

Andrew DeMarco: So Al, let's talk for a moment about the way that we engage now together, versus the difference when we worked together.

Al Swarts: Basically, we get the request to talk about product launch, corporate build capabilities and what we can bring to the table. And I think that you and I bring a lot to the conversation when when we get invited to go speak with those clients.

Andrew: I think the probably the thing that I'm really, what I'm really happy about is together we have immense subject matter expertise across 300 line items of a project plan. And at the same time with the SVA implementation, the program management, all those other things, you know, putting in systems and and processes and making sure that we can make that a pleasurable, less dramatic effect for our clients is really a good thing.

Al: Oh yeah, and I think the real benefit I think for our clients in the long run is, we can not only provide those services, but we can do it at a greater value. Because we can provide holistic solutions. We can provide scalable solutions that if, if we can get in and get the projects going early enough, we can grow with these companies, you know, for as long as they want us to, and bring a lot of value.