

ARCO Petroleum Products Company
221 South Figueroa Street
Los Angeles, California 90012
Telephone 213 486 3511



November 5, 1986

Mr. Steve Graves, President
21st Century Innovations, Inc.
2985 Glendale Boulevard
Los Angeles, CA 90039

Dear Steve:

Just to let you know how well I like your EASIMAP product. In the short time that I have used EASIMAP, I have found it very beneficial. By the option of displaying different layers, we are able to avoid major pitfalls in the installation planning process. We are also able to make customized plots, which are impossible using the old velum/blueprint process. The data-base function is very valuable. These reports provide our facilities engineers with up-to-date environmental data which helps them plan for future needs.

One area that could be expanded is providing for financial data. It would be nice to be able to record the following information in the drawing file: 1) date acquired; 2) cost; 3) owner; and 4) department assigned.

This was added in a later version.

Thank you again for a quality product and excellent technical support.

EASIMAP was
rebranded as
IT Studio in
March 2006

Sincerely,

Mel Shutt
Senior Technical Analyst



GROUND SYSTEMS GROUP

November 3, 1986

Mr. Stephen E. Graves
21st Century Innovations, Inc.
2985 Glendale Boulevard
Los Angeles, California 90039

Dear Steve:

After using EASIMAP for several months, we have found the product to be an invaluable tool for configuring and maintaining computer room drawings.

The system has saved Hughes Aircraft Company hundreds of manhours by eliminating the need to create IBM machine symbols, along with all the reports automatically generated by the EASIMAP database.

We have used the product in over 50 planning, presentation, and configuration drawings and anticipate its use in many more applications in the future.

I would also like to thank you for the exceptional support you have provided, not only with the EASIMAP system but with the complete CAD system, allowing us to take advantage of your knowledge and expertise.

Yours truly,

A handwritten signature in black ink, appearing to read "R. E. O'Neil". The signature is stylized and somewhat cursive.

R. E. O'Neil
Installation Planning
HUGHES AIRCRAFT COMPANY
P. O. Box 3310
Building 606, M.S. H29
Fullerton, CA 92634

REO/msb