



**Blue Cross
of Jamaica Ltd.**

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TO WHOM IT MAY CONCERN

Advanced Integrated Systems (AIS) Limited has requested that Blue Cross of Jamaica Limited serves as a referee in support of their request to do business with your organization. We are familiar with the character, integrity and professionalism of the team at AIS, having been professionally associated with the company for over 15 years. On this basis, we consider Blue Cross of Jamaica Limited qualified to provide an objective assessment of the company's suitability for business development with your organization.

Advanced Integrated Systems track record of performance and delivery systems and other credentials will be readily gleaned from material, which we are certain they will make available to you, and so there is no need for our comments in this area. What may not be as discernible but is noteworthy, is their involvement in high-level management and technical work and delivery of efficient and effective technological support services to many organizations in Jamaica and the wider Caribbean.

Through varied assignments undertaken for Blue Cross of Jamaica, AIS has grown professionally, and the management's awareness of technological development issues impacting on the region and internationally, cannot be easily matched by others of their age. This is the aspect, which I believe your organization may wish to consider in making tough choices among highly qualified firms and individuals who wish to provide technical solutions to your organization.

As far as the company integrity, character and work ethics are concerned, they have proven very trustworthy. On several assignments that the company has executed for us, they have been entrusted with significant financial resources and demanding terms of reference. In each instance, they have proven themselves worthy of the trust placed in them.

On the basis of the foregoing, Blue Cross of Jamaica Limited has no hesitation in recommending Advanced Integrated Systems for consideration to satisfy your technological solutions.

Yours sincerely,

BLUE CROSS OF JAMAICA LIMITED



ERIC HESLOP, MBA
CHIEF OPERATING OFFICER

cc. Dr. Henry Lowe, Chairman, Blue Cross of Jamaica Limited