

To whom it may concern,

Don Winchell worked as a contractor from February of 2000 through March of 2001 at the McKinsey & Company corporate headquarters in New York City.

Don was contracted as a systems analyst / project manager to assist McKinsey & Company in upgrading our learning management system. Don's duties and deliverables included:

The continuation of a needs assessment / benefit analysis originally initiated by a McKinsey employee.

Creation of requirements documentation

Creation of the RFP for vendor evaluation and selection.

Don was instrumental in the vendor evaluation and selection process.

Don then acted as assistant project manager through the completion of the final design, integration, testing and delivery of the completed third party solution.

I had never met Mr. Winchell nor had dealings with his company prior to the day he reported to begin the project. He was contracted with the assistance of a 3rd party brokerage firm based here in Manhattan. I found Don's work to be thorough, and complete. To my knowledge he never overstated his capabilities nor acted in an irresponsible manner on the job. I found him to be trustworthy and reliable with the ability to interact effectively with other team members as well as vendors and internal customers.

As McKinsey & Company uses Notes and Domino world wide in our 100+ global offices, Don was contracted in large part based on his extensive experience with Notes / Domino. After his initial assessment of our needs, he built a strong case against building a solution for this need in Domino. We eventually settled on a VB / Web / Oracle solution that required extensive integration with our existing Oracle based HR system as well as a number of Notes and other systems.

The project has been in production for about a year now, delivering learning management to most of our offices. The project has been very successful both for the customer and for the IT department.

If you require a further reference for Don Winchell please contact me by phone at 212-415-1704 or by email at mitchell_gross@mckinsey.com.

Mitchell Gross
IT Project Manager

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