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To Dan and Brian,

Both Mike and Ken have done well in obtaining good opportunities for ByTec. Each of them has a business opportunity that should be closed by the end of this year! This keeps us on track to achieve our sales goals.

The new business will be great for ByTec, but I believe even better for our Sales Team. They have applied a lot of pressure on themselves to acquire new business for ByTec. I am well pleased with their self-motivation and I imagine that you are as well. Although current economic conditions make new business tough for everyone I believe that our perseverance in working our GTM Sales Strategy will produce the results to sustain and grow ByTec's business.

Our Sales Team is working hard with our prospects to keep ByTec as a leading solution to their needs. Recently, we have had a number of our prospects call us regarding opportunities and/or requesting assistance with a project. I attribute this to the individual skills and talents of the ByTec Sales Team as well as the excellent training that the Sales Matrix has provided.

Best Regards,

Randall Voelkert
Director Engineering and Sales
ByTec, Inc.