

United States Government

Department of Energy

# memorandum

Western Area Power Administration

DATE: February 1, 2010

REPLY TO  
ATTN OF: Dave Walker, HRS

SUBJECT: Letter of Recommendation

TO: Sherm Updegraff  
Managing Director  
Employee Development Systems, Inc.

I want to take a minute to say "thank you" for two things and to wish you good luck in getting a contract with the Office of Personnel Management. It was my pleasure to inform you of their new way of doing business and I'm even happier to see you are pursuing a contract with them.

First, thank you for continuing to provide the excellent **Increasing Personal Effectiveness (IPE)** course. I have used it for more than five years now in my leadership development programs and it has become the foundation for our required supervisor curriculum. The IPE product has delivered instantly on its stated objectives. I enthusiastically support this program and would recommend it to others in the training industry looking for curriculum directed at improving personal accountability.

Second, thank you for the outstanding support your company continues to provide. I have found EDSI to be professional and results-driven at all times. Whenever I have need of anything from Employee Development Systems, I have learned that all I need to do is let you know. I enjoy and look forward to your newsletters and appreciate the support and assistance you have provided in using the Online DiSC Profile Testing assessments.

Thank you again for a wonderful product, backed up by impeccable service. What a winning combination. GOOD LUCK on acquiring the contract with OPM and if there is anything I can do to assist please let me know.

Sincerely,



Dave Walker  
Human Resources Specialist  
Employee Development & Training  
Western Area Power Administration  
Phone: 720-962-727  
Fax: 720-962-7171  
[DWalker@wapa.gov](mailto:DWalker@wapa.gov)