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Position Statement: CPA Firm Relationships

By Fred Ode, CEO/Chairman & Founder of Foundation Software, Inc.

This position statement is intended to provide a general outline on Foundation Software's ethical standards and approach to establishing professional relationships with construction-focused CPA firms.

Non-Exclusive Referrals of FOUNDATION® for Windows®

Foundation Software welcomes the opportunity to demonstrate how FOUNDATION for Windows can benefit your construction clients. We understand and appreciate that in addition to referring FOUNDATION for Windows, your firm may also choose to refer other construction accounting software products. *We value this competition and see it as an occasion to prove the strength of our system.*

Non-Exclusive Referrals of CPA Firms

It is not Foundation Software's intention to initiate the referral of one partner firm over another partner firm. When a Foundation Software client specifically asks us for a CPA firm referral, we will provide a list of firm names within the client's geographic area. On occasion where multiple firms with a construction emphasis exist in the area, we may refer more than one firm. Similar to a CPA firm referring more than one construction accounting software package, we believe this to be a practical approach that respects the clients' best interest.

In summary, regardless of the extent or nature of our relationship with various CPA firms, Foundation Software strongly believes that forming these professional associations can equally benefit all companies and most importantly, the construction client.

Sincerely,
Foundation Software, Inc.

Fred Ode
CEO, Chairman & Founder
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