

To Whom It May Concern:

In May of 2012, TS Bank asked the founders and consultants of Enterprise Performance Solutions, Tom Guerdet & Jerry Wells, to embark upon a Business Process Improvement (BPI) initiative within our organization. As the Business Process Improvement Coordinator, I could not have known the great amount of value and the depth behind the impeccable skills, knowledge and experience that Mr. Guerdet and Mr. Wells would bring to our culture.

As a long term and continuous commitment of bringing greater efficiency and to cultivate the developmental growth of our employees personally and professionally, we asked Mr. Guerdet and Mr. Wells to bring their Diamond Point Analysis (DPA) methodology to our BPI ideas. Through a systematic exploration and thorough analysis of each department's ideas, concerns and objectives, Mr. Guerdet and Mr. Wells were able to strategically and effectively launch multiple projects via their DPA method. Over the last several months I have had the sincere pleasure of working with Mr. Guerdet and Mr. Wells side-by-side in order to learn from their skills and knowledge and ultimately to create more operative and successful processes within our organization.

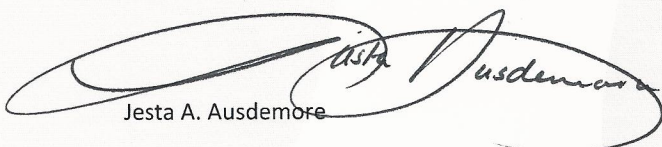
Mr. Guerdet and Mr. Wells bring a unique dynamic to their consultation services. They each possess a high level of professionalism and knowledge while also bringing a harmonious degree of energy and enthusiasm. BPI is a newer philosophy in the administrative and banking world and due to Mr. Guerdet's and Mr. Wells's personal commitment and passion built behind the DPA model; they are able to provide deeper understanding and empowerment to those they work with. As a result of their genuine care for each person within the organization, they were able to capture their audiences instantaneously and generate internal synergy; we were not just another 'client' but we were individuals inside an *individualized* culture. Mr. Guerdet and Mr. Wells place great value on DPA's implementation and longitudinal effects in an organization; however, they place higher value on the way in which people perceive the ideas behind such a movement and the importance BPI brings to a company's continuous growth and vitality.

My role as BPI Coordinator within the bank is innovative and due to the novelty of this position, I knew that I needed to continue to learn and acquire skills that would best fit our culture and future goals as an organization. Mr. Guerdet and Mr. Wells have allowed precisely that through a collaborative and inviting learning environment. Both are exceptional mentors and leaders as they bring their deeply seeded experience from the BPI field, immeasurable knowledge of BPI skill sets and genuine care for business growth and success. I could not have asked for better consultants to implement process improvement skills and delivery while also providing guidance to my professional pursuits of gaining more BPI experience and dexterities.

Mr. Guerdet and Mr. Wells continue to provide consulting services for our bank and plan to do so as we continue to expand on BPI initiatives for the future. With sound certainty I would highly recommend the professional services of Enterprise Performance Solutions; furthermore, the superior and personable services of Mr. Guerdet & Mr. Wells.

On behalf of TS Bank, we are deeply grateful of the time, commitment and passion Mr. Guerdet and Mr. Wells have placed in the success of our organization's BPI goals.

Passionately,



Jesta A. Ausdemore