



September 19, 2018

Dear Customer,

THANK YOU for being willing to write a reference letter for The Solutions Team!

The example letters included in this document will get you started.

There are three things that we hope you will include:

1. Information about your practice, including speciality, number of providers, number of staff, and number of locations.
2. How long have you been with The Solutions Team?
3. Provide an email and/or phone number if you don't mind being contacted. It might be that another practice of similar size and specialization in another state will read your letter and would like to talk more.

Here are two options for submitting your letter to us:

1. Good old fashioned mail. Print your letter on your practice letterhead, sign it, and mail it to us. We'll scan it so we can use it digitally.

Mail to: The Solutions Team
 Attn: Kaelon Watts
 4294 Lakeland Drive STE 300
 Flowood MS 39232

2. Print your letter on letterhead, sign, then scan it yourself. Please scan in full color with at least 300 dpi resolution so your logo will look nice. Scanning in full color in too high of a resolution can create large files which are too big to email. Use compression to reduce the file size, or format as a TIFF or PNG photo file type.

Email scanned file, or contact with questions: cprince@mysolutionsteam.com

Again, thank you for providing a reference for us!

The Solutions Team



Thank you for writing a Reference Letter!

As a token of our gratitude, we want to do something for you. Which option would you like?

Please send me a Cokcicle Tumbler with The Solutions Team logo.

Send to: _____

Address: _____

Phone: _____

I chose for you to make a charitable donation to:

Susan G. Komen Breast Cancer Foundation

Toys for Tots

Signature

Please print out this page and mail it with your letter, or email us the same information when send your scanned letter.

Thank you!

XYZ MEDICAL GROUP

September 14, 2018

Trenz Pruca

One Doctor

4321 First Street

Anytown, State ZIP

To Whom It May Concern,

The Solutions Team became our IT vendor two years ago. Before them, we struggled with our local IT company not knowing enough about healthcare. They tried really hard, but too many times we had problems with our EMR that slowed down our clinic.

The Solutions Team came in with a proactive approach. They spotted a few problems right away that no one ever told us about before. Things got better.

Now that we have been with them for all this time we are thankful. We're still doing well with IT, and they've helped us look into the future to think about our computer needs going forward.

If you're looking for IT that is focused on healthcare, we highly recommend The Solutions Team.

You may reach me at manager@XYZMedical.com with any questions.

Sincerely yours,

Urna Semper

Practice Manager

XYZ Medical Group

XYZ Medical Group is a two physician Internal Medicine practice with 9 employees and 12 computers.



Urna Semper

September 19, 2018

Dear IT Solution Seeking Fellow Administrator,

It's not an easy task evaluating technology. There are so many moving parts. For a lot of practice leaders, it's simply more complicated than they feel prepared to manage.

That's exactly how I felt when I was trying to find the best IT for One Medical Group. So much was riding on that one decision, and IT is not my area of expertise.

The Solutions Team made it easy. Their IT Wellness Assessment showed me the exact areas where we needed to focus. I was confident in their healthcare experience—they have an Advisory Board made up of practice leaders all across the country just like EMR companies do. They impressed me with how they approach security.

I felt comfortable. My six doctors felt comfortable.

Our confidence went up when they did our implementation. They trained all 38 of my staff. It's been easy to work with their team, and our IT works well now.

Yes, it's difficult evaluating technology. It can be stressful. Give The Solutions Team an opportunity and they'll help you get IT that work just right for your practice.

Feel free to contact me if you would like to discuss further:

admin@1medicalgroup.com

Sincerely yours,

Urna Semper
Administrator
One Medical Group

ANYTOWN ORTHOPAEDICS

123-456-7890
no_reply@example.com

Anytown Orthopaedics
1234 Main Street
Anytown, State
ZIP

September 19, 2018

Dear Colleague,

We've had the privilege of using The Solutions Team for the past four years, and we highly recommend them.

During this time we've seen the company grow a lot. Sometimes growth is a bad thing for a technology company, especially one that focuses on service and support. But not for these guys. In fact, they've added new services that better meets our needs. Now they're even better than when we signed with them.

It's not everyday that we give a strong recommendation, but in this case it is well deserved. You will not go wrong in choosing The Solutions Team.

For any specific questions about their service, here's my personal email and direct phone number:

UrnaSemper@AnytownOrtho.com
(123) 456-7890

Sincerely yours,

Urna Semper
CEO | Anytown Orthopaedics

Anytown Orthopaedics is a 5 physician group with 3 physician assistants, 40 staff members, and 3 locations.



Anytown Surgical Group

123-456-7890 no_reply@example.com 1234 Main Street Anytown, State ZIP

September 19, 2018

To Whom It May Concern,

Anytown Surgical Group is a general surgery practice that has 3 doctors and 15 staff members at one location.

We have used The Solutions Team for three years. We started using them when our practice grew and IT became too complicated for me to manage along with everything else.

Today, they host our EMR, email and QuickBooks software, provide backup and help desk support, and manage our network infrastructure. It's convenient to reach their help desk when we have an IT problem. Their technicians are knowledgeable and courteous. They are good with follow up and communication.

We're too busy to have IT issues slow us down. Anytown Surgical Group recommends The Solutions Team for IT services. They are a great partner.

I will be happy to correspond by email if you have specific questions:
usemper@anytownsurgical.com

Sincerely yours,

Urna Semper
Administrator