



TEGRITY

August 10<sup>th</sup> 1998

To whom it may concern,

Ms. Mullaly acts as a consultant to our sales organization in order to better identify the contract vehicles and channel partners required to market our unique set of products to the educational market. Our emphasis in our marketing strategy is the K-12 instructional technology market.

Ms. Mullaly is invaluable in identifying grants, initiatives and other strains of government funding that provides for products such as ours to American public schools. This helped focus our resources on a key set of criteria that identifies K-12 school prospects, channel partners and decision makers within the educational system.

This helped in the creation of a unique set of authorized channel partners who sell IT products almost exclusively to state government and education clients. More significantly, Ms. Mullaly was an instrumental factor in building our relationship with Acer America that resulted in the co-development of a set of products for education. These products are geared towards many of the computer-based managed or "Smart" classroom initiatives found in the K-12 and higher education markets.

I strongly recommend Ms. Mullaly to any company who is looking for a competitive edge to entering/expanding their presence in the state government and education markets. We are very pleased with our association with Ms. Mullaly and look forward to our continued relationship. If you have any questions please feel to call me at 408.369.5150 ext. 126.

Best Regards,

Michael Gjerstad  
Director of Sales