

To Whom It May Concern;

I am Thomas Potterton, Cooperative Educational Service Agency #12's (CESA #12) and the Hayward Community Schools Director of Special Education. I am writing this correspondence on behalf of CESA # 12 and its member schools regarding the services and products we have received from Adaptive Technologies Resources Inc. (ATR Inc.). CESA #12 is a regional educational agency that assists eighteen school districts in Northwestern Wisconsin in finding new and innovative methods, equipment, and software that can assist all their students and staff in being more successful.

During the fall of 2004 my special education staff at the Hayward Community Schools indicated that we they were interested in improving their use of assistive technology to improve the functioning of their students with disabilities and staff. They requested that I find a resource that could provide the following: equipment, training and support for Kurzweil 3000, Dragon Natural Speaking and Digital Voice Recorders. As I began to investigate resources available in the State of Wisconsin I heard that a company in Grafton WI. provided the type of services we required. This company was ATR Inc. I contacted them to explore who they were, how they got started, what type of clients they served and type of service they provided. During this initial conversation I got the sense that they were a company the listened to what a prospective client (whether that was an individual or an agency) needed, was able to identify specific issues that needed to be addressed, had significant experience working with adults and students, employed staff that had experienced learning difficulties and had utilized assistive technology to compensate for deficits and did not indicate a concern for us being 6-7 hours away. I was (am still impressed) with their staff's knowledge and willingness to make themselves available either by phone or in person to answer any questions, assist in purchasing the equipment an/or software and to work so that we receive that best cost. ATR' Inc.'s staff is a true team. When ever I have called if the person is not there I always receive a call back within a reasonable period of time with answer or at least an update on what is occurring to find the answer.

When Hayward made the first purchase of the Kurzweil 3000 program ATR set up a training schedule that worked around our staff development calendar that minimized the need for substitute teacher once again reducing that cost of implementation. Their trainer is young man you had a severe reading deficit and had used assistive technology to graduate from a Wisconsin university with honors and continues to utilize it in the completion of his professional responsibilities. His hands on approach and willingness to share his struggles and experiences while in college helped the staff get excited about utilizing this new medium. We also had the trainer meet with groups of secondary level students with disabilities that staff felt would be good candidates to use this program and he did a marvelous job of talking with the students not at them. His willingness to openly talk about his disability helped the students ask questions and begin to see what is possible if you use the resources available to you. We have had them do four different trainings and the trainer has always been on time, keep to the schedule (but flexible enough to allow participants to get there questions answered), well prepared, had quick

reference sheets they shared and was willing to stay after to talk with staff and or my self without making us feel that they were on a timeline.

After Hayward's experience shared the information on Kurzweil 3000, Dragon natural Speaking and Digital Voice recorders with the other Directors of Special Education in CESA # 12. We now have nine other districts that have implemented one or more of these technologies with the assistance of ATR. Because of the large number of requests that CESA # 12 has received for training CESA # 12 and ATR are cooperatively providing a one credit course during the summer of 2005 so that staff can spend time with the program with ATR staff (one staff for every four participants) and really get familiar with all the components so that they are ready for full implementation when school starts in the fall. We are excited about this partnership.

As a consumer I would highly recommend ATR to any agency that is interested implementing any of the above technologies. You won't be disappointed in the products and/or the service you will receive. They will become an important member of your team. Please feel free to contact me at 715-682-2363 Ext.113 or [tomp@cesa12.k12.wi.us](mailto:tomp@cesa12.k12.wi.us).

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