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● Software ● Data  
● Consulting ● Support  
● Professional Services  
● Training

## Parcus Group Endorsement

27<sup>th</sup> June 2013

To Whom it May Concern:

Esri Australia decided to develop a SaaS-style hosting product and time-to-market was an important factor for us. Our resources needed some assistance with a methodology to plan out a new service offering.

Parcus Group provided us with the service creation methodology, training and product development facilitation sessions.

Our team definitely got focussed after those sessions and made significant progress since then.

The hosting product is now launched and we are seeing strong demand.

Regards

**Jeff Robinson | Executive Manager - Professional Services**

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