

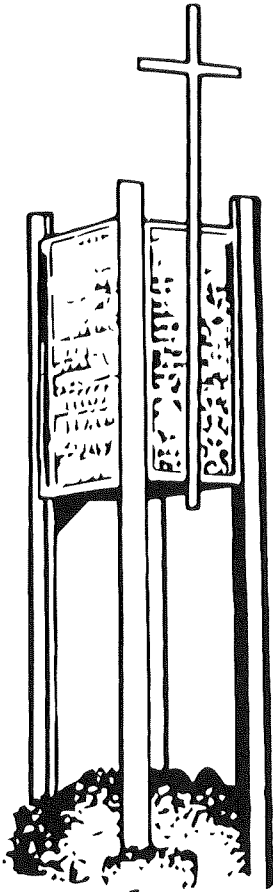
Bethel Evangelical Lutheran Church

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Est. 1914

January, 2021

Bethel Ev. Lutheran Church in Green Bay, WI contracted with Al Kietzmann, President of Copier Consulting, LLC™ to review our copier contract with a vendor we have had over the previous 60 month term. Our goal was to ensure we were receiving fair and reasonable features, benefits and pricing.

Al reviewed our equipment, service and supply agreement, related terms and conditions. He discovered:

- \$20,400+ in savings (cost avoidance) which was roughly 58% from our previous contract
- A nearly \$6,000 overcharge to which we received a refund check from the copier vendor
- We now have a copier that is 22% faster than our previous one
- All with equal to or greater features and benefits

His extensive background and experience in the copier industry guided us through the request for proposal phase and reviewed the final contract resulting in this financial gain for our church. Simply put he knows what questions to ask.

We are extremely satisfied with Al's work and recommend him for anyone considering a new copier or are nearing the end of term on an existing a vendor agreement.

Sincerely,

Sue Keckhaver
Administrative Assistant
Bethel Ev. Lutheran Church
Green Bay, WI