



A&A MAINTENANCE
INTEGRATED FACILITY SOLUTIONS

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Dear Nicholas,

We want to thank you and your company Vantage Etc, Ltd for all of the hard work and innovative solutions your organization has brought to our company. As a firm that employs between 2,500 and 3,000 staff members, decreasing overhead is extremely vital to our growth.

It's been roughly 5 years since we began a relationship with your company. Our first experience far exceeded our expectations when your team quoted our state mandatory New York State disability insurance. We were absolutely blown away when the proposal came back with a 58% reduction in premium.

Since then you have continued to impress us. Your multi-year employee benefit strategy has increase our coverage, decreased our premium by 12%, has kept our renewal increases low and provided us with a roll back feature we never thought was possible.

Shortly after implementing your benefits proposal, we reviewed one of our more costly expenses, the business insurance. With our current broker and the 7th largest Property & Casualty firm in the industry working on our renewal, it was no surprise that your firm came back with the most competitive pricing.

Nick, thank you again for all of your efforts, it's truly appreciated.

Sincerely,

Patricia Castle
Controller