



Department of Finance

R. Scott deLuise, CCIM, SPPA
Matrix Business Consulting, Inc.
2000 Little Raven St., Suite 6B
Denver, CO 80202

RE: Claims Consulting Services for the City of Wichita

Dear Scott:

On behalf of the City of Wichita, I want to personally thank you for the superb work you and your staff performed on our behalf.

When we originally met with you to discuss the value of Matrix Business Consulting's services, it became apparent that, at least, you would remove the burden of the extra time required to construct the claim in a manner favorable to the City. You accomplished *far* more than that!

Matrix was able to utilize the policy for the greatest benefit of the City by finding and collecting over \$1,000,000 more just on City vehicles, when the insurer told us there was no coverage.

Your accurate measure of damages and superior negotiating skills placed us in the position of recovering much more than would have been possible without Matrix Business Consulting and without undue burden on City staff.

Please have anyone who suffers a catastrophic loss contact me for a reference to Matrix. I'll be more than happy to detail the help and ultimate value that you brought to the City of Wichita.

Sincerely,

Michael S. Payne, ARM
Risk Manager

Risk Management

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