



January 28, 2002

To: Interested Parties

From: Sally Van Tyne

Subject: Compass Computing Group

In '98, our largest client required that we find a way to give them up-to-date data for their purchase history, usage history and storage information for printed materials, they wanted this info "at their fingertips". Our existing database was limited in what it could do. I needed a way to get the specific info out of our database, summarized & presented professionally in a database at our client's location. I saw an ad for CCG in the Business Journal, spoke with Frank (Bubenik) and he recommended an Access database was the way to go. He suggested we go with a "canned" Access software program and customize it to save money. As it was acceptable to our client to receive daily updates vs. a real time database Frank also suggested sending the updated data daily via the Internet to avoid the extremely high costs we would incur in setting up a separate network at the client location. Frank had excellent suggestions, implemented them as he explained and we have been working with the end product for about 3 years with much satisfaction by all users.

The database is a value-added service to our customer. They are at ease because they have the info they need without having to call in to us and get it, saving them time and making them more efficient. It is just one more reason they can rely on us which of course is great for Formit. It is also info we use here due to the fact that the data is so well summarized.

I would and have recommended CCG (Compass Computing Group). In fact, Formit has actually contracted with CCG on a 2nd project that involves our warehousing processes. I can be contacted by others interested in CCG services via email at [sally@formitpm.com](mailto:sally@formitpm.com).

Sincerely,

A handwritten signature in black ink that reads "Sally Van Tyne". The signature is written in a cursive, flowing style.

Sally Van Tyne  
Formit Print Management