



Dear Valued Customers,

CSS has some exciting news to share with you! Over the past two decades, our company has flourished by building competencies, capabilities, and an extremely loyal and happy client base. We attribute much of our success to you, our clients and I want to personally thank you for your business and your support. We have recently made the decision to charter a new course in our industry and effective March 7, 2017, we merged with ASI System Integration, Inc., a nationwide technology solutions provider headquartered in New York. Together, we are larger, stronger, more capable, and better positioned to provide an even wider variety of innovative IT solutions.

We believe CSS has brought powerful, quality solutions to our clients throughout our history. By joining forces with another quality Solutions Provider firm, we believe we can address more markets, with more resources, and bring even more diverse and effective solutions to our clients, while also providing greater career development opportunities to our sales, technical, and customer support teams. We spent a significant amount of time ensuring that the partner we chose, shared both our commitment to excellence, and the core values which we believe has made us successful to our client community. ASI has exceeded my hopes for finding a firm where we can continue our tradition of excellent service, extensive expertise, and do so, in an environment that brings benefits to our clients and our associates.

I personally will be overseeing the transition and integration of the two firms as the newly appointed ASI Senior Director of Sales for the Southeast Region. By utilizing a phased and methodical approach, we will integrate the firms without disruption of service and service levels for each and every client. I am extremely confident that the organization we have nurtured and built, combined with the strength and commitment of ASI's Solutions is a winning proposition for all concerned. Working along with ASI executives, I will be there at every step of the way to ensure that excellence is maintained and that our strong relationships extend beyond the duration of your current contracts. I am confident that my vast industry experience coupled with the strength of ASI's solutions is a winning proposition for all teams, and for YOU!

What does ASI offer?

ASI is a national system integration company providing cross-industry IT solutions for over 10 years. ASI is comprised of 5 core business units, which follow the lifecycle: Consulting & Integration (*planning*), Lifecycle Sourcing (*multivendor procurement*), Technology Services (*support*), Asset Disposition Services (*asset retirement*), and Technology Workforce Solutions (*staff augmentation*). The ASI website is located at: <http://www.asisystem.com>

How will this affect my business?

The transition will be seamless for you! Your organization will continue to receive the same dedicated and excellent service from the same faces, just under the new company name "ASI." Whereas transitions often bring some newness, there are several things we want to point out that will not change:

- You will continue to work with the same people in our firm you have in the past. All of our people are being retained in their current roles.
- Our fee structure will not change.
- The excellent services we have provided you in the past will continue.

The only thing that WILL change is that at some point your invoices will say CSS, an ASI System Integration, Inc. Company.

Your satisfaction is very important to ASI, but most especially to me. A dedicated bilateral team will ensure that the transition period is smooth while seeking new ways to improve overall service levels and expand our offerings.

Let's Meet!

I would like the opportunity to set up some time to meet with you in person and introduce you to all of the offerings ASI brings to the table as well as some of its key executives. Should you have any immediate comments, questions or concerns, I want to hear from you – please don't hesitate to reach out.

Again, thank you for your past loyalty to CSS. This new direction offers an even more promising horizon for all of us. I am grateful to you not only for giving CSS the opportunity to provide you with a strong set of quality IT solutions, but for your loyalty and friendship, which have been the cornerstone of our relationship! I look forward to providing you with an even more comprehensive and innovative IT solutions portfolio as a part of the team at ASI System Integration, Inc.

Best regards,

Steven Cavendish, Jr.

Steven Cavendish, Jr.
Senior Director of Sales, Southeast Region