



International Business Machines Corporation

33 Maiden Lane  
New York, NY 10038  
212/493-2000

February 13, 1997

Subject: Gerd W Naschenweng -- Reference

Dear Sir or Dear Madam:

I had the pleasure of working with Mr Gerd W Naschenweng from November 1991 until September 1996. During this time we were both employed by Genesis Software and Consulting, an Austrian firm, on a contract for the Standard Bank of South Africa in Johannesburg, South Africa. In the first two and one half years of the contract Mr Naschenweng was responsible for designing, coding and implementing the Customer and Product software systems for the client. In addition, Mr Naschenweng provided hardware and software technical support to my team that was responsible for the client/server infrastructure, design of product cross-selling, and coding of manager's department software. Mr Naschenweng was able to make contributions at all levels of our work.

During the remaining two and one half years of the contract Mr Naschenweng asked for and was given additional responsibilities. He became the technical expert on the complete IBM OS/2 platform -- hardware and software on a team that had in excess of 50 programmer/analysts. Additionally he performed analytical and managerial tasks such as developing a project plan for the full application development life-cycle, function point counting, and negotiating requirements with the business end-user.

In addition to the work performed directly on contract, Mr Naschenweng provided marketing support for the firm and increased his technical expertise by learning the Microsoft Windows and Internet environments. He has a broad understanding of the entire client/server environment.

I think the greatest compliment a project manager can offer to a past staff member is the willingness to take that person to a new project. Mr Naschenweng remains at the top of my list.

If I can be of additional services you may contact me at the above address or telephone me on ++212.493.2304 (work) or ++212.459.1606 (home).

Regards,

  
Martin J Murafsky  
Project Manager