Subject: <Follow up on conversation with XYZ

Dear <NAME>

I enjoyed meeting <you/xyz> at the recent ITSE exhibition in Denver. We observed that the companies that are creating software that is:

* Interactive
* Real Time
* Delivered by Web as a service
* Easily Customized to business needs

Tend to dominate their respective categories….. Lionbridge has 750 people employed developing and delivering solutions for ISV’s and we have the advantage of talking to many software companies to get a pulse on the industry. We were impressed with your presentation at the ITSE in Denver and we would like to learn more about your product.

We have examined products from

* Hated competitor 1
* Hated Competitor 2
* Hated competitor 3

And based on what we , we believe xyz could emerge as a market sector leader. We would like to have the opportunity to have a software demo the have a call with your engineering and operational leadership to present our ideas on ways to gain an operational advantage in the market.

I believe there are a number of areas where we may be able to collaborate and we are willing to share our ideas and experience. In short we have helped clients

* Improve Cash flow by accelerating release cycles
* Gain first mover advantage by accelerating new features
* Cure developmental bottle necks and reduce Product costs

I would like set up a call or meeting at your convenience to see a software Demo and schedule a feedback section with executive management.

Thanks, and I look forward to our discussion.