

D-U-N-S Number for this company: **16-960-2369**

The Supplier Performance Review is a report on a single company. This report is divided into four sections:

1. Company Overview

Contains basic location, contact, and operating data available on the company being evaluated. This information comes from Dun & Bradstreet and reflects the current contents of the Dun and Bradstreet record for this company and D-U-N-S number.

2. Supplier Performance Ratings

Provides the supplier's Summary Performance Rating, which is an assessment of likely overall performance, and a SIC-level benchmark, which indicates where the supplier's Summary Performance Rating falls in comparison to other rated companies in its SIC group. This section also provides Detailed Performance Ratings for key aspects of supplier performance.

3. Buyers Surveyed

Indicates the industries of the companies that have recently provided ratings on this supplier. Individual raters are not identified in order to preserve confidentiality.

4. Distribution of Feedback

Provides a breakdown of the survey responses received from raters of this supplier. For each of the survey questions, the responses, which were provided on a 0 to 10 scale, are categorized as "positive" (9 to 10), "neutral" (5 to 8), or "negative" (0 to 4).

1. COMPANY OVERVIEW (From Dun & Bradstreet records)

Primary Name:	LEARNING AS LEADERSHIP, INC	Year Started:	1996
Alternate Names:	(none)	Year of Current Control:	2003
Address:	PO Box 150090 SAN RAFAEL, California 94915-0090	Annual Sales:	\$2,235,000
Telephone Number:	415 453-5050	Total Employees:	12 total
D-U-N-S® Number:	16-960-2369	SIC/Line of Business:	8742/Management consulting services

Date: 05/25/04

Past Performance Evaluation™

D-U-N-S Number for this company: 16-960-2369

2. SUPPLIER PERFORMANCE RATINGS

Open Ratings calculates supplier performance scores using a sophisticated algorithm that takes into account the amount of information available on a supplier, the recency of the information, and the accuracy of the raters. Ratings range from 0 to 100, however, this is not a percentile score.

Summary Performance Rating 93
Indicative of likely overall performance

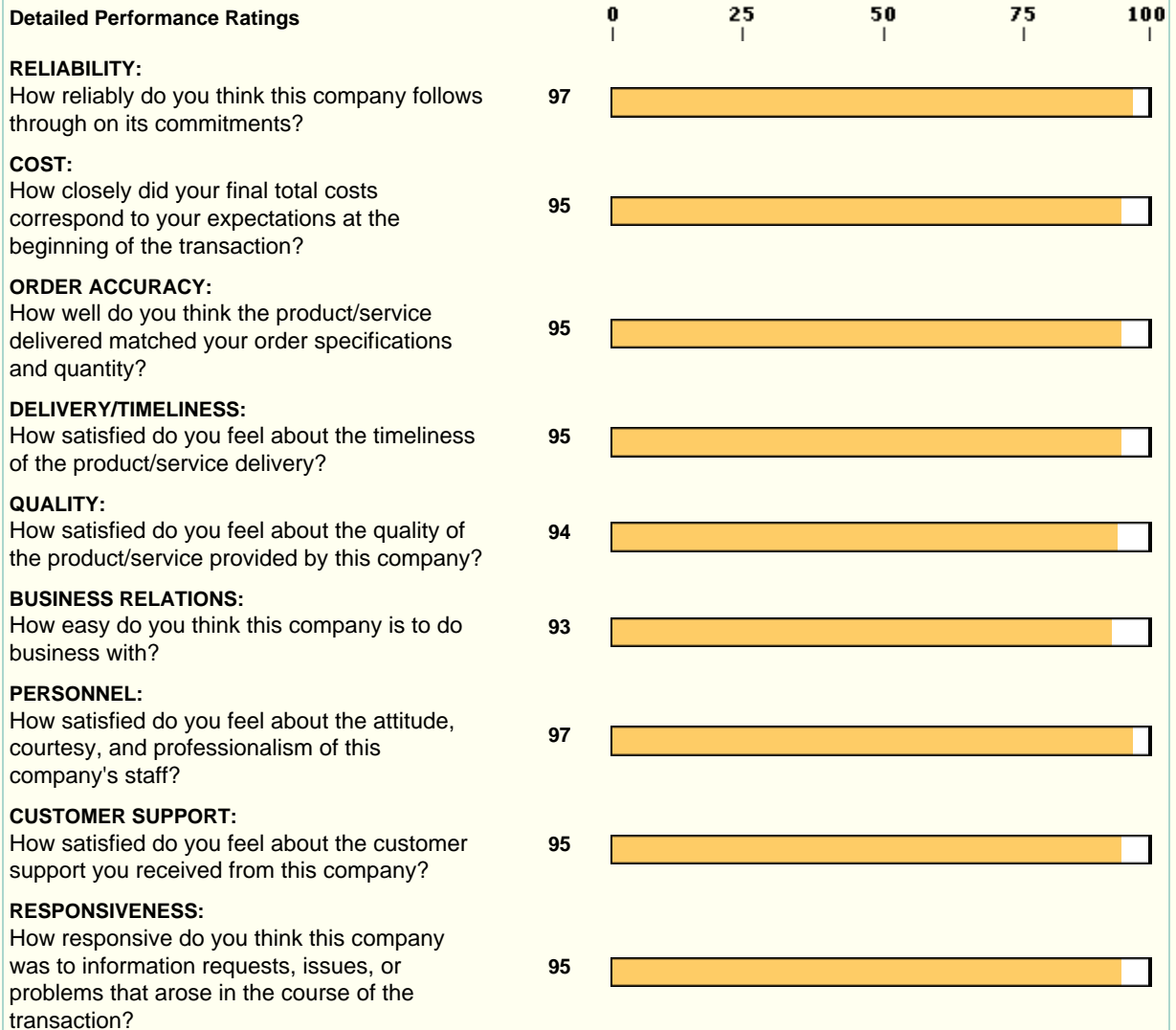


SIC Level Quintile

Bottom  Top

SIC: 8742/Management Consulting Services

Detailed Performance Ratings



Date: 05/25/04

Past Performance Evaluation™

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3. BUYERS SURVEYED

The most recent feedback obtained on this supplier came from companies in the following industries.

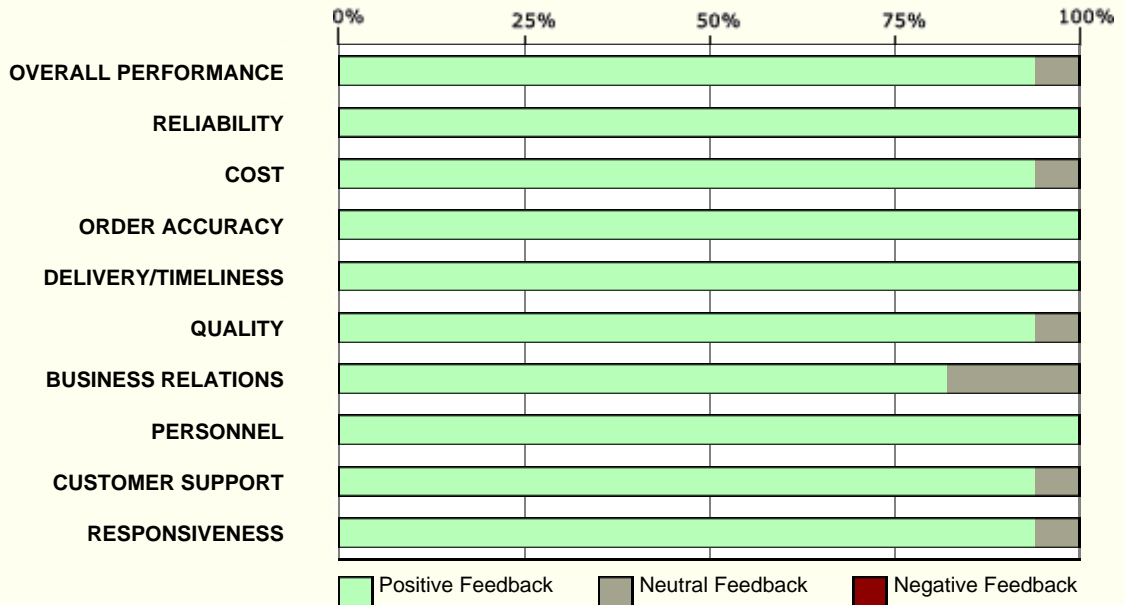
SIC/Line of Business:

- Unknown/not available
- 1499/Miscellaneous Nonmetallic Minerals, Except
- 3674/Semiconductors and Related Devices
- 4512/Air Transportation, Scheduled
- 6211/Security Brokers, Dealers, and Flotation
- 6531/Real Estate Agents and Managers
- 6552/Land Subdividers and Developers, Except
- 6732/Education, Religious, and Charitable Trusts
- 6799/Investors, NEC
- 7373/Computer Integrated Systems Design
- 8049/Offices and Clinics of Health Practitioners,
- 9441/Administration of Social, Human Resource and
- 9661/Space Research and Technology

Number of surveys completed during the past 30 days is 17.

4. DISTRIBUTION OF FEEDBACK

This supplier's ratings were based in part on survey feedback from past customers. This chart provides a breakdown of the survey responses received from these raters. For each of the survey questions, the responses, which were provided on a 0 to 10 scale, are categorized as "positive" (9 to 10), "neutral" (5 to 8), or "negative" (0 to 4). The percentages of responses falling into each category are shown below.



Note: The supplier ratings set forth above represent the opinions of the surveyed customer references and not those of Open Ratings or Dun & Bradstreet. Some references may not have provided ratings for all performance aspects.

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