

TO: Whom It May Concern

FROM: Wayne Gilson, VP of Sales Engineering, Attachmate, 1992-2001

DATE: January 20, 2001

SUBJECT: Letter of Referral

It is with great pleasure that I have the opportunity to write a Letter of Referral for Jeff Krukin. Jeff was an integral part of my organization from the day I accepted the position of Vice President of Sales Engineering in 1992 through my departure in 2001.

Jeff started out as a pre-sales engineer in Houston and quickly advanced to Senior Systems Engineer, because of his technical expertise, outstanding presentation skills, and great customer skills.

Because of Jeff's value to Attachmate via his strong communication capabilities, insightful strategic planning on account opportunities and proactive involvement with other important and emerging technologies, I moved Jeff into the position of Strategic Communications Manager. This position was the highest non-managerial level position within the Sales Engineering organization.

I always considered Jeff in the top 10% of all my employees at Attachmate, which at times numbered over 80 personnel. Jeff is an outstanding team player, with uncanny presentation skills. He was also one of the most professional technology presenters within Attachmate.

If I had the opportunity I would not hesitate in hiring Jeff again. Jeff is a true professional in all aspects of Sales Engineering.

Wayne Gilson
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