

# GOVERNMENT TECHNOLOGY

Solutions for State & Local Government in the Information Age

May 27, 1997

RE: TIFFENY MULLALY

To Whom it May Concern,

During the last year I have worked with Ms. Tiffeny Mullaly in fulfilling her responsibility of marketing and securing contracts in the state government and education markets. It has been exciting to witness the many awards and resulting opportunities she earned for Tangent.

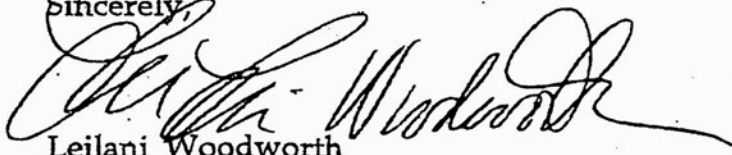
Tiffeny's forward thinking helped lead Tangent into focusing on this lucrative market and winning 90% of their revenue from contracts in the government and education market.

Tiffeny's sense of market sales events and strategy surpasses even what we at Government Technology know on a local level, and we are the information "hub" of the market with the only national magazine and eight major conferences.

I can recommend Tiffeny as an invaluable resource to any company who is considering entering or expanding their presence in the government and education markets, or who is looking for increased sales in any area. She gets results. She also has a very high care-factor for her clients, her area of responsibility, and getting expansion.

If you have any questions please feel free to contact me at (916) 363-5000 x 317.

Sincerely,



Leilani Woodworth  
Government Technology

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