



CENTRAL  
CONNECTICUT STATE UNIVERSITY

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To whom it may concern:

Central Connecticut State University contracted the services of PE Systems, Inc. (PES) in the Fall, 2003. PES offered a unique service that we thought was important for the University to utilize.

CCSU, like many schools faced with tighter budgets, is concerned about paying the fees levied on credit card payments made by students and parents. How much did CCSU really pay in fees? How could we benchmark our policies and practices related to credit card payments. PES offered the answers. The PES professionals understand the credit card industry and want us to understand it, too.

While somewhat unique to our industry, their contract arrangement is fair and equitable. After an analysis of operations, the agreement is to share 50% of the actual savings from initiatives they recommend, truly a no loss situation. Their in-depth analysis and subsequent report were most informative and their recommendations helpful and realistic. Our experience with Tom Parrish, PES President, was positive. He showed passion for his work and interest and care in his recommendations for CCSU. He was conscientious, knowledgeable, and most importantly honest in his presentations to my staff and me.

I have no hesitation in recommending PE Systems and encourage all institutions considering the costs of credit card services to utilize PE Systems' valuable service.

Sincerely,

Chief Financial Officer