



SCHULZ

CONSULTING LLC

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Mr Doug Deane
DSD Business Systems
5120 Shoreham Place
Suite 280
San Diego, CA 92122

Dear Doug,

It was a pleasure to spend three days getting to know you and the entire staff at DSD Business Systems.

As you know I've been involved in the Sage MAS 90 consulting world since starting in 1986 as a CPA at a local accounting firm. Gradually I became the person who was in charge of all computer consulting work for two of Connecticut's largest CPA firms before starting Schulz Consulting as an independent Sage consulting firm.

I was first introduced to DSD Business Systems back in 1988 by another consultant who recommended your firm as the "go to" folks for custom enhancements and programming. Ever since our first project together DSD Business Systems is the only developer that I recommend to anyone. We've never used (or thought about using) another developer for a custom project in over 20 years.

However I've quickly learned that DSD Business Systems is much more than another computer programming shop. Over the years I've spent significant time talking with your staff about potential programming projects. And what has always impressed me is how they spend extra time trying to see if there was a way to avoid custom programming by using an existing feature. Your staff actually take the time to see if they can avoid having a client spend any unnecessary money. This is almost completely unheard of in an industry where many less ethical firms would take the money and run.

While meeting with your staff during my most recent on-site visit last month I observed the high ethical standards that are part of DSD Business Systems. During our meeting one of your current clients was making heavy use of an outside subcontractor who was being invoiced through DSD. In the middle of the conversation you asked the account manager whether the client shouldn't just hire this subcontractor outright rather than have them continue to work through DSD Business Systems at a higher rate. This shows the dedication that DSD Business Systems has to their clients and business partners in always putting the needs of the client first.

Doug, thanks so much for all of your help over the last 20 years and I look forward to another 20!

Sincerely,
Wayne Schulz
SCHULZ CONSULTING