

Dear X12 Selection Committee:

Although you may not be familiar with me or my work, your hard work has paid dividends for me and the world-class clients that I am fortunate to serve. I have been successfully providing EDI services for over 20 years, I love my career, and I feel obligated to give back to this incredible industry that you made possible.

For lack of a better term, I “fell into” the wonderful world of X12 and EDI in the late 1980s, when I was a hardworking software engineer, working for a niche ERP systems provider. I immediately saw the potential of this field, but more importantly, I knew that it presented something that I would—and have—thoroughly enjoyed all these years. I was very fortunate that my business partner and wife was confident in my skills and just as importantly the passion I had from the moment I fell into the X12 world. I have never looked back.

I believe in hard work, and I feel that my role is to ensure that my clients are in a much better place after I am fortunate enough to be hired by them. I thoroughly enjoy teaching them about our wonderful industry, while ensuring that they spread the wealth with their customers, vendors, etc. I am confident that although you may not know of me, I am being the best teammate possible, by helping my clients know about our industry and the hard work that you do to make it all possible.

My executive leadership experience includes my successful niche consulting firm, a very long running Chicago condominium association presidency, and a rewarding offshore yacht racing program.

I encourage you to visit my LinkedIn profile at [linkedin.com/in/dave_clasen](https://www.linkedin.com/in/dave_clasen) and my website dvedi.com to learn more about me and the work I do in our industry.

Thank you for your time, and I look forward to rolling up my sleeves and helping to give back to our industry.

Sincerely,

A handwritten signature in black ink, appearing to read "Dave Clasen", is positioned above the typed name.

Dave Clasen
D&D Solutions, Inc.