

December 14, 2016

Dear Partner Agencies,

On behalf of the United Way of Carlisle & Cumberland County, I am recommending DOCEO Office Solutions (DOCEO) and Brian Shaffer to our local partner agencies, or for that matter, any business or non-profit looking to acquire office equipment. Brian and the owner of DOCEO, John Lewis, came into our office and listened to our needs while addressing our existing pain points. They even paid off the remaining payments on our existing lease so we could begin to enjoy the cost, quality, and productivity benefits of the Toshiba color copier/printer sooner, rather than later.

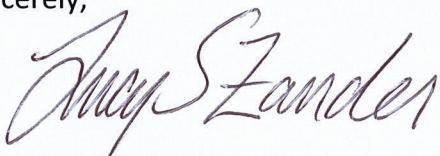
The service did not stop once the sale was complete. The DOCEO Service Team has been very knowledgeable and responsive to our every need. Brian has stayed in touch with our office staff, and Chris Prestopine, the leader of DOCEO's service team, has lived up to the praises that were sung by Brian and John prior to the sale.

From an operational perspective, we've even been able to run several print jobs in-house on the new Toshiba System that we would have outsourced in the past. Best of all, even with all of these improvements in performance, we are saving nearly 35% each year on our overall lease and operating expenses.

As a partner agency, DOCEO has offered to extend a special program to each of you so that you can enjoy the same benefits that we are, and I would encourage you to listen to their ideas with an open mind. After all, a penny saved is a penny earned in the non-profit world.

Please feel free to call me with any questions.

Sincerely,



Lucy Suter Zander
Executive Director
United Way of Carlisle & Cumberland County