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Ed Koscic c/o
Edward Koscic & Associates

Ed,

I appreciate the assistance you have provided Americare with researching all of the LTHC software vendors on the market. We knew our way of doing things (mostly manually) was no longer efficient; especially for a growing organization of 75 + SNF's and ALF's. In order to continue to grow the company in the proper way and to use the clinical and financial data to fine-tune our operations; we knew we needed to do something different. But it was tough knowing where to begin. That is what led us to engage you to help shepherd us through the process.

With your assistance, we were able to start our selection process from the top vendors in the industry, rather than spending an inordinate amount of time trying to accomplish this on our own. Without your expertise in this field, I believe that our organization may have fallen into the trap of the "old" way of purchasing software.

By bringing in IBSP (Internet Business Service Providers) to the table you were able to revolutionize our thinking and hopefully will save us money in the long run. I would highly recommend your services to any provider facing the daunting task of software selection.

Sincerely,
Clay Crosson, President / COO