

May 14, 2003

Wayne Lundy  
Trinity Software

Dear Mr. Lundy,

I am writing this letter of endorsement to you for the contribution the Beacon software has made to my company since we first incorporated it into our office over six months ago.

Insights Educational and Treatment Services, Inc. is a privately owned, offender-based treatment center that provides a variety of educational and treatment programs. The greatest obstacle to the success of this office was managing the hundreds of clients and monitoring compliance expectations as set by the legal authorities. With the Beacon software, Insights, Inc. has been able to do just that, provide referral sources with fast and accurate information and create a clear paper trail.

It is a great marketing tool for our office to be able to supply referents with weekly reports on their client's status in treatment. Many times this ability has been the reason why Insights, Inc. has been the agency of choice. Probation officers have said, "I always refer to Insights, Inc. because referring to any state agency is like referring to a black hole, nothing ever comes back." With Beacon, in a few seconds, Insights, Inc. can provide any and all information needed by our referents.

The bottom line is that Beacon has been one of the best ways to affect my bottom line. It has saved me thousands of dollars in administrative costs and made me thousands of dollars in supporting my efforts to collect for services rendered.

Sincerely,

Richard M. Cole, MS, NCAC II, CEAP, LPC