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**Ref: Jeff Krukin**

To Whom It May Concern:

I would like to offer a testimonial to Jeff Krukin's exceptional skills as an employee. I have worked with Jeff for over seven years as a peer and as his manager from 12<sup>th</sup> of May 2000 until the end of 2001. During this time Jeff has excelled in all activities expected of him, bringing to the table a positive attitude and a wealth of valuable market experience.

Jeff has the rare combination of excellent customer skills as well as a strong technical background that only comes with years of experience. This allows Jeff to offer value in sales situations, provide incite for marketing direction, and supply critical information for product direction. For these reasons, the executive management team has often sought Jeff's perspective on sales, marketing, and product matters.

Over the years, Jeff's strength in these areas has been tapped to the point that he became the key author and presenter for many of Attachmate's highest profile events. He has authored white papers on technical topics, authored and presided over marketing web seminars, and supplied presentations for the sales force in general. His ability to succeed is innate. I trust that in any situation that Jeff finds himself in, he will ascertain how to meet and exceed expectations.

Again, Jeff is an exceptional employee – one that has the maturity and experience to better any group he becomes a part of. If the opportunity presented itself, I would re-hire him.

If there are any questions, feel free to contact me personally at the above work number.

Sincerely

Ronald Nunan  
Director of Applied Technology