



## PennKote Limited

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GREENSTUFF	Air barrier
BLUESTUFF	Water barrier
WATERTITE	Waterproofing membranes & sealants
SPEEDCRETE	High strength fast setting concrete
AQUABAN	Integral chemical waterproofing
PENNKORT	Recreational surfaces

### To Whom It May Concern

PennKote Ltd provides a unique approach to problem solving through application-specific product implementation as well as on-site technical assistance. We strive for excellence in the development of speciality products for the construction industry. We are experts in the manufacturing and marketing of Waterproofing Membranes, Sealants, Air Barriers, Recreational Surfaces, Protective Coatings and Finishes, Integral Chemical Waterproofing and Speciality Concretes for over 50 years

Our company had long-standing wireless and landline telecom services in place. While we believed our costs were reasonable, we also **faced ongoing challenges porting some of our legacy phone numbers**, which made it difficult to consider changes to our telecom setup.

We engaged **Dinesh Mohangupta and the Schooley Mitchell team** to conduct an independent review of our telecom expenses. The process was simple and required minimal time from our team. After providing a few invoices and account details, Dinesh and his team handled the detailed analysis, worked directly with the vendors, negotiated improvements, and managed the implementation process—including resolving the number-porting issues that had previously been difficult for us to address.

Through their analysis, they identified unused wireless lines and optimized our plan structure and pricing, resulting in **33.41% savings on our wireless services with out a vendor change**. Their review of our landline services also uncovered several unnecessary technical charges, and by restructuring the service they helped us achieve **71.8% savings on our landline costs**.

Overall, the engagement **delivered significant savings while also resolving technical challenges, all with very little effort required from our side**. Dinesh and his team were professional, efficient, and easy to work with. From the very first meeting, the process, timelines, and expectations were explained clearly, and our questions were addressed with transparency and thorough detail—giving us the confidence to move forward. **We would highly recommend their services to other organizations looking to ensure they are not overpaying for essential services**. Having them keep an eye on our invoices allows us to focus on our daily business priorities.

Best Regards,

Dennis Stefan, B. Comm.,

Vice President & COO