October 12, 1992

Mr. Kai D. Patterson
1372 Masoma Road
North Brunswick, NJ 08902

To Whom It May Concern:

This is a recommendation and reference letter on behalf of Kai D. Patterson.

During Mr. Patterson's tenure at AT&T, Mr. Patterson served as a senior technical consultant on several key projects under my direction. There were several common results associated with these projects; on or above schedule, state of the art technology, high performance, and satisfied clients. I can positively attribute these results directly to Mr. Patterson's performance and contribution.

A project named the "Marketing Decision Support System" (*MDSS*), which was delivered in a record 3 months, is one project that especially stands out as an "ahead of schedule" result.

MDSS was a very significant undertaking because it involved combining the functionality, and volumes of data from 5 mainframe systems. This project also included the procurement and installation of systems, hardware, networks, and the overall infrastructure for CIM. The user friendliness, performance, disaster recovery capabilities, enhanced functionality of the system, and application designs, were and are still ahead of their time. All of these requirements were under Mr. Patterson's control. MDSS was also the largest production Oracle/Unix database in the world and was described in Oracle's 1991 Annual Report.

Another example of Mr. Patterson's talents and tenacity was the Market Planning System for AT&T's Card Account Management System (*CAMS*). This was a situation were a group of contractors labored on this project for 12 month. The scope included designing and developing a system that would utilize statistical customer profile data to develop marketing campaigns. Two weeks before the system's due date, the contractors announced that the system was behind schedule. In fact, the contractors admitted that they had no idea when they might finish. Mr. Patterson was put in charge of the project; he and his team redesigned and redeveloped the entire application, and delivered it on time two weeks later.

I have also utilized Mr. Patterson's services for my wife's corporation, and the results were quite impressive. Through automating all of the labor intensive activities (i.e. billing, accounts receivables, scheduling, payroll, and book keeping), we were able to reduce our office support from 4 individuals to 1 person. This was accomplished in the evenings within a 3 week period, while Mr. Patterson worked during the day developing the LEC Matrix application for another department, which finished ahead of schedule.

Mr. Patterson's accomplishments at AT&T have earned him the honor of being transferred to our "LSA Group" to design and develop our fraud detection systems. I fondly look back on those exciting days in which we were able to assemble high performance teams and accomplish what seemed like impossible tasks. I truly think that Mr. Patterson possesses exceptional technical and organizational capabilities, and have witnessed his ability to create applications and systems to enhance an organization's financials success.

Sincerely yours,

Stan Sikorski
Chief Systems Architect