



July 18, 2003

Reference: Professional Reference for The Sales Matrix, Inc.

To Whom It May Concern:

It is a pleasure to share with you our experience with Brian Nixon and Dan Kropchak of The Sales Matrix, Inc (TSM). Control System Integrators, Inc. contracted TSM on June 1, 2003 to help us turn our effective engineering organization into a highly effective sales organization.

The scope of work assigned to TSM was large. We wanted to develop a complete sales and marketing strategy and system to support that strategy. Our company had an idea about how to get this done but needed more expertise from someone who had done it before. This is where Brian and Dan entered the picture.

To date, The Sales Matrix has helped us develop our marketing strategy and system. We are now in the process of hiring the sales personnel who will implement the strategy. At this point I can honestly say that the process has been extremely effective, educational and fun. Brian and Dan are not your typical consultants. Brian and Dan do not spend endless time learning about your company and then present you with solutions for you to implement. They spend time learning about your company, but then they present solutions and work very hard with you to implement them. It's extremely refreshing to work with consultants who have a work ethic that matches the personnel on the inside of our company. Not only do they work very hard, but so far the results are very impressive also.

I am extremely satisfied with their work to date. As a business owner, I have more optimism and excitement about the future than I have had in some time and it is a direct result of my work with The Sales Matrix.

Please call me if you have questions.

Sincerely,

Timothy J. Miller
Vice President, Sales & Administration
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