

Request for office space sample letter Printable PDF

Request for Office Space Sample Letter

When seeking additional or new office space, whether for expansion, relocation, or renovation, drafting a clear and professional request letter is essential. A well-structured request for office space sample letter not only communicates your needs effectively but also helps build positive relationships with property managers, landlords, or real estate agents. This guide provides a comprehensive overview of how to craft an impactful office space request letter, complete with sample templates, tips, and best practices.

Understanding the Importance of a Request Letter for Office Space

A formal request letter serves as an official communication channel to express your company's need for office space. It:

- Clearly articulates your requirements and expectations.
- Demonstrates professionalism and seriousness about the request.
- Establishes a written record of your inquiry.
- Facilitates smoother negotiations and follow-up discussions.

Key Elements of a Well-Written Office Space Request Letter

To ensure your letter addresses all vital points, include the following components:

1. Contact Information

- Your company's name, address, phone number, and email.
- Date of the letter.
- Recipient's name, title, company or property management firm, and address.

2. Formal Greeting

- Address the recipient appropriately, e.g., "Dear Mr. Smith," or "To Whom It May Concern," if

unknown.

3. Introduction

- Clearly state the purpose of the letter.
- Mention your company's name and briefly describe your business.

4. Details of Office Space Requirements

- Size of the space needed (square footage or number of offices/desks).
- Preferred location or neighborhood.
- Budget or rental range.
- Desired amenities or features (parking, security, accessibility).
- Move-in timeline.

5. Additional Information

- Any special requirements or considerations.
- Flexibility or openness to different options.

6. Call to Action

- Request for a meeting, viewing, or further discussion.
- Provide your contact details for follow-up.

7. Closing and Signature

- Polite closing statement.
- Your name, designation, and signature.

Sample Request for Office Space Letter

Below is a comprehensive template you can adapt to your specific needs:

``plaintext

[Your Company Name]

[Your Address]

[City, State, ZIP Code]

[Phone Number]

[Email Address]

[Date]

[Recipient Name]

[Recipient Title]

[Property Management Company / Landlord Name]

[Recipient Address]

[City, State, ZIP Code]

Dear [Recipient Name],

Subject: Request for Office Space in [Desired Location/Area]

I am writing to inquire about the availability of office space within your property portfolio. [Your Company Name] is a [brief description of your business, e.g., technology startup, law firm, consulting agency], and we are currently exploring options to expand our operational capacity in the [desired location] area.

We are seeking an office space that meets the following criteria:

- Size: Approximately [desired square footage], suitable for [number of employees or desks].
- Location: Preferably in [specific neighborhood or district], with convenient access to public transportation.
- Budget: In the range of [budget or rental price], inclusive of utilities and maintenance.
- Amenities: Parking facilities, security services, high-speed internet connectivity, and accessibility features.
- Move-in Timeline: We are aiming for a occupancy date of [desired move-in date].

Our company values a professional and well-maintained environment, and we believe your properties could align well with our requirements. We are flexible with certain specifications and open to viewing available spaces that meet our general criteria.

We would appreciate it if you could provide us with detailed information on any suitable office spaces currently available or upcoming. We are also interested in scheduling a tour at your earliest convenience to assess potential options.

Please feel free to contact me directly at [your phone number] or via email at [your email address] to discuss further or to arrange a meeting. Thank you for considering our request, and I look forward to your prompt response.

Sincerely,

[Your Name]

[Your Position]

[Your Company Name]

[Signature, if sending a hard copy]

...

Tips for Writing an Effective Office Space Request Letter

To maximize the impact of your request, keep these tips in mind:

- **Be Clear and Concise:** Clearly specify your needs without overwhelming the recipient with too much information.
- **Maintain Professional Tone:** Use formal language and proper etiquette throughout the letter.
- **Customize the Content:** Tailor the letter to the specific property or landlord, referencing relevant details.
- **Highlight Urgency or Flexibility:** Indicate your preferred timeline but show openness to options.
- **Include Contact Details:** Make it easy for the recipient to reach you for follow-up discussions.
- **Proofread Carefully:** Check for grammatical errors and typos to maintain professionalism.

Additional Considerations When Requesting Office Space

Before sending your letter, consider these additional factors:

1. Research Potential Properties

- Understand the property's features, reputation, and previous tenants.
- Gather information on rental prices and lease terms.

2. Determine Your Budget

- Know your maximum budget and flexibility.
- Consider additional costs such as utilities, maintenance, and parking.

3. Set Priorities

- Decide which features are non-negotiable and which are optional.
- Be prepared to negotiate terms once you receive responses.

4. Follow Up

- After sending the letter, follow up with a phone call or email if you do not receive a prompt response.
- Maintain professionalism during all interactions.

Conclusion

A well-crafted request for office space sample letter can significantly streamline your property search and set the tone for successful negotiations. By clearly communicating your needs, maintaining professionalism, and following best practices, you improve your chances of securing the ideal office environment for your business. Use the provided templates and tips as a guide to customize your own request letter, ensuring it reflects your company's unique requirements and professional standards.

Remember, the key to a successful office space request is clarity, professionalism, and timely follow-up. With these elements in place, you'll be well on your way to finding the perfect workspace for your organization's growth and success.

Request for Office Space Sample Letter: A Comprehensive Guide for Professionals and Businesses

In the dynamic landscape of modern business, securing the right office space is often a critical step toward growth and operational efficiency. Whether you're a startup seeking a modest workspace or an established company expanding into a new location, formally requesting office space requires clarity, professionalism, and precision. A well-crafted request for office space sample letter not only communicates your needs effectively but also sets a positive tone for negotiations and future relationships. This article delves into the essentials of drafting such letters, providing practical examples, tips, and insights to help you navigate this important communication with confidence.

Understanding the Importance of a Formal Request for Office Space

Before diving into the specifics of letter writing, it's essential to grasp why a formal request is necessary:

- Professionalism: Submitting a written request demonstrates seriousness and professionalism, which can influence leasing decisions.
- Clarity: A well-structured letter clearly states your requirements, avoiding misunderstandings.
- Record Keeping: Written correspondence serves as documentation for future reference.
- Negotiation Basis: It provides a foundation for negotiations on lease terms, costs, and other conditions.

Now, let's explore how to craft an effective request letter for office space.

Key Elements of a Request for Office Space Letter

An effective letter should contain specific components to ensure that your request is comprehensive and compelling. These elements include:

- Contact Information

Include your full name, position, company name, address, phone number, and email address. Also, specify the recipient's details, typically the property manager, landlord, or leasing agent.

- Date

Indicate the date of writing to establish a timeline for communication.

- Subject Line (Optional but Recommended)

A clear subject line such as "Request for Office Space Allocation" helps identify the purpose instantly.

- Salutation

Address the recipient professionally, using titles such as Mr., Ms., Dr., or specific names if known.

- Opening Paragraph

State your purpose succinctly?requesting office space?and briefly introduce your company or organization.

- Body of the Letter

This section elaborates on your needs, including:

- Preferred location or area
- Size and capacity requirements
- Budget considerations
- Desired lease terms
- Specific amenities or features needed
- Timeline for occupancy

- Closing Paragraph

Express appreciation for considering your request, indicate openness to discussions, and specify any follow-up actions or meetings.

- Complimentary Close and Signature

Use formal closings like "Sincerely" or "Best regards," followed by your signature and printed name.

Sample Request for Office Space Letter

Here's a detailed example illustrating these elements:

[Your Name]

[Your Position]

[Your Company Name]

[Your Address]

[City, State, ZIP Code]

[Phone Number]

[Email Address]

[Date]

[Recipient's Name]

[Recipient's Title]

[Property Management Company / Landlord Name]

[Office Address]

[City, State, ZIP Code]

Subject: Request for Office Space Allocation

Dear [Recipient's Name],

I am writing to formally express our interest in leasing office space within your esteemed property located at [Location], as we expand our operations. Our company, [Your Company Name], specializes in [brief description of your business], and we are seeking a suitable workspace to accommodate our growing team.

We are interested in an office space that can comfortably host [number] of employees, with an approximate area of [square footage], ideally situated in a location with easy access to transportation and amenities. Our preferred lease term is [desired duration], commencing around [desired start date], with options for renewal.

In addition to the space itself, we require the following features:

- High-speed internet connectivity
- Conference and meeting rooms
- 24/7 security and access
- Adequate parking facilities
- Climate control and modern lighting

Our budget for monthly rent is approximately [amount], and we are open to discussing lease terms that are mutually beneficial. We believe your property aligns well with our needs and would appreciate the opportunity to view the available spaces at your earliest convenience.

Thank you for considering our request. We look forward to your positive response and hope to establish a fruitful relationship. Please feel free to contact me directly at [phone number] or [email address] should you require any further information or wish to schedule a meeting.

Sincerely,

[Your Name]

[Your Position]

[Your Company Name]

Tips for Writing an Effective Request Letter for Office Space

Creating a compelling and professional request letter involves more than just filling in the template. Consider these tips:

Clarity and Specificity

- Clearly define your space requirements to avoid ambiguity.
- Include specific details about size, location, and features.

Professional Tone

- Maintain a courteous and respectful tone throughout.
- Avoid informal language or slang.

Conciseness

- Keep the letter focused; avoid unnecessary details.
- Aim for clarity without excessive length?ideally one page.

Customization

- Tailor the letter to the recipient, referencing their property or services.
- Mention any previous interactions or familiarity, if applicable.

Attach Supporting Documents

- Include a brief company profile, financial statements, or references if relevant.
- Attach floor plans or sketches if you have specific layout needs.

Follow-Up

- Indicate your willingness to discuss further.
- Mention a preferred timeframe for response or meeting.

Common Mistakes to Avoid

While drafting your request letter, steer clear of these pitfalls:

- Vague Requests: Not specifying size, features, or location needs.
- Overly Informal Language: Using casual tone can undermine professionalism.
- Ignoring Company Details: Failing to include relevant company information.
- Neglecting Proofreading: Spelling or grammatical errors can diminish credibility.
- Not Including Contact Details: Omitting your contact info makes it harder for the recipient to respond.

Additional Resources and Templates

For those unfamiliar with formal letter formats or seeking ready-made templates, numerous online resources offer customizable samples. These can serve as a starting point, allowing you to adapt language and details to your specific situation.

Some platforms also provide downloadable templates in Word or PDF formats, enabling quick and professional submissions.

Conclusion: The Power of a Well-Structured Request

Securing office space through a formal request letter is a strategic step that combines professionalism, clarity, and tact. Whether you're initiating contact for the first time or following up on previous discussions, a well-crafted letter can significantly influence the leasing process's success.

By understanding the essential elements, customizing your message, and maintaining a respectful tone, you position yourself as a serious and organized tenant. Remember, this letter not only communicates your immediate needs but also sets the tone for your future relationship with the property owner or manager.

In the competitive realm of real estate, attention to detail in your request for office space can make all the difference. Use the sample provided as a guide, adapt it to your circumstances, and approach your property search with confidence and professionalism.

Question What should be included in a request for office space sample letter? A request for office space sample letter should include the sender's details, the recipient's details, a clear statement of the request, the reason for the request, preferred location or size, and a polite closing. **Answer** How can I make my office space request letter more professional? Use formal language, keep the tone respectful and concise, address the letter to the appropriate person, and proofread to avoid errors to ensure professionalism. Is it necessary to specify the desired office space size in the letter? Yes, specifying the preferred size or layout helps the recipient understand your needs clearly and increases the chances of your request being considered accurately. Can I request a specific location for the office space in my letter? Absolutely. Mentioning a preferred location or proximity to certain facilities can help tailor the request and facilitate better accommodation options. When is the best time to send a request for office space sample letter? Send your request well in advance of when you need the space, ideally at least a few weeks before, to allow for processing and any negotiations. Are there any templates available for a request for office space letter? Yes, many online resources provide customizable templates that can be tailored to your specific needs, ensuring a professional and effective request. What tone should I use in a request for office space sample letter? Use a polite, respectful, and formal tone to convey professionalism and increase the likelihood of a positive response.

Related keywords: office space request letter, sample lease request, office space inquiry letter, office rental request template, business space request letter, office lease application, office space proposal letter, commercial space request sample, office accommodation request, workplace space letter

mircrosoft office 2010 integration concepts review answers

microsoft office 2010 integration concepts review answers has become a vital topic for IT professionals, educators, and business users aiming to maximize productivity and streamline workflows. Microsoft Office 2010 introduced a variety of integration features designed to improve interoperability between Office applications and external systems, enhance user experience, and facilitate collaborative work environments. This comprehensive review delves into the fundamental concepts of Office 2010 integration, explores common questions and answers, and provides practical insights into leveraging these features effectively.

Understanding Microsoft Office 2010 Integration Concepts

Microsoft Office 2010 marked a significant step forward in integrating Office applications with other Microsoft services, third-party tools, and enterprise systems. The core goal was to create a seamless experience that allows users to work efficiently across different platforms and data sources.

Key Integration Features in Office 2010

Microsoft Office 2010 introduced several notable features aimed at integration, including:

- Backstage View and Ribbon customization for better access to integration tools
- Enhanced support for SharePoint and Office Web Apps
- Built-in support for XML data sources
- Improved interoperability with other Microsoft Office applications
- Integration with cloud services via Office 365
- Support for third-party add-ins and APIs

These features collectively aimed to streamline document management, data sharing, and collaborative workflows.

Common Questions and Answers about Office 2010 Integration

Understanding the nuances of Office 2010 integration can be complex. Here are some frequently asked questions along with detailed answers to clarify common doubts.

1. How does Office 2010 integrate with SharePoint?

Office 2010 offers robust integration with SharePoint, allowing users to:

- Save documents directly to SharePoint libraries from within Office applications

- Co-author documents in real-time when stored on SharePoint or Office Web Apps
- Manage metadata and document workflows seamlessly
- Utilize SharePoint lists and data in Excel and Access for data analysis and reporting

This integration enhances collaboration and ensures centralized document management.

2. What are the ways to connect Office 2010 with external data sources?

Office 2010 applications like Excel, Word, and Access support connections to various data sources:

- ODBC and OLE DB connections for database access
- XML data import/export capabilities
- Data connection wizard in Excel for linking to SQL Server, Access, and other databases
- Integration with SharePoint lists and services

These options enable dynamic data retrieval and real-time updates within Office documents.

3. How can developers extend Office 2010's integration capabilities?

Developers can leverage the Office 2010 API model, which includes:

- VSTO (Visual Studio Tools for Office) add-ins for creating custom solutions
- COM add-ins for extending functionality
- Open XML SDK for manipulating document contents programmatically
- Office Apps for SharePoint and Office Web Apps

These tools facilitate tailored integrations that suit specific enterprise needs.

4. Is it possible to integrate Office 2010 with cloud services?

Yes, Office 2010 supports integration with cloud solutions, primarily through:

- Connecting to Office 365 services for email, calendar, and document collaboration
- Using SharePoint Online for document sharing and management
- OneDrive integration via WebDAV or manual upload

While some features are limited compared to newer Office versions, Office 2010 provides foundational cloud integration options.

Practical Concepts for Effective Office 2010 Integration

To optimize the use of Office 2010 integration features, users should understand several practical concepts and best practices.

1. Leveraging the Backstage View for Better Document Management

The Backstage View centralizes document management tasks such as saving, sharing, and exporting. It simplifies integration workflows by providing quick access to:

- Publishing documents to SharePoint
- Managing permissions and version history
- Creating shared links and co-authoring sessions

Familiarity with Backstage View enhances productivity and streamlines collaboration.

2. Customizing the Ribbon for Quick Access to Integration Tools

Office 2010 allows customization of the Ribbon interface, enabling users to add commands related to:

- Connecting to external data sources
- Launching add-ins for specific integrations
- Accessing SharePoint functions directly from the Ribbon

This customization reduces navigation time and improves workflow efficiency.

3. Using Office Data Connection Files (.odc and .dqy)

Data connection files store connection information for external data sources. Using them allows:

- Reusing data connections across multiple documents
- Updating data dynamically with refresh options
- Sharing data configurations with team members

Proper management of these files ensures consistent data integration.

4. Ensuring Compatibility and Security in Integration

Integration often involves external sources that may pose security risks. Best practices include:

- Enabling trusted sites and secure connection protocols
- Keeping Office and external systems updated
- Implementing access controls and permissions
- Using encryption for sensitive data transfers

Security considerations are crucial for maintaining data integrity and compliance.

Challenges and Limitations of Office 2010 Integration

While Office 2010 introduced extensive integration capabilities, users may face certain challenges:

- Limited support for modern cloud services compared to newer Office versions
- Compatibility issues with newer operating systems and applications
- Dependence on legacy add-ins and custom solutions that may become obsolete
- Security vulnerabilities if integrations are not properly managed

Understanding these limitations helps organizations plan upgrades and mitigate risks.

Conclusion: Maximizing Office 2010 Integration

Microsoft Office 2010's integration concepts were a significant step forward in creating a connected and collaborative environment. From SharePoint integration to external data sources and custom development, these features empowered users to work more efficiently and effectively. However, as technology evolves, it's essential to keep in mind the limitations of older versions and consider upgrading to newer Office suites for enhanced security, features, and compatibility. Proper understanding and implementation of Office 2010 integration concepts can still provide substantial benefits, especially in legacy systems or organizations with specific compliance requirements.

By mastering these concepts, users and IT professionals can ensure smoother workflows, better data management, and more productive collaboration, all grounded in the foundational integration capabilities introduced in Office 2010.

Microsoft Office 2010 Integration Concepts Review Answers: A Comprehensive Guide

In the landscape of productivity software, Microsoft Office 2010 integration concepts review answers stand as a cornerstone for understanding how this suite seamlessly connects various applications, services, and data sources to enhance workflow efficiency. As organizations and individual users

increasingly rely on interconnected tools to streamline tasks, mastering the integration concepts within Office 2010 becomes essential. Whether you're a student, educator, developer, or enterprise professional, grasping these concepts unlocks the full potential of Office 2010's capabilities, enabling you to create, collaborate, and automate with greater ease.

Understanding Microsoft Office 2010 Integration

Microsoft Office 2010 marked a significant evolution in productivity tools by offering enhanced integration features that bridged the gap between desktop applications, cloud services, and enterprise systems. The core idea behind Office 2010 integration is to enable different Office applications?such as Word, Excel, PowerPoint, Outlook, and Access?to work cohesively, sharing data, functionality, and workflows.

Why Is Integration Important?

- Streamlined Workflows: Automate repetitive tasks across applications.
- Enhanced Collaboration: Share and co-author documents seamlessly.
- Data Consistency: Maintain synchronized data sources.
- Increased Productivity: Reduce manual data entry and switching between apps.

Key Integration Concepts in Office 2010

Understanding the foundational concepts helps in deploying and troubleshooting Office 2010's integration features effectively.

- Object Linking and Embedding (OLE)

OLE allows users to embed or link objects (like charts, spreadsheets, or images) between Office applications. For example, embedding an Excel chart into a Word document enables dynamic updates if the original data changes.

- Object Linking: Creates a link to the source data; updates automatically when source changes.
- Object Embedding: Embeds a static copy; updates require manual re-embedding.

- SharePoint Integration

SharePoint is a central collaboration platform integrated into Office 2010, enabling document

management, version control, and team collaboration directly within Office applications.

- Document Libraries: Store and organize files.
 - Co-authoring: Multiple users edit documents simultaneously.
 - Workflows: Automate document approval and review processes.
-
- Outlook and Office Application Integration

Outlook's integration extends beyond email, allowing users to:

- Save emails directly into Word or OneNote.
 - Share calendar information with other Office apps.
 - Use Outlook data to generate reports or mail merges.
-
- Ribbon and UI Customization

The Ribbon interface in Office 2010 consolidates tools and commands, often contextually adapting based on the active document, enabling faster access to integrated features.

- VBA and Automation

Visual Basic for Applications (VBA) allows custom automation scripts that leverage Office application's object models, facilitating complex integrations and workflows.

Practical Applications of Integration in Office 2010

Understanding theoretical concepts is important, but applying them practically showcases their utility.

- Embedding Excel Data in Word Documents
-
- Embed static or linked Excel worksheets into Word for dynamic reports.
 - Automate updates with linked objects.

- Synchronizing Data with SharePoint

- Save Excel workbooks directly to SharePoint for real-time collaboration.
- Use SharePoint lists to generate data-driven Word documents.

- Automating Tasks with VBA

- Create macros to automate repetitive formatting or data entry.
- Develop custom add-ins that extend Office functionality.

- Managing Email and Calendar Data

- Use Outlook integration to schedule meetings based on data in Excel.
- Export Outlook contacts to Access for database management.

Review Answers and Common Questions

For those studying or reviewing Office 2010 integration concepts, here are typical review questions with answers:

Q1: How does Object Linking and Embedding (OLE) facilitate data sharing between Office applications?

A1: OLE allows users to embed or link objects from one application into another, such as inserting an Excel chart into Word. Linking ensures the embedded object updates automatically when the source data changes, promoting data consistency across documents.

Q2: What role does SharePoint play in Office 2010 integration?

A2: SharePoint serves as a collaborative platform where Office documents can be stored, shared, and managed. Features include version control, document co-authoring, workflows, and metadata tagging, all accessible directly within Office applications.

Q3: How can VBA enhance Office 2010 integration?

A3: VBA enables the creation of custom macros and scripts that automate tasks, manipulate data

across applications, and develop tailored add-ins. This extends Office's functionality and creates more seamless workflows.

Q4: Describe how Outlook integration improves productivity.

A4: Outlook integration allows users to save emails into other Office documents, integrate calendar data with other apps, and automate email-related tasks. This reduces manual effort and centralizes communication.

Q5: In what ways can Office 2010 ribbons be customized to improve integration?

A5: Users can customize ribbons to add commands for frequently used integrated features, create custom tabs for specific workflows, and adapt the UI to access integrated tools more efficiently.

Best Practices for Maximizing Office 2010 Integration

To fully leverage the integration capabilities of Office 2010, consider the following best practices:

- Plan Your Workflow: Identify repetitive tasks and automate or streamline them through VBA or SharePoint workflows.
- Maintain Data Consistency: Use linked objects and shared data sources where applicable.
- Use SharePoint Effectively: Organize documents with proper metadata and versioning to facilitate collaboration.
- Leverage Customization: Tailor the Ribbon and Quick Access Toolbar to suit your specific integration needs.
- Stay Updated: Regularly apply updates and patches to ensure compatibility and security.

Conclusion

Microsoft Office 2010 integration concepts review answers reveal a suite of powerful tools designed to connect applications, automate workflows, and foster collaboration. By understanding core concepts like OLE, SharePoint integration, VBA automation, and UI customization, users can unlock significant productivity gains. Whether managing documents, automating tasks, or facilitating team collaboration, mastering these integration principles ensures that Office 2010 remains a versatile and valuable toolset in any professional environment. As technology continues to evolve, these foundational concepts also pave the way for understanding newer Office versions and their integration features, making this knowledge a vital part of a modern productivity toolkit.

QuestionAnswer What are the key integration features introduced in Microsoft Office 2010?
Microsoft Office 2010 introduced seamless integration between applications like Word, Excel,

PowerPoint, and Outlook, enabling features such as embedded objects, shared toolbars, and improved data sharing through the Backstage view and Office Web Apps. How does Office 2010 enhance collaboration through integration? Office 2010 improves collaboration by allowing real-time co-authoring in Word and PowerPoint, integrated email and calendar features in Outlook, and easy sharing of documents via SharePoint and SkyDrive, streamlining team workflows. What role does the Backstage view play in Office 2010 integration? The Backstage view centralizes document management tasks such as saving, printing, sharing, and exporting, facilitating smoother integration across Office applications by providing a unified interface for document lifecycle management. In what ways does Office 2010 support data integration between Excel and other Office applications? Office 2010 enables data integration through features like linked data sources, embedded charts, and the ability to import/export data seamlessly between Excel, Word, PowerPoint, and Outlook, enhancing data consistency and analysis. How does SharePoint integration enhance Office 2010's functionality? SharePoint integration allows users to store, share, and collaborate on documents directly from Office applications, enabling version control, co-authoring, and streamlined document management within organizational portals. What are the security considerations when integrating Office 2010 with other services? Integrating Office 2010 with online services and collaboration tools requires attention to security protocols such as encryption, user permissions, and secure authentication methods to protect sensitive data during sharing and collaboration. How do add-ins and plugins in Office 2010 facilitate better integration? Add-ins and plugins extend Office 2010's capabilities by enabling third-party integrations, custom workflows, and enhanced functionalities such as data analytics, CRM integrations, and specialized document management features.

Related keywords: Microsoft Office 2010, Office 2010 integration, Office 2010 features, Office 2010 review, Office 2010 tutorial, Office 2010 questions, Office 2010 answers, Office 2010 concepts, Office 2010 compatibility, Office 2010 updates

Read the full article online: [MIRCROSOFT OFFICE 2010 INTEGRATION CONCEPTS REVIEW ANSWERS](#)