

November 26, 2014

To Whom It May Concern:

This letter is to introduce you to Markus Van Loan of Wyatt Statesman. I have known Markus for over 11 years, when he began to consult with us on our I.T. needs and concerns. The amount of time that we have worked together is a testament to his quality, both as an individual and as an I.T. consultant. I highly recommend him to you.

Though we are a single unit restaurant, our volume is quit high and our needs for tracking everything we do are considerable. Our Point of Sale system is PosiTouch. In addition Southware is our accounting software and, for inventory control, tracking and menu planning we use Food Trak. Markus has taken the time to work with each of these companies to understand their programs and their needs. Whenever there is a major update, he interfaces with each company to make sure it is installed correctly on our equipment and that we understand exactly what has occurred.

The challenge at Green Street has always been, and continues to be, to keep us as up to date as possible with our I.T. needs and to do it as economically as possible. Markus has made all of that possible. He is very familiar with Google and the Cloud. In fact, over the last few months we have begun migrating all of our documents into Google Drive. Our management team now uses our Google domain almost exclusively. .

Consistently, over the years, Markus has preached and insisted upon security for all of our information, both personal and company. His urgency in insisting on this has only heightened in the last few years as security breaches have increased. He has helped us comply with the rules for our credit card security. He has insured as best as possible that our company's network is well protected and information, especially the financial information, is backed up and checked on a consistent basis.

Markus has a unique ability to be able to work with the most sophisticated client and well as the one who is less educated in the world of technology. He is a very good listener and will work to meet the needs and priorities of your operation as well as each individual in your operation. He is a genuinely nice person. He is an extremely good listener and very easy to talk to. I have enjoyed working with him over the years as we always have an enjoyable time and I learn a lot – a lot that has made my life much easier and more productive.

An area where I think he needs growth is in his knowledge of college football (we are not even close to the NFL yet) and professional baseball. I have been working on him for some time now – and I must admit there are times when I wonder if I have made any progress at all.

As you can see, we really like Markus and completely appreciate all that he has been able to do to help us become a better company. He's a good person, he is as honest as the day is long and he is an asset – whether you are a small company like us or a larger one. He will listen to you and help you meet your goals in your time frame and within your budget. If you have any questions at all or would like to talk to me further, please do not hesitate to contact me at 626.577.5739 or michael@greenstreetrestaurant.com.

Sincerely,



Michael Hawkins
President
Green Street Restaurant

