



Abundant Life
FELLOWSHIP CHURCH

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Dear Potential KDI Customer:

We are a 600 member community church that places high graphic-intensive and high volume demands on our network copier/printer. When making a selection to replace our old unit, we sent out formal RFP's (Request for Proposal) to nine vendors of various copier brands for presentations and closed proposal bids. Our evaluation was based on lease & service price, service support, and referrals.

After extensive interviews, referral calls, demos, and site visits, the choice became obvious. Whereas other very good competitors provided quality machines and products, KDI provided solutions. They clearly understood our business/ministry operations, and have the end-to-end services we need as we grow. We specifically chose the Canon 7065 copier. We were used to the Canon brand for the last 12 years. However, KDI crafted a leasing solution that fit our budget, and future leasing needs.

Additionally, we decided to partner with KDI because of their other services that fit our current and future strategic needs. From computer network analysis to mailing solutions, and now a phone system, KDI demonstrated a capacity to be a "one-call" vendor for those areas. Rather than rolling the dice with multiple vendors who we do not know, and deal with varying billing arrangements, we just call KDI.

KDI earned our confidence in delivering a copier solution which afforded more confidence in other areas. Their account managers are very responsive and facilitate quick remedies to our needs (i.e. additional training, questions regarding their ordering system, etc.) I highly recommend KDI as a strategy partner for your office equipment infrastructure that is scalable and reasonably priced.

Thank you,

Rev. Michael G. Williams, Sr.
Office Manager