



2400 Broadway Beaumont, Texas 77702

To Whom It May Concern:

Deli Management, Inc. is the parent company of Jason's Deli®, with over 140 fast casual restaurant locations across 28 states. Our company and our brand have grown steadily over the years due to the importance we place in operating shrewdly and efficiently. As part of those values, we are always striving to find the best possible vendors and service providers for our various deli locations.

We hired SIB Development & Consulting as a new partner in that effort. SIB had the staff and resources to audit spending at all of our locations, across the full spectrum of vendor services we pay for monthly. We were impressed by the speed and professionalism with which they conducted their review. They kept us informed of their findings with regular conference calls and reports.

SIB's comprehensive review process yielded tremendous results for Deli Management. If consultants are ultimately judged by the results they create, SIB earns very high marks for their work. Their review identified more savings than we could have imagined. Furthermore, SIB's bill monitoring services will ensure that we continue to realize these savings in the years to come.

Our only regret in this whole process is not having found SIB sooner. They produced dramatic, positive results for our company and we would not hesitate to endorse their team and the services they provide.

Sincerely,

A handwritten signature in blue ink that reads "Noelle Faille". The signature is fluid and cursive, with a large loop at the end.

Noelle Faille
Facilities Manager
Jason's Deli