

9<sup>th</sup> December 2016

Mr John Field  
Axiom Business Systems Pty Ltd  
520 Canterbury Road  
VERMONT VIC 3133

Dear John

I write in regards to Axiom Business Systems Pty Ltd's (Axiom) proposal to supply the Adelaide Cemeteries Authority's replacement Business Information System.

I'm pleased to advise that at its meeting on Thursday 8<sup>th</sup> December, the Authority's Board approved the Evaluation Panel's recommendation of Axiom as the preferred supplier.

The Panel's endorsement of Axiom was unanimous. We were particularly impressed by the level of integration and maturity offered by Axiom's suite of products, and the clear development roadmap for further enhancements. These factors demonstrate that Axiom is the right choice for the Authority's current and future business needs.

I also would like to thank yourself and Anne for your responsiveness and professionalism during the negotiation phase. This is an indication of the level of trust between the two organisations, and your willingness to do business.

The Authority is looking forward to continuing and enhancing the relationship that it has developed with Axiom over the past 16 years. This is a significant undertaking for the Authority, and we appreciate that there is a lot of work to be done in the New Year, but we are excited by the opportunity to revolutionise our business.

I will be in touch next week with a contract to formalise our agreement.

Congratulations on the award of this tender. I look forward to the next phase of the project, and the ongoing partnership between Axiom and the Authority.

Kind regards



Tony Saulters  
Head of Customer Strategy and Communications  
Adelaide Cemeteries Authority