



November 18, 1986

Beatrice Grocery Group
Beatrice Companies, Inc.
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714 680-1000
Writer's Direct Dial Number

Steve Graves
21st Century Innovations, Inc.
26151 Glorietta Lane
Mission Viejo, CA 92691

Dear Steve:

I wanted to take a moment to thank you for your help and assistance and for EASIMAP.

We have been using it now for almost a year and my department has come to rely on it as our exclusive Data Center Planning Tool.

As you know, we have very limited raised floor space which forces us to utilize every possible square foot. EASIMAP has permitted us to accomplish our design work in an efficient manner as well as providing an organized and logical plan for action. Being able to use the modeling capabilities of your software has saved us many hours of work plus the simplicity of your software has permitted a less experienced person to accomplish a difficult task. In addition, there is no need to send the final drawing out for final print; accomplishing this task on our in-house plotter.

The ease of change truly produced a better end product than I had anticipated. Its flexibility has proven to be invaluable for selling concepts and ideas to my management. Six interim layouts were done to support our change over from a 3033-UP to the 3090-200. The drawings were used to familiarize DP management with our transition approach and by the facilities people to execute the required environmental aspects of the projects.

EASIMAP has really made the physical planning and design process of a Data Center an enjoyable task.

Sincerely,


William F. Reinl
Manager, Data Center

WFR:swh

EASIMAP was
rebranded as
IT Studio in
March 2006