



**Ink Labs, Inc.**  
233 S 13th Street  
NE 68508 Lincoln

March 1st, 2018  
Lincoln, NE

**Letter of recommendation for Consileon Polska Sp. z o. o.**

To Whom It May Concern,

It is a great pleasure to write a letter of recommendation for **Consileon Polska Sp. z o. o.** for an invaluable contribution to **ink** platform (<https://ink.me>). Ink is a high-tech, a venture-backed company started in 2013 by a group of business luminaries, award-winner artists, and world class engineers with a goal of disturbing the \$100 billion dollars domestic printing industry. Within a month ink was awarded \$1 million contract at UNL - one of the Big 10 school in the United States. Nine months later ink doubled printing volume and user engagement on that university. In under a year ink expanded to 20 schools including some of the largest in the US like UIC or UCLA. Ink was able to establish partnerships with Apple, HP and Kyocera. At the moment of writing, ink has 56,000 active users with over 100,000 pages printed each week on 90 active stations.

**Consileon Polska** was an exclusive software provider and supported ink from the very beginning. Consileon has built a team of highly skilled and motivated professionals providing all required competence and expertise including project management, backend and frontend development, system administration, deployment and monitoring, QA and testing, UI/UX design and more.

The team was responsible for specifying, designing, developing, maintaining and monitoring all ink's core services, which include: ink smart station, ink portal, ink print drivers (on Windows, macOS and Linux platforms), InkCloud, server infrastructure, conversion platform, supporting backend microservices and more. The team was directly communicating with university representatives in order to understand business requirements and provide adequate software solutions.



Consileon engineers were delivering robust, high-quality software in a timely manner. Understanding a startup nature of ink, ink's business context and vision, they were capable to make proper, responsible decisions independently with appropriate tradeoffs taken when necessary. Most of work has been performed in a nearshore model from Szczecin (Poland), however number of times, at most critical project phases like university rollouts, consultants of Consileon worked on-site in a number of locations across the US. The team was supporting ink in a far more broader way anyone ever could expect from a software house. They not only dedicated to ink huge amounts of effort but also a lot of heart.

Another way **Consileon Polska** hugely supported ink was the ability to rapidly acquire new talents when necessary. Ink, as a high-tech product, required wide range of competences to develop its solutions and services. Consileon was involved in hiring new developers or freelancers when additional help was needed. At highest the team size reached 12 consultants. Consileon was capable to respond fast and adequate to ink's growing needs, providing high quality of Polish IT talents.

Apart from software development services, **Consileon Polska** provided ink with on-call availability and 2nd level support services, maintaining the production environment and allowing ink services to stay online. Engineers were actively monitoring the stability and performance of the platform, reacting to problems and suggesting solutions.

Technologies and tools used on the project include, but are not limited to:

1. Project management: Trello, Redbooth, Wrike, Jira, Scrum
2. Frontend technologies: HTML5, CSS3, Javascript, Backbone.js, Marionette.js, PHP, Symphony 2
3. Backend technologies: Ruby, Rails, Sinatra, Node.js, Express.js, MySQL, PostgreSQL, Redis, Shell scripting and usage of shell tools, C
4. Desktop technologies: Windows development with C#, .NET, Linux development with C++, QT, macOS development with Objective-C, Xcode, Cocoa



5. Infrastructure, provisioning, deployment and monitoring technologies: Amazon Web Services, Capistrano, Ansible, Git, Jenkins, Monit, Zabbix, Errbit, Sentr, Nginx, Shibboleth

Overall budget of the project until today reached close to 4 000 man-days of work and close to 1 million USD of value.

Without any doubt, I can recommend **Consileon Polska Sp. z o. o.** as trusted, reliable and dedicated business partner. On behalf of **Ink Labs, Inc.**, it's a pleasure for me to thank Consileon Polska for their support and influence in growing ink as a successful startup. We're looking forward to continue the successful relationship.

A handwritten signature in black ink, appearing to read 'Jonathan Manzi', written over a horizontal dotted line.

**Jonathan Manzi**

Chairman, Co-founder, CEO, ink

A handwritten signature in black ink, appearing to read 'Denis Benic', written over a horizontal dotted line.

**Denis Benic**

Chairman, Co-founder, CTO, ink