

interiors live

April 4, 2001

To Whom it may Concern:

It is a great pleasure to provide a reference for Tall Tech Systems owned by Jim Hamlin. The Tall Tech Systems group has worked with the InteriorsLive management for the past twelve months developing our Business to Business e-commerce site for the interior design industry in the niche of fabrics, wall coverings and trims - a \$30 billion market.

The InteriorsLive site is complex and sophisticated. A great deal of understanding of the design industry was required in order to translate the order process into an intuitive website for an industry whose participants are not particularly web savvy. To complicate the project, the supply side of the industry is very fragmented. Interpreting supplier's needs and providing them with an intuitive interface and useful reporting processes was entirely a Tall Tech innovation.

The company was particularly good at translating our original concept into a spectacular website. Tall Tech Systems frequently guided us during planning, ensuring that the interactive process could be interpreted into multifaceted programming.

It was important that the site design be segmented into different areas and that the layout gave clear direction to the user. Tall Tech proved to be exceptional in their ability to clearly see what the user required in order to navigate the site easily. Their careful and detailed process of documenting all discussions and any changes that arose during our development ensured that no item was neglected in the process as we brought the site from concept to reality.

InteriorsLive does more than facilitate the order process. The designer is supplied with a Purchase Order History - an industry first. Tall Tech developed it. Tall Tech Systems also customized and implemented an Auction and Classified section, along with a Forum and Chat area for the design industry. Other information management services on the site are also a credit to Jim and his group's technical abilities.

One of the reasons our company was eager to work with Tall Tech was their outstanding reputation for a superb caliber of programming. Several other companies were interviewed before we made our choice. We have been pleased to work with a group of such extraordinary talent. They have a much sought after attribute in the development of solid business solutions. Tall Tech's technical proficiency allows for later business growth if one wishes further expansion without incurring the huge expense of having to rewrite the program.

Tall Tech System's contribution was complimentary to the InteriorsLive team's skills. They fitted in perfectly. Our management is mature and has more business experience than the staff of most new technology companies. Everyone was unanimously impressed with Jim's skill, to not only produce what and when he promised and his commonsense approach, but the team also enjoyed his quiet manner along with his dry sense of humor. He is intelligent and thoughtful. He is seldom rattled under pressure and handled all tasks thrown at him with great aplomb.

Tall Tech Systems developed our e-commerce business on budget and on a schedule suitable for our needs.

I trust you will have the same rewarding experience as we have had.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Virginia A Richards". The signature is fluid and cursive, with a large initial "V" and "A".

Virginia A Richards
CEO