



EDUCATION RESOURCE GROUP

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January 12, 2013

Dear Lori,

Education Resource Group (ERG) is delighted to provide this letter of reference for Ascend Profiles and the Drake P3 System. ERG has been in business for nine years and as you well know, our company is growing rapidly. As more and more candidates inquired about working with ERG, we realized that we needed a tool to gain as much information as possible about potential contractors. Specifically, we were interested in identifying contractors who could not only grow learners, but could help us to generate new business. Drake P3 has been valuable in helping us to identify just the right candidates to serve our clients and grow our business. Additionally, the Drake P3 System has been instrumental in helping us to positively manage current contractors.

Thank you for the detailed information you provided about DrakeP3 on the front end, and the expert consultation you provided as we launched the assessment tool. In the beginning, we profiled all of the people currently contracting with ERG. This was helpful in developing a Job Profile against which we could measure future candidates. The Candidate-to-Job Matching Report has been very insightful and has helped us to successfully onboard new contractors quickly as they join our organization.

As the year has moved along, we have used the management application of the Drake P3 System to assist us in conducting strategic, meaningful and productive conversations with our contractors.

In the future, we plan to use the team reports. We typically have two people working together (and sometimes more) on a project. We anticipate this feature helping us put our teams together to ensure that each client location has the right mix of contractors.

In closing, DrakeP3 and your consultation have been helpful with growing our business with just the right people in just the right places, as well as managing people through year long projects. Thanks so much for your help.

Sincerely,

Hope Reagan  
Alice Oakley  
Co-Owners of Education Resource Group