



AMERIQUEST[®]

MORTGAGE COMPANY

Ameriquest Mortgage
Tina Wong, Application Development Manager
Ronda Lozonne, Manager, Management Reporting
Financial Planning & Analysis
1100 Town & Country Rd.
Orange, CA 92868
Tina (714) 541-9960 x15417
Ronda (714) 541-9960 x12217

To Whom It May Concern:

In January 2005, the Financial Planning and Analysis department of Ameriquest retained Allen Sherbrook of Concessio Enterprise Planning Consultants for a three month enhancement project for Cognos Finance 7.2.

In this phase of Cognos Finance for Ameriquest, the following objectives were accomplished:

- Accommodated the new reorganization structure of Ameriquest
- Built over 600 reports for financial analysts
- Populated Cognos Finance with the 2005 Ameriquest Forecast Plan data
- Created easy-to-launch scripts to perform routine maintenance such as loading actuals
- Upgraded Consolidations to 7.2SP3 so that it is consistent in version with the other Ameriquest Cognos components
- Streamlined and rebuilt the Consolidations system so that it is easier to maintain and more dynamic - this included enhancements in performing rolling marriage submissions, report enhancements, and the removal of business units
- Improved report designs so that they're dynamic
- Removed all outstanding problems in Phase I such as variance and sign errors

Allen was the Project Lead responsible for the design, development, implementation, and testing of Cognos Finance. Allen worked very well with the business to extrapolate what was required from the Cognos Finance application and designed solutions to meet what was needed. Although faced with the challenges presented by a dynamic and changing organization such as Ameriquest, Allen demonstrated the ability to be both structured and flexible. He was diligent in providing detailed documentation and structured, standardized processes, while, at the same time being flexible with the unplanned challenges that occurred. We appreciated Allen's thorough documentation and knowledge transfer sessions that allowed our business to understand and live with the system once Allen's team left.



As a result of Allen's planning, expertise, and detailed execution, Allen successfully implemented our Cognos Finance Phase II and he delivered what was promised, on time and within budget.

Our Cognos Finance system has dramatically improved since its initial implementation in 2004. It is much more dynamic and the maintenance processes for our business has decreased by 50%.

Due to our success with Allen, Ameriquest would definitely consider retaining him for any future phases and/or enhancements to our system.

Sincerely,

Tina Wong 5/31/2005
Tina Wong, Finance Application Development Manager

Ronda Lozonne 5/31/05
Ronda Lozonne, Manager, Management Reporting