



March 12, 2002

Mr. Mark Gluck
1925 Maplewood Trail
Colleyville, TX 76034

Dear Mark:

Your work on the RxEVO Business Plan has proved very beneficial, both as a document for presentations, as well as a tool to continuously analyze our decisions. I really appreciate your ability to ask insightful questions and build a broad understanding of both our development direction and the future business model. The thorough analysis of the market, product position, sales strategies, and 4-year investment/cash flow projections, exceeded my expectation. The Excel model that you built has been especially useful, providing the ability to modify parameters to understand the sensitivity to changes in the variety of pricing scenarios.

The speed with which you were able to understand what H-E-B required, and your ability to produce a quality document in a limited period of time, makes evident your business expertise and knowledge of our industry. The business plan is an impressive document, both in its completeness, and also its organized presentation.

Thank you again for providing the tool we needed. I look forward to working with you again, and I would be very happy to recommend your services.

Respectfully,

Millard Nance, R.Ph.,
Director-Pharmacy
H-E-B Foods/Drugs

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