

Our ref: Mr L Poswa/SF
Your Ref: Reference
Date: 29 October 2012

Att: Anel Kirstein
GhostPractice – Korbicom
Harrowdene Office Park
Woodmead
2191

Dear GhostPractice Team

RE: POSWA INCORPORATED – ADOPTING GHOSTPRACTICE AS PREFERRED LEGAL SOFTWARE

Michael Gerber once spoke about how to build purpose in your life by “Working on Your Business Not, In Your Business”. It is with these fundamentals that I chose GhostPractice.

I opened “Poswa Inc” in March 2010 with GhostPractice. I started with 4 staff and I have grown to 17, we are a growing commercial law firm. In my desire to run a professional business, provide a good service and create a good working environment for employees, I found GhostPractice to be a wealth creation tool. Profound. It will be very difficult for me even to look at another product.

GhostPractice was explored via 3 meetings. At the first glance, I could see that it was the most user friendly product, in comparison to other Legal Systems in the market. I wanted a sophisticated product that would capture daily business activities from staff/fees/notes/client management holistically. I did not want something difficult that would take forever to learn. The fact that GhostPractice also has seamless document management and outlook email integration is exceptionally useful to manage all file content electronically. Clients get instant assistance – without physical files being necessary.

Johannesburg: 2nd Floor Block A | Sandton Close 2 | Cnr 5th St & Norwich Close | Sandton | t: +27 11 783 8877 | f: +27 11 783 3354
Postnet Suite 128 | P/Bag X9 | Benmore 2010
Pretoria (Satellite Branch): 350 Eastwood Street | Arcadia | Pretoria | 0082 | t: + 27 12 342 9815/9817 | f: + 27 12 342 9812
e: info@poswainc.co.za | www.poswainc.co.za | Docex 32 Sandton Square

I had previously worked in large multi-nationals, with much of my exposure to banking. I had a good understanding that business success can be achieved through clear, intricate and accurate reports.

Reports met my business needs and exceeded them. The variety at the touch of a button is comprehensive. You can literally extrapolate any data from GhostPractice and simply make your own reports. Any clients changing criteria would not be a challenge. I get the key reports instantly when I need them.

On a daily basis, I am comfortable that I have a clear view of where my business is. I can holistically manage my business through a helicopter view. As a business owner, I am able to make the right decisions quickly and empowered through GhostPractice to make strategic business decisions. It is a very good business tool and partner. It is reliable.

GhostPractice has its pulse on market and they invest heavily in their products and service. As my business moulds and changes, I am comfortable that the GhostPractice staff are educated, highly professional and passionate about what they do. If I need anything from consulting, bookkeeping services or training of new staff this is handled as if urgent! The management team are also interested and invested, available to all clients, if necessary on short notice! Continuous education is also available via Quarterly Seminars, usually given by Paul Macaulay and Vincent Farris. This has been of exceptional value, education coupled with my management tools that exist in GhostPractice means that I never worry about Cash Flow. I have the ability to forecast correctly and know where my pressure points are.

I thank you for an exceptional product and service and may our relationship be a long one. I will happily refer you to future prospective clients.

Kind regards

A handwritten signature in black ink, appearing to read 'Luyolo Poswa', enclosed within a large, loopy circular flourish.

Luyolo Poswa

Director

POSWA INCORPORATED