
QUILLIN CONSTRUCTION

General Contractors/Construction Management

September 20, 1994

To Whom it May Concern,


I am writing this letter as a reference for any person considering hiring Innovative Management Solutions for consulting and support services with their company. Quillin Construction Corp. is in the business of building, remodeling, and maintaining some of the finest custom and estate homes in the Los Angeles area. The typical construction cost of these projects range from one to a high of fifteen million dollars, and our clients include many of the top professionals in such fields as business, law, medicine, and entertainment. Our clientele is among the most demanding in the industry, and very discriminating in who they allow to work on their homes.

To better serve our clients, our company began to formally pursue a more proactive role in the planning and scheduling of our projects. Twelve months ago, I chose IMS to help create, manage, and develop what was, for us, an entirely new area of management control in our business. IMS was selected for this because of their outstanding organization, communication and interpersonal skills, attributes I considered most critical in the development and training of our people in this new area.

During the last year, they have helped us achieve our goals of establishing and maintaining a permanent and maintainable system for tracking and measuring the progress of our projects. IMS accomplished this by researching and implementing a computer project management program that most closely matched our companies needs and budget, then further customized the package to suit our particular needs. In sum, they brought us the continuity, reliability, and creativity needed to get this new system off the ground. Their efforts have resulted in a level of management sophistication unmatched on our industry giving us a distinct advantage over our competitors, but most importantly, strengthened relationships between the company and our clients.

Please call me anytime at (818) 781-9563 to further discuss IMS's abilities.

Sincerely,



Curtis B. Quillin, President
Quillin Construction Corp.