

**LOCKHEED MARTIN**



January 21, 2003

The Greater Columbia Chamber of Commerce's  
Information Technology Council - Palmetto Pillar Awards

To Whom It May Concern:

In support of the *Columbia Palmetto Pillar Awards*, I am delighted to provide a letter of endorsement for CPO, Inc. and its *CPOtracker* software product.

First, I would like to speak about my capability to propose the *CPOtracker* software product. I consider myself a seasoned professional, encompassing over 30 continuous years of experience in Information Technology, Business Continuity and Disaster Recovery. Certified by the DRII (Disaster Recovery Institute, International) as a CBCP since 1995. Elected into the International WHO's WHO of Professionals in 1998. Author of three full-page articles on the subject of business continuity and disaster recovery planning that were published in the industry's premier magazine, *Disaster Recovery Journal*. I have incorporated the CPO methodology and have been using the *CPOtracker* software system for over a year to support Lockheed Martin's Southeast Data Center recovery planning needs and can attest to and provide tangible evidence as to its innovative and successful approach to recovery planning

The *CPOtracker* software product provides a clear set of coherently related steps to addressing the recovery planning aspect of any business and/or IT process. It facilitates a practical approach that results in short and long term cost savings and significantly reduces related maintenance.

In my professional opinion, the CPO methodology and *CPOtracker* software system is unique and unprecedented. It has the capability to revolutionize the way companies address recovery planning, and could have a profound impact on the industry itself.

Sincerely,

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