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**To:** Kester, Tonykester@aging.sc.gov

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**Subject:** National Home and Community Based Services Conference (HCBS) Follow Up

**Attachments:** [Adsystech AES Tri-fold Brochure.pdf](#)

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Hello Mr. Kester,

It was a pleasure meeting you at the HCBS conference this past Tuesday. I was introduced to you by Mr. John Thompson, Executive Director of the District of Columbia Office on Aging. I was contacted today by Mr. Kevin Pondy from your office. I will be speaking with Mr. Pondy on Monday morning. Following our discussion I would like to schedule a meeting with you to give you an opportunity to see our Enterprise Case Management solution. At the conference we spoke of having you fly up to our Headquarters Office, which is in Silver Spring, MD. I will give you a call next week to see what your thoughts are regarding next steps in presenting our company and product discriminators.

I look forward to speaking with you next week. Enjoy your weekend.

**Emmett Wade**

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