



**VIRTUAL  
SOLUTIONS**

To Whom It May Concern,

In the spring of 1998 my partners and I decided to look for a buyer for our company. We had been in business for just over five years and had grown rapidly and profitably. We were coming off our best year ever from a profit and growth standpoint.

Capital Alliance had contacted us in 1997, more specifically, Larry Craig. We reestablished contact with Larry and related to him exactly what we were looking for in an acquisition partner. We were looking for and all cash deal, with a holding company environment. We did not want to be absorbed, but added to a company that shared our own business objectives. We also wanted to continue to operate the company and continue to grow the people and the business.

Larry and Alliance prepared a prospectus, which was forwarded to prospective companies. We only looked at two or three possible candidates before our ultimate acquisition partner entered the picture. Alliance had done a great job of positioning our company in the eyes of the ultimate buyers.

We successfully completed the acquisition at the end of June 1998. In an all cash transaction, we became an integral part of a one billion-dollar per year, publicly held company. Our acquisition partner has turned out to be precisely what we were looking for. I'm convinced that with the guidance of Capital Alliance and Larry Craig, we accomplished the very best possible transaction for our owners, our employees, and our customers. I would recommend Larry and his group at Capital Alliance to anyone interested in buying or selling a company.

Michael R. Baldwin  
Chairman, CEO  
Virtual Solutions, Inc.