BOYD DISTRIBUTORS

CONSTRUCTION SUPPLY

Adrian Dastur
PWPL Group of Companies
20109 Logan Avenue,
Langley, BC, V3A 4L5

October 28, 2022

LETTER OF RECOMMENDATION

To whomever it may concern,

I am pleased to provide this letter of recommendation for Kerry Gullins (IoS Consulting). Kerry is a highly experienced and knowledgeable consultant when it comes to Adagio (ERP system) and how it works with IT infrastructure (servers). When our group acquired Boyd Distributors, Kerry was a great asset in ensuring that the transition to new corporate ownership went smoothly.

ERP systems are complicated pieces of software that have become the lifeblood of any large business. The system interacts with numerous users and touches various aspects of the business. Since having Kerry on our side after the transition, I have found that he has been invaluable to troubleshooting problems that crop up because of user related issues. Kerry developed a good understanding of our business, its practices and processes. Accordingly, he is able to tailor solutions to fit our needs. His solutions/ recommendations always maintained a careful balance between allowing us to learn from him to fix our own problem and him stepping in to fix the issue because of level of importance.

Our organization really appreciated that Kerry (IoS) responds promptly to an issue/ ticket. Kerry normally contacts us within a few hours of us logging an issue over email. Many times he is able to pivot to work on our issue when it is more urgent and we contact him via telephone. Having worked closely with Kerry, I knew that that I could bounce ideas off him and know that he will provide an unbiased opinion. This is always based on the best interests of the organization which would allow our users to continue working without interruption to the business. As a result I would recommend Kerry to any organization that is using Adagio or thinking of implementing it.

Thank you,

Adrian Dastur, CPA, CGA, CA

COMMERCIAL CONSTRUCTION SUPPLY Ltd.
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BOYD DISTRIBUTORS INC.

340 101 – 1865 Dilworth Drive, Kelowna BC, V1Y 9T1
Phone: 250-807-2551 Fax: 250-807-2552

July 29, 2021

To Whom It May Concern:

Re: Mr. Kerry Gullins and IOS Consulting Group

Insul-West Building Materials Ltd (IWBM), through its operating divisions Commercial Construction Supply and Boyd Distributors, has had the support of Kerry and the IOS Consulting group for more than 8 years with the Adagio suite of applications.

Insul-West operates an inventory intensive business and the Adagio applications have supported our application and reporting needs with exceptional results due, in no small part, of the support of Kerry and the IOS Consulting team. This company migrated from an ACCPAC environment to Adagio many years ago and IOS has been there to support the ever changing needs of our business from day one.

I have worked with Kerry and IOS for more than 8 years now and his service goes beyond a typical consultant. Where the client is willing, Kerry offers insight and suggestions to get the most out of your Adagio applications based on his many years of experience working with a diverse group of clients. As Kerry better understands your business challenges he is able to offer cost effective solutions to improve the data flow to the end users while ensuring the business processes and procedures are well defined for the application users. His focus to keep improving our business best practices has proved invaluable for IWBM to improve profitability over time.

Kerry has also provided excellent insight to assist IWBM with their changing Hardware and Operating Systems needs to ensure smooth operation with our Adagio applications. Kerry has also provided excellent support when IWBM needed to update their Adagio applications to the most current versions and within a cost effective budget for these upgrade projects.

We have grown to trust Kerry's insight into our business as his suggestions have proven so helpful to improve our processes and profitability.

I would not hesitate to recommend Kerry and the IOS Consulting Group for your application support. His insight and suggestions will bring real value to your business and help you to improve your processes and data reporting.

Sincerely,

Patrick Bigham
Operations and Systems Manager