



June 20, 2016

To Whom It May Concern,

It is with great pleasure that I offer this letter of recommendation for Ashok Thakkar and ITTI on behalf of Advanced illumination, Inc., a manufacturer of lighting & electronics for the Machine Vision Industry.

I approached Ashok in 2012 to explore manufacturing in India. He had a well-earned reputation as a leading ISO compliance professional in the United States and I found him to be a very straight forward, honest and extremely capable. At the time, we needed a higher volume contract manufacturer that could *complement*, not replace, our in-house manufacturing capabilities. I arranged to have him come up to our factory in Vermont to explore a possible partnership.

What started as a typical discussion about a business opportunity, quickly led to an in-depth review of our efforts to acquire ISO 9001 certification. Ashok offered us his vast knowledge about the certification process by giving us a series of compliance templates that he had developed over the years as an ISO consultant. In addition, he gave us priceless insights and tips that would help us to develop our own Quality System Procedures. Ashok told us we could call him at any time throughout our certification process and that he would help us in any way he could.

When the discussion returned to the task at hand, we learned about the process Ashok employed to vet and then develop his contracting resources in India. He used a very stringent process to weed out all but the most dependable vendors and then worked with them to develop the same Quality Systems that his U.S. based customers had acquired. In addition, he educated them about the business expectations of Western companies.

Ashok introduced us to two contractors in Bangalore, sister companies AIE and VIE, electronic assembly and component fabrication facilities, respectively. We were very impressed with these companies. The level of sophistication they demonstrated regarding manufacturing and quality processes, human resource management and capital investment were on par with similar companies in the West. After several years of working with these companies, an opportunity to partner with a very demanding German company in need of high volume lighting products, presented itself. Arrangements were made for the customer to perform preliminary Quality audits at the facilities in Bangalore. At the conclusion of the audits, Ashok asked the customer if ITTI's companies had met their expectations. The auditor quickly replied no..... they had *exceeded* their expectations.

If you have an opportunity to work with Ashok and his team of Indian suppliers, I highly recommend that you do so. You won't be disappointed.

Sincerely,

John Thrailkill
Co-founder & CEO, Advanced illumination, Inc.