



## NEBRASKA FOOTBALL

FIVE-TIME NATIONAL CHAMPIONS

April 9, 2010

Bryan Stuckey, Director of Customer Support  
XOS Digital, Inc.  
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Lake Mary, FL 32746

Bryan,

In the competitive world of sports, you can't afford to miss a beat during your daily operations. To stay ahead, it's imperative that you have the right training tools. But equally important, you need the right technology partner. After all, what good are technical resources if quality and integrity are missing from them? Our coaches only have a certain amount of time per season and they can't afford to waste it with hard-to-use or slow technology.

That's why Nebraska Athletics carefully weighed its options before partnering with XOS Digital several years ago. For us, experience constituted the most significant aspect of a solution provider. You can find a quality solution, but if you don't have an experienced team of skilled professionals to help you install, train and troubleshoot – it's all a moot point.

I'm writing today to let you know that we've been thoroughly impressed with XOS Digital's level of experience and expertise. Simply put, your credibility with our program stems from several areas including breadth of expertise, robust support, sport-specific products and comprehensive service offerings.

A great example of a comprehensive service offering that makes our jobs less time consuming is XOS Thunder. By using XOS Thunder we reduce our seasonal workload by approximately 20 hours. The platform enables us to ingest video more efficiently so we can get it to our coaches faster. Efficiency is key in our line of work and XOS helps us enhance this with the Thunder platform.

In addition, XOS Digital has a lot of integrity. Since our partnership began, XOS Support has proactively contacted us on a regular basis to make sure everything is running smoothly. This provides us with assurance because it's clear that your team prides itself on preventative maintenance.

In addition, XOS has always taken our program's feedback very seriously. It's rare to find a company in any industry, let alone Sports, that will afford you with opportunities to personally meet the Support team – or provides you with direct contact information to reach them, 24 hours a day, seven days a week, year-round.

In all my time with XOS, I have never had to wait for support. The director of support always touches base with me even if he is in the middle of another issue resolution so that I am never left hanging. I know that Nebraska is not the only partner that XOS has, but it often feels like we are.

It's also the little things that I appreciate most, like how during casual conversations XOS Support reps will pick up on our subtle needs and will take the initiative to provide us with solutions to enhance our workflow experience without being asked to do so. We truly appreciate this and want you to know it.

For everything that you do for us to streamline our operations, we thank you. Here's to our continued relationship with XOS Digital!

Best regards,

Mike Nobler  
Video Coordinator  
University of Nebraska Huskers