

Reference Letter

As a small business, hiring STAHL Consulting, Inc. was a major step in helping us build our government business sector. While we can obtain and win small contracts, we are aiming to build our business by securing high dollar contracts that are long-term and sustainable, instead of solely relying on unpredictable, hit-or-miss shotgun proposals to Task Orders. With respect to their PrePMO-BD Process, STAHL has invoked its methodology with excellent focus and discipline, demonstrating their expertise!

Additionally, STAHL has fostered in-depth relationships with Agencies and their buying communities that we do not possess. These relationships will open doors, thus revealing Agencies' true needs, and enabling companies like our own to develop solutions for those customers. These solutions can be developed before requirements are final, and RFPs are released to the industry, preventing us from responding to already defined RFP-Solicitations. STAHL has, and is developing, these types of relationships, and as their Team Member, we are able to take advantage of them.

Finally, STAHL delivers on their promise to provide a full range of BD services to us, using systematic processes and technology to locate opportunities that fit and alert us, keeping us informed of progress on our opportunities. STAHL works on the big stuff, while we work on day-to-day, smaller Task Orders, and adopt what we are learning from STAHL. The smaller work sustains us, while STAHL works for the long-term contracts that can be stacked up over time, so that our business becomes more predictable and sustainable overall.

We fully support the work that STAHL Consulting is doing for us and anticipate that they will deliver as promised.

Lloyd Godson

CEO Pharicode, LLC

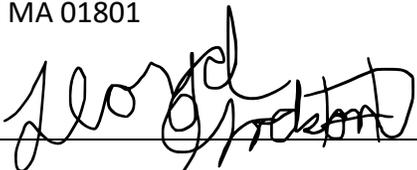
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By:


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3/4/2020