

July 6, 2023

John Smith

Fas-Tes® & Fastest Labs
5718 University Heights Blvd Suite 105
San Antonio, TX 78249

RE: Lab Fusion vs Labb Station

Dear John,

I hope this message finds you well. I wanted to take a moment to clarify the distinctions between Labb Station and Lab Fusion systems, as there seems to be some confusion. It is quite common to overlook the substantial disparities between two software systems. To put it simply, Lab Fusion is the unparalleled premium product in the market. No other technology currently available can match the advanced features of Lab Fusion. While Labb offers a basic version of their system to other facilities, it does not possess the same technology nor provide the same value.

There will always be low-cost alternatives to Labb on the market. However, none of them can rival the advanced capabilities or offer the same competitively priced structure as Fastest Labs. We consistently ensure that Fastest Labs has the best technology available at the most affordable overall price.

If at any point there arises a situation where a Labb license or set of options negatively affects Fastest Labs in any way, please inform me immediately. We will swiftly address the issue. It is crucial for you and your franchisees to know that Fastest Labs is taken into consideration in every decision we make. Our intention is for our two companies to continue working together and foster a stronger partnership over time.

I trust this message clarifies the Lab Fusion product and its position in the market. If you or any of the franchises require any further assistance, please don't hesitate to let us know. We will do our utmost to accommodate your needs.

Best regards,

Sincerely,

A handwritten signature in black ink, appearing to read "JTR", written in a fluid, cursive style.

James T Ramsey, Sr.
President