March 19th, 2019

Subject: Technical Endorsement Letter for GURU

Dear Allan Grosvenor and GURU Team,

My name is ████ ████ and I am the Director of Engineering for ██████████, an Aerospace manufacturing company, which is a member of the ████████████████████████ family. I am responsible for daily technical operations, new product development and introducing the latest and greatest technologies.

I am looking forward to a service like GURU not only because I believe it will allow my engineers to focus more of their time on thinking about problems and creative solutions rather than processing data and calculations.

If this service was available today, I would implement it in the following ways:

- Big Data Processing – Perhaps pairing it up with our artificial intelligence and machine learning software that we are developing.
- Stress Analyses – In many cases throughout my career, my team has not had the expertise or the hardware required to complete complicated analyses. Purchasing hardware can be prohibitively expensive for development projects and soaks up too much time when an engineer has to run, monitor and re-run models.
- Computational Fluid Dynamics (CFD) – Similar to stress analyses except the computational power can be far greater. I have lost weeks in my schedules in the past when we cannot reserve enough processing power or make small mistakes.
- One Stop Shop – I want one place and one representative to deal with so that my engineers and I can focus on our problems and solutions. The purchase order process can be frustratingly slow for my development projects. Having one place to go to for our heavy computational needs would be a great asset.

I have many engineers working on new products and we have dozens of ideas on the board all the time. Which ones are great? Which ones are bad? We need to know as soon as possible! In aerospace – First to qualification and first to market wins. Once our products are designed onto an aircraft or spacecraft – The designs are often locked, often for many years or even indefinitely.

In order to be first to market, you must analyze, test and qualify as quickly as possible. We also must stay on budget! I foresee GURU both saving us money and increasing revenues:

- Saving Money – We would no longer have to purchase hardware that is so expensive it must go through the capital expenditure process. This benefit would be exponential for smaller firms.
- Increasing Revenue – My engineers could focus on solutions rather than babysitting analyses. By failing fast and succeeding fast, we would be first to qualification, first to market and get our products designed into our customer's aircraft.

We need GURU to enable us to increase the speed we assess design concepts. There is a lot of time-intensive repetitive workload in new product development that I would hand off to GURU so that my engineers can focus on creative solutions. I could rely on GURU to refine and develop our concepts into compelling prototypes, fail fast, succeed fast and go to market first.

Best Regards,

Director of Engineering