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February 20, 2003

To Whom It May Concern:

ETS entered into a contract with Discovery Consulting last July, 2002. At the time, we felt as if we were paying our vendors too much, but we lacked the expertise to locate the discrepancies in our invoices.

Discovery immediately went to work and located credits due to us in excess of 100K. In addition, they renegotiated our contracts, and transitioned us to a plan that better suits our needs without a drop in service levels. ETS will enjoy savings of over 200K annually, thanks to the efforts of Discovery Consulting.

These savings and credits would have never been located or recouped without their help. In addition to their knowledge and savvy, they are extremely professional and friendly to work with as well. I highly recommend Discovery Consulting to any organization looking for ways to save time and money.

Sincerely,

A handwritten signature in black ink that reads "Tom J. Dunkerly". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Tom J. Dunkerly
Procurement Manager