



December 21, 2015

Ron Grall, Director
City of Waukesha Parks, Recreation & Forestry Department
1900 Aviation Drive
Waukesha, WI 53188

Dear Ron:

This letter serves to notify the City of Waukesha Parks, Recreation & Forestry Department that 110%, Inc. and ePRepSolutions LLC (sub-contractor) are the sole providers of the **SDscorecard®** and the complementary **PASS™** application, both of which are on-line, cloud based tools that allow public park and recreation organizations to efficiently and accurately evaluate their services based upon total costs, target markets participation and impacts, and the competitive landscape.

Extensive research has been conducted over the course of the past several years to affirm that no other organization offers these unique tools. This research includes:

- analysis of recreation-based registration software companies such as the Active.net® (maintains a majority of the municipal parks and recreation market) and others to determine whether similar products exist – it has been determined that they do not
- analysis of financial software companies to determine whether similar products exist – it has been determined that they do not
- continual analysis of all software vendors and products at the National Recreation and Park Association Congresses since 2009 to determine whether similar products exist – it has been determined that they do not
- evaluation of all services and products offered by nationally recognized parks, recreation and open space consulting firms including GreenPlay, LLC (Broomfield, CO); PROS Consulting (Indianapolis, IN) and others to determine whether similar products exist – it has been determined that they do not

Respectfully,

President
110%, Inc.

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