though we had a couple of disappointments, Randy was steadfast and never waivered in his commitment to find the perfect buyer. Randy spent countless hours making sure the potential buyers shared our vision for continuing the success we had enjoyed. He handled all of the detailed negotiations on our behalf ensuring that we had a win-win situation for both parties. Randy was also instrumental in finding the expert legal counsel necessary for us to finalize the deal.

During the process we got to know Randy personally and found him to be trustworthy, honest, and forthcoming, and is someone we are happy to call a friend. We would certainly recommend Randy Bernard to anyone in the market for mergers and acquisitions either as a buyer or a seller. His expertise and professionalism are a guarantee for success. The sale of our company would not have happened without him, and for that he will always have our gratitude.

Most Sincerely,

Michael C. Higgins
Sandy Higgins

Michael and Sandy Higgins