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March 1, 2010

Bill Garcia
TableForce
9228 Creighton Dr.
Powell, Ohio 43065

Dear Bill,

This letter serves to provide a letter of recommendation regarding the services provided by Garcia and Associates, Inc. (now known as TableForce) supporting Metavante Corporation (now known as FIS).

Metavante secured Garcia and Associates, Inc. for the Negotiating for Success I (NFS I) workshop as part of our Sales Professional Development Program. Within 2009, we nearly doubled the number of originally planned NFS I workshops, reflecting total participation from over 170 sales professionals. This was a result of the overall high quality of the NFS I workshop and expertise of a real world negotiator, Bill Garcia.

Garcia's background and understanding of our complex selling environment was clearly evident from the start, and he and his team were able to quickly develop customized role-plays based upon scenarios applicable to our sales organization. This attention to detail was critical in demonstrating immediate value to our seasoned sales professionals. The NFS I workshop agenda, materials and format were designed to be easy-to-follow and relevant. This created an environment for strong knowledge transfer based upon interactive role-playing, real-life negotiating scenarios, and immediate feedback, along with the capability for the participating sales manager to observe, provide input and ensure ongoing reinforcement.

We measured the ROI impact associated with the NFS I workshop which included the type of results as expressed directly by the participants:

"Yield/Shield" method helped me negotiate better pricing on 2 renewals with total contract value in the \$500K range, while adding new products."

"Helped to secure 5 year contract extension."

"Allowed us to take control of the negotiations and close this deal for over \$70K."

"We preserved the original fees with no concessions and the customer is still happy with us."

We have been extremely pleased with the value of the NFS I workshop which has further enhanced the strengths of our sales professionals supporting a world class sales organization.

Sincerely,

Jill Fox
Vice President
Sales Development and Intelligence