



To Whom It May Concern:

It is rare that I have the chance to write a letter commending someone of such remarkable qualities. I have had the distinct pleasure of knowing Mr. Roy Sequeira both personally and professionally over the past twelve years. During that time, I have seen him fundamentally change the way things were done at firms we were at. Mr. Sequeira implemented a number of major programs during his tenure at Stratus. He created a model of the service business that was most useful in forecasting how and where new products affected Customer Service in terms of resource deployment and financials. His contrarian analysis of a major proposal saved the company from being blinded by a seemingly attractive opportunity that would have cost the company dearly had it been accepted. At Concurrent Computer he created a program to provide the executive team with accurate and timely on-line service revenue forecasts and provide field management worldwide with timely information on contract renewals. This successful effort allowed us to reverse a declining trend in service revenues. He then created a similar on-line system to manage the sales pipeline and forecast sales. He also found ways of containing costs by using the forecasts to fine tune-manufacturing schedules.

Mr. Sequeira's focus on serving the company is testament to his career commitment to profits, quality management, and service in the industry. He is a man of integrity and incredible intelligence. He approaches everything he does with enthusiasm that is contagious and motivates others to achieve their true potential. Roy is a true friend in addition to all his other amazing attributes. He is someone people feel comfortable to turn to for help. Whether that person is a receptionist or a fellow executive, Roy is always available to lend a needed ear or helping hand. I am confident he will bring success to wherever he decides to go. If you have an opportunity to hire Mr. Roy Sequeira, you are adding to your staff someone who will bring immeasurable wealth to whatever the endeavor. Please do not hesitate to call or write for additional information about this exceptional person.

Sincerely,

A handwritten signature in black ink that reads "Robinson".

Thomas D. Robinson
President