



March 29, 2017

To Whom It May Concern:

Southern Virginia University hired SIB to perform a review of our fixed costs, and we have been pleased with the results. As a contingency-based consultant that requires no advance fees or expense reimbursements to conduct its review, SIB offers a valuable and risk-free way to reduce fixed costs.

SIB's process was quick and efficient, and they took every effort to make it easy on our staff. SIB was able to identify thousands of dollars in annual savings on our electricity costs as well as our payroll processing services. These savings have made it very worthwhile to work with SIB, and we believe that their services would be of equal value to other institutions of higher education.

On behalf of the administration of Southern Virginia University, I am pleased to issue my professional recommendation for SIB Fixed Cost Reduction.

Regards,

A handwritten signature in black ink, appearing to read "Trenton DeSpain".

Trenton DeSpain
Assistant Controller
Southern Virginia University