

March 12 2024

Dear New Venture Challenge Committee:

I have been working as a mentor with Nick Sargent at Defense Recorder since late February as part of the NVC 2024 competition. Our initial discussions have focused on product pitch, customer segment definition and go to market strategies. Our upcoming meetings will cover product costs, any legal concerns, IP and estimated of financials. I anticipate we'll have weekly calls to cover these topics up until the final NVC competition. I fully endorse Defense Recorder's application for the New Venture Challenge and associated competitions.

Thank you for your consideration.

Sincerely,

Mike McCourt

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