

To Whom It May Concern:

This letter is in reference to the services offered by PE Systems Corporation. PE Systems approached us with a plan to lower our overall payment (credit and debit) card fees. They offered to analyze the fees that MSU was paying to accept payment cards and then work with our processor to correct any problems. Their fee would be a portion of the realized savings. Given the high volume and diverse nature of our payment card activity, we felt this arrangement had strong potential with little risk. In retrospect, the savings would not have occurred without their efforts.

Before proceeding, however, University policy requires a competitive bid process. We could find no other companies that offered this service. PE Systems is the only company we found that works directly for the merchant and has no affiliations with any particular bank or processor. Their unique fee structure of getting paid only if successful reiterates this fact. In addition, at no cost to MSU, PES prepared a discovery analysis, identifying areas that could be improved, and presented the potential cost savings to MSU. We knew exactly what we were agreeing to before signing the contract.

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In addition to the financial results, PE Systems personnel are very knowledgeable and always extremely tactful in dealing with our processor and our staff. They continue to monitor our fees and inform us of which areas could benefit by correcting operator errors or changing office procedures. PE Systems identifies and clearly explains the steps that MSU personnel can take in order to ensure that we are doing all we can to keep our fees to a minimum. Furthermore, PE Systems is a good resource for ongoing payment card questions and issues.

We are extremely satisfied with the relationship that we have with PE Systems and with their results. I highly recommend their services to anyone who is interested in lowering their payment card fees.

Sincerely,

MSU Cashier's Office