September 18, 2013

To whom it may concern:

As the managing partner of a law firm of over 20 attorneys and staff, my responsibilities have included the planning and development of firm databases to provide progress tracking, task management, document preparation and invoicing for several lines of work handled by the firm. I have undertaking much of this effort myself in years past, having over ten years of experience with database creation and programming.

About six years ago, the increasing time devoted to this work, as well as the growing complexity of our very large databases, required that I go to outside support for assistance.
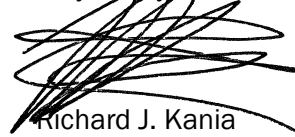
Our firm worked with several local IT vendors, but our experience with them was disappointing. It was evident to me that my knowledge and experience with database design and implementation exceeded these experts.

That is, until we started working with Erin Doyle. Very quickly, Erin demonstrated a mastery and understanding of our complex database (not easy when you are not the database's developer). Complex problems that had stumped me, and many other third-party database developers, were rapidly solved by Erin. Ultimately, the expertise and insight that Erin brought to our relationship has allowed our firm to go further with, and achieve more benefit from our databases than I would have ever expected.

Erin's demonstrated expertise as a problem solver led to her taking on a greater role in our database development over the years. Space prevents me from listing all what she has accomplished for us, but to name a few: Implementation of a triple-check calendar task insuring that we never miss a deadline; database invoicing, with the result that a six hour a week task now takes one; preparation of court filings, previously requiring the involvement of 4 staff and 10 hours cumulative time now takes 2 staff a total of 1.5 hours.

Erin's contribution to our firm has been essential. We literally could not perform at our current level of productivity and accuracy without her work. Her depth of knowledge, her insight, and her creativity (an essential aspect of superior database design) are rare, and will benefit any enterprise that is fortunate enough to work with her.

Very truly yours,

Richard J. Kania

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