



GIBBS & REGISTER, INC.  
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July 1, 2016

ATTN: Mr. Dennis Stroud  
*SPITFIRE PM MANAGEMENT*

Gibbs & Register, Inc. (G&R) is a Civil/Sitework contractor that primarily self-performs most of the construction elements of our contracts. We have been using Spitfire Project Management Software (SPMS) for several years. We started using the software mostly for Document Control with some Accounting Integration. SPMS has been a wonderful Document Control system and has benefitted G&R greatly over the years.

In recent years, G&R has begun using the Budget, Forecasting & Project Analysis (BFA) capability much more frequently in order to help manage our projects. With the assistance of the Spitfire Team, we have worked together to customize our BFA processes in an effort to help G&R gather more real-time financial data on our construction projects. We have developed reports that can be produced on a daily, weekly and monthly basis. This has help our Management Team review the financial progress of our projects on a frequent basis, with timely reporting of costs, revenue, cash-flow and production analysis. Without these tools in place, our managers would have a very difficult time keeping track of the project financials in real time; thus making it very difficult to 'see' the changes that may be required to improve our projects profitability.

The Spitfire Team has been a great partner for G&R and continues to provide assistance, support and necessary customizations that we require as our business evolves.

Respectfully,

John E. Rodriguez  
*VP of Operations*  
Gibbs & Register, Inc.