



30<sup>th</sup> June 2025

To whom it may concern. I'm pleased to report that Tom Davidson has delivered value to our business across two projects.

The first project we worked on came about due to a lack of visibility for Finance & Title updates on our active deals. Things were falling through the cracks & getting delayed.

Each week we needed to prepare a list of deals with changes to Dates and/or flagging dates that are overdue for action. The system export used to generate that report is a raw, tabular excel file of all active deals, that takes a significant amount of time to prepare accurately & consistently each week.

Now, all we need to do is drop the fresh export into a folder & press refresh. It saves us considerable time but also improves our overall data-visibility & standardization of processes. This project was delivered faster than we thought. And we were only charged for one days' worth of work. A great outcome.

Following the success of the first project, we decided to pursue a larger, more complex project. Tom wrote us a custom python script for scraping fields from our onboarding Fact Find PDF's.

Our software provider, 'Broker-Engine' has the functionality to record the data, our clients fill out the form & it generates a PDF document. But it doesn't have the ability to extract the structured data, the data we need for our onboarding process. Previously we'd been told by Broker-Engine, that the functionality would be implemented soon. It still hasn't happened yet, so we're glad that we got Tom to build it for us instead.

I've found Tom to be proactive & highly effective. He's already improved our business in two tangible ways & I'm excited to see what we can work on next. If you're looking for someone to save you time & improve your business processes, in my experience with Tom, he's well-equipped to deliver those outcomes.

Yours sincerely

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