

# SPEECH PROCESSING SOLUTIONS

Speech Processing Solutions GmbH  
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To Whom It May Concern,

Re: Letter of Reference

We used Telemarketing Professionals to run a number of lead generation and appointment setting campaigns for us and were pleasantly surprised by the quality of the results. The solution was SpeechExec Enterprise focused on the Legal profession.

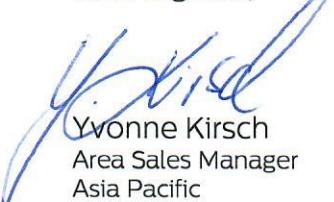
The professionalism and customer service more than met our expectation and we appreciated the level of detail in that we felt we were working with an in-house team.

Particular we enjoyed the “inside sales” approach that was taken in that all of the heavy lifting and leg work was done for us, all we had to do was focus on seeing the appointments, this included prospecting calls, sending out our company branded introductory emails, providing follow up calls, nurturing the sales pipeline, booking the appointments, sending out appointment confirmation emails and most importantly the fact that we had access to an online license that allowed us to see all of the appointments booked with full details such as qualifying questions answered and notes that we could log into anywhere at any time, instead of having to deal with multiple excel spreadsheets and emails.

The whole process was very easy and user friendly to manage and low maintenance from our end.

We feel the investment was well worth it, paid for itself many times over, with many sales opportunities still in the pipeline and we'd have no hesitancy recommending Telemarketing Professionals to others.

Kind regards,



Yvonne Kirsch  
Area Sales Manager  
Asia Pacific