



July 5<sup>th</sup> 2013

To Whom It May Concern:

Re: Quercus Solutions - Letter of Reference

ENTREC Corporation is pleased to provide a letter of reference for Quercus Solutions.

After experiencing substantial growth over a short period of time, ENTREC was facing challenges sharing information between centralized business services and with operations that are distributed across multiple office locations and remote service delivery sites. This led to process inefficiencies and introduced a number of risks associated with information access. We attempted to address these issues previously using SharePoint; unfortunately the implementation failed and the tool was not adopted by users in the organization.

ENTREC engaged Quercus to conduct a PreQuel for SharePoint to help us better understand how we could maximize our use of SharePoint as well as to create a strategic road map for success to ensure the second implementation attempt would be done effectively, and within time and budget constraints.

The PreQuel Experience from beginning to end was very positive. Quercus ensured all our key stakeholders were engaged and were able to turn out an excellent final product within a very short time frame. The main component of PreQuel - the facilitated workshop - was led by an exceptional team that delivered effective and high impact activities to ensure all the right issues and questions were being addressed. Based on the feedback received from attendees, participants were pleased with what had been discussed and how the information had been collected. Shortly after the workshop we were presented with a strategic plan that explained in detail what the next steps would be to ensure we would be successful in our SharePoint implementation. By focusing first on the business problems to be solved, Quercus was able to tailor a plan that is uniquely suited to our needs.

Due to the success of the PreQuel engagement, we have chosen Quercus as our partner for the next phase of our project. I would recommended the PreQuel Experience and Quercus to anyone who needs to get to the root of an IT business problem, articulate a vision of what success looks like, and is looking for an experienced partner to help them get there.

A handwritten signature in black ink, appearing to read "John Stevens".

John Stevens  
President and COO  
ENTREC Corporation