

To Whom It May Concern:

*Hopkins & Wayson, Inc. engaged Gregory Gorman of Ascent Consulting to assist our company with operational process mapping, workflow optimization, Procore utilization, estimating process evaluation, and organizational process development across several key functional areas of our business.*

*During the engagement, the Ascent team worked closely with our leadership, accounting, estimating, and project management personnel to document and evaluate our existing workflows, identify operational gaps, and help us develop more standardized and scalable processes. Once the project began, the scope was expanded to include management process design and additional organizational review surrounding operational responsibilities and management structure.*

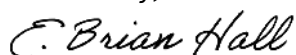
*Throughout the project, Ascent demonstrated a strong understanding of the construction industry and approached the engagement in a practical and collaborative manner. Their team spent significant time working directly with our staff to validate existing procedures, evaluate how our departments interact operationally, and develop process documentation that reflected both our current operations and our long-term organizational goals. They remained responsive throughout the engagement and worked professionally with our staff and leadership team.*

*An important part of the engagement was the collaborative working relationship that developed throughout the process. As we reviewed operational responsibilities, management structure, and future organizational needs, Ascent provided practical recommendations and industry best practices for consideration while allowing our leadership team to evaluate what would make the most sense for Hopkins & Wayson operationally and strategically. Their approach was consultative rather than prescriptive, which allowed us to make informed decisions based on the realities of our business.*

*One of the more valuable aspects of the engagement was Ascent's ability to balance operational detail with broader organizational planning. The project evolved into a deeper review of how responsibilities, management functions, and operational oversight should continue to develop as our company grows. Their recommendations and guidance were thoughtful, well organized, and grounded in real construction operations.*

*We appreciated the professionalism and effort that Ascent Consulting brought to the engagement and recommend them to other construction companies seeking operational process improvement, construction workflow consulting, or construction technology optimization services.*

Sincerely,



E. Brian Hall  
President  
Hopkins & Wayson, Inc.

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