



### **Strong Recommendation in Favor of NAI Ohio Equities, LLC**

We have had the pleasure recently to engage NAI Ohio Equities, LLC (Ohio Equities) in the search for and lease of office space in downtown Columbus. This note is a strong and favorable recommendation of Ohio Equities as an organization, and two of its executives, Matt Gregory and Andy Dutcher. While the rationale for our recommendation is provided below, please feel free to call or email us if you have additional questions.

By way of background, and with the support and assistance of Ohio Equities, we recently leased approximately 66,000 square feet of space in the downtown submarket and soon will move from our current location where we have outgrown the available space even after two expansions in the last three years. CoverMyMeds also has engaged Ohio Equities in subleasing our 12,000 square feet at 130 E. Chestnut St.

We offer this solid recommendation for at least three reasons:

**Ohio Equities was willing to work with and on behalf of us in a true partner-expert manner.** We were (are) novices at commercial real estate, but knew enough to respect its complexities. Ohio Equities worked patiently with us to explain the basics. Then, when the lessor made negotiation difficult through poor communication, delays, and absurd terms, Ohio Equities' expertise quite literally kept the deal alive through getting final signatures. This expertise showed in working productively across multiple parties; with us, our legal counsel, the landlord and its counsel and building manager, and the lessor's management and its counsel.

**In an industry where the ability to trust your business partner is too rare, we never questioned whether Ohio Equities was on our team.** Ohio Equities contractually signed on as a paid representative of CoverMyMeds, and they are in the business to make money. So, there exists the potential for inelegance in negotiation at minimum. At the same time, we hold dear the value of choosing to work with those with whom we want to work, and vice versa. That said, at no time, even under the difficult negotiations described above, did we find ourselves wondering whether or not we wanted Ohio Equities on our team - we were clearly advantaged.

**Ohio Equities has ears to the ground, and at the same time is a respected player.** Ohio Equities provided valuable and frequent updates on real estate market conditions, deals in play, whose word can be trusted, etc. Also, it was clear throughout our process that other persons and organizations hold Ohio Equities generally, and Matt and Andy in particular, in high regard as knowledgeable and trustworthy counter-parties. Through their reputation, we gained a huge benefit in others assuming at the outset that we were a worthy, albeit small, organization.

We hope this gives you some insight to Ohio Equities, and to their key players, Matt and Andy. We have enjoyed working with them, and look forward to continuing our relationship.

As mentioned above, please contact us if we can answer questions or provide additional information.

A handwritten signature in black ink, reading "D. Alan Scantland".

Alan Scantland

CEO

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