



4499 RUFFIN ROAD, SUITE 300 • SAN DIEGO, CA 92123  
(858) 492.9300 • FAX (858) 492.9392  
www.abcsd.org

ASSOCIATED BUILDERS  
AND CONTRACTORS, INC.

**SAN DIEGO CHAPTER**

30 November 2001

To whom it may concern:

Associated Builders & Contractors is a not-for-profit membership organization, devoted to supporting the rights of merit shop (open shop) contractors throughout the United States. With 84 chapters, and over 23,000 members, ABC leads the industry nationwide, and is the only association devoted exclusively to protecting free enterprise in construction, in San Diego and across the country. It's a pleasure to write this letter on behalf of one of our associate members, Contractor Software Corp.

Lisa Collins, along with her capable staff, has guided our chapter office through its leap from the Stone Age into the 21<sup>st</sup> Century. Like many technologically challenged non-profits, we had purchased equipment haphazardly, on an as-needed basis. As our system grew, so too did problems with its infrastructure. Serious problems. We knew that ABC member Contractor Software Corp. was expert in developing software packages for the construction industry. We called Lisa - asked if she could recommend a company to handle our hardware issues - and discovered that in addition to software development, CSC provides hardware administration as part of its client service line. So we offered her company the challenge.

As it turned out, our hardware issues were actually hardware nightmares. Workstations were linked to a central server, to each other, or not at all. The server was networked to itself, but not much else. Access levels made no sense whatsoever. Email and internet capabilities were severely handicapped. Printers were underutilized or altogether inaccessible. Overall, our system was in a state of chaos. After an initial assessment, CSC developed a series of options and recommendations - and over a short period of time, relocated, reconfigured, re-cabled and remapped our entire system. It worked with outside vendors to solve puzzling internet and email problems. It created order from the chaos.

I consider it an honor to recommend Contractor Software Corp. It is a valued and respected member of this organization, and an asset to the San Diego business community.

Sincerely,

George W. Hawkins  
Executive Vice President