



PIERRE H. KERBAGE

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Austin, TX 78726

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References

Happy Feller, President

TeleDynamics, LLP.
2200 Wheless Lane
Austin, TX 78723-2097
(512) 928-1533
happy@teledynamics.com

I have known and worked with Happy Feller for nearly 15 years. Worked with him as a client, a Vendor, and much more. He is extremely familiar with my work and what I have done for over a decade

Ed Schiffman, President

Veco Holdings, LLC
7468 Treeline Drive
Naples, FL 34119
(913) 568-7080
Edschifman@aol.com

I have known and worked with Ed Schiffman for over 25 years. Worked with him as a client, as a marketing consultant, and much more. He is also extremely familiar with what I have done for over 25 years

Roger Doyle, President

Dynam Communications
PO Box 701321
Dallas, TX 75370
(972) 746-9417
rdoyle@dynamcommunications.com

I have known Roger for over 10 years. Worked with him as a client. He is also extremely familiar with my work. "Being an authorized VAR with Zultys Technologies, there were numerous times where I reached out to Pierre for advice and assistance. Pierre always offers advice, suggestions, and documentation at all hours of the day and night that has helped me a great deal! He has truly been a GREAT resource for Dynam Communications. I can't say enough good things about Pierre!"

Bill Parker, President

Parker Data & Voice, LLC
96 FM 2550 Rd
Huntsville, TX 77320
(832) 579-7528
bill.parker@parkerdatavoice.com

President/Owner, Parker Data & Voice (business partner/Channel VAR)

“I have found a friend and business associate in Pierre. His knowledge and experience in the IT and Telcom arena are quite vast. Pierre is one of those individuals with a true passion for what he does and you know it from the very first moment you meet him. His energy and drive for meeting people, making friends and participating in the great game of business seem to come naturally to him. I highly recommend Pierre as a businessman of good character and ethics and as a friend who lives by the golden rule. Pierre is the type of businessman who truly partners with clients and vendors with the goal of success for all. Get to know him and you'll be impressed too!”

Zack Schuler, President/CEO

Ninjio, LLC
9241 Reseda Blvd. #200
Northridge, CA 91324
(805) 501-2505
zack@ninjio.com

“Pierre is one of the most brilliant thinkers of our time. He leverages an "outside of the box" approach to problem solving and in crafting solutions that meet the industry's needs. On top of that, the speed and accuracy at which Pierre executes is second to none. Stated simply, he is a man that can get things done.”

Steven Bruno, Major Account Representative for Poly

Now at Code Software
(404) 386-3803/Mobile and Text
steven.b.bruno@live.com

Steven and I worked side by side and were the highest achievers in the division at Poly (my latest employer). He was also laid off as well

Aaron Ingegneri Major Account Representative

Poly
aaron.ingegneri@poly.com or aaroni61@gmail.com
(480) 495-3501 / Mobile and Text

Aaron and I were the top performers at Poly

Jessica Lee, Director of sales - Level III communications now Century Link
Jessica.Lee@centurylink.com or jessieblee@gmail.com
(512) 922-0663

“I’ve worked with Pierre over the 8 years I’ve been in telecom, and I have the utmost respect and admiration for him as a businessman and as a person. I’ve always looked to Pierre as a role model because he is able to turn every opportunity he touches into a success, and he does so with integrity. He has a true passion for his work, and for life in general, that’s undeniable once you’ve had the pleasure of working with him....he genuinely loves to help people. I highly recommend working with Pierre for any telecom need - you won’t be disappointed!”

Marvin Berger, Senior Telecommunications Consultant
Mavenspire, Inc.
(703) 304-7339

marvberger@gmail.com

“Pierre is a devoted family man. A very hard worker. Has an extraordinary business acumen. Highly intelligent. Is personable. Possesses a great sense of humor and an infectious laugh. As a business partner to him, he has demonstrated an extraordinary high degree of integrity and commitment. He is a rare individual and I highly recommend him.”

Robert Hicks, *Account Executive, Network Logistic (colleague)* - reported to me
robhicks3@gmail.com
(512) 674-1402

“Pierre is a wonderful person, employer and employee. He always takes the time to make sure his employees and clients are properly taken care of. I would recommend him for any position to any client at any time.”

Richard Avery, President
Titanium Computing, Inc.
(607) 760-9760
ravery@titaniumcomputing.com

“I came to Austin and planned to take the 1st job I got and get on my feet and then hunt for another one. Pierre changed that, I was quickly thrilled to work for him and to thrive in the energized company he created. What planned to be a short stay for a few months turned into 13 months at NLI. The reason I left were 2 major reasons, 1) was I needed to get a gov't job to keep my clearance as you lose it if you don't use it for a 2 year time span. 2) Pierre and his wonderful Wife Susan decided to sell the company. NLI was still a great company with fantastically skilled folks, but for me something was missing. If I ever was in need of a job I would look to join Pierre at whatever company he was at because of how much I enjoyed his energy and dedication. You can never go wrong working with him, as a customer, a client or a co-worker.” March 18, 2009

Chris Godwin, Unix Sys Admin, Network Logistic, Inc. (colleague) – Former employee
reported to you
(512) 553-2358
patchshorts@gmail.com

“Pierre is a unique individual, one in which I'll never forget. Pierre continually extended every drop of his support to his employees. Regarding technicians, Pierre seeks to understand the woes of IT and its effect on us as individuals. He regularly combats outside forces in order to maintain an environment that nurtures skill and problem solving. Pierre has an open door policy as he would lend an ear to an audience of anyone in the company regardless of rank, position, et cetera. Several times we techs would be required to work until 3am, during which Pierre was with us, seeking to eliminate the pain points of our jobs by experiencing the issues from our perspective. He mirrors what he expects from others, never asking anyone to do anything he himself would not do.”

Rich Fisher, Vice President
TIAA-CREF
(913) 927-0011
TIAA-CREF
hordeforlifepodcast@gmail.com or chargerrich@yahoo.com

“I have been blessed to work for many exceptional companies and with many exceptional people. However, in my nearly two decades of working in the field of technology, I have learned the most from Pierre. Pierre is hands down the most knowledgeable business person that I know and it was a pleasure to work with him for nearly a decade. I would have no hesitation in recommending Pierre to any organization that needs a business or technology leader who is able to confidently lead an organization. Now if I can just get Pierre to realize how much better American football is than soccer, the world would be a better place.”

John Dolan, President

IDEACOM Communications Group, Inc. (New Jersey)

(973) 559-8477

jdolan@ideacom-NJ.com

16 Grove Avenue

Verona, NJ 07044

"I've had the opportunity to see Pierre in action on a number of occasions. My first experience was a webinar where he presented an overview of the MX platform, and thoroughly impressed me w/his extensive product knowledge and dynamic presentation skills. Just recently I had the privilege to attend a 2-day MX sales training class where he exceeded my expectations by sharing a vast amount of information in a short period of time; a truly worthwhile event. A few of his many qualities that stuck w/me from the training include his ability to stay focused and on track, his punctuality, and adding just enough humor to keep it interesting and fun.

Pierre is extremely knowledgeable, and has a wealth of experience that he's eager to share. To say he is a valuable resource would be an understatement. Although he maintains an infinite schedule, he makes himself available where needed. I'm not sure how he gets it all done, but he does. He's a dedicated professional w/a lot to offer.

It is an absolute pleasure to work w/and learn from Pierre."

John Rothgeb

johnr@rothgeb.net

(512) 695-5301

Sr. Sales Engineer

"I have had the pleasure of working with Pierre in several capacities: when he was a Pervasive partner, a Pervasive Director and as founder of NLI. He is a serial entrepreneur and one of the best salesmen and business persons I have known. He has an unusual combination of technical AND sales skills in addition to business savvy. He is high energy, highly intelligent and skilled, professional, uniformly supportive of all those around him on top of being a technology visionary, an excellent manager and above all fun to work with and be around! His approach to sales and customers starts with listening and understanding their needs and ends with solving all the problems and an unwavering commitment to customer service. Given a chance to either work with or for Pierre or hire him to do work I would jump at the chance again."

Greg Homoya

ghomoya@yahoo.com

(512) 560-9527

Director of Sales – Cumulus Networks

General Manager, Network Logistic, Inc. (colleague)

reported to you

“I had the opportunity to work for and with Pierre during my tenure at Network Logistic. Pierre is truly innovative in his approach to his business and believes in building trust amongst his clients and proving that out with the delivery of solutions that solve business needs. I learned a great deal while working with Pierre and greatly appreciate the opportunity to help build a business working under his guidance. I would recommend Pierre in any endeavor he pursued.”

Arthur Chyten

(512) 762-6000

juice_aka_ace@yahoo.com

“Pierre will allow the employees of this company to be involved in the decision-making process. He works harder than anyone that i have ever been associated with. If he was employed at your business, it would remain the same. He is fair to the workers, and honest to the clients. Integrity is his middle name. I have been here over 5 years, longer than any other, so I have seen the company grow with Pierre at the Controls.”

Gerardo A Dada

Director of Marketing, DataCore Software

gdada@hotmail.com

(425) 283-6287

“Pierre is a no-nonsense business guy, an incredible entrepreneur and a great friend. During the time we worked together he had great ideas, drove the channel strategy and executed beautifully. Best of all, I loved working with him.”

Mark Lassoﬀ, President – Framework Television

(203) 292-0689

1000 Lafayette Blvd Suite 1100

Bridgeport, CT 06604

mark@frameworktv.com

“Pierre is a result oriented, profit focused manager who has taught me about the true value of focus and profit orientation in business. He manages with just the right amount of pressure and slack and knows how to create a warm, family atmosphere in a medium sized business...” January 25, 2008

Paul Williams, CISSP, CISM at Paypal

(512) 785-7040

contactpaulwilliams@yahoo.com or pauldwilliams@live.com

*Senior Systems Engineer, Network Logistic, Inc. (colleague)
reported to you*

"Pierre Kerbage is a premiere businessman and phenomenal salesman. His life has been a string of successes equaled by few. And those successes have not come by chance but by being the hardest working person I have known. Pierre relishes new challenges. While most people are sleeping, Pierre is putting those challenges to rest. Pierre's intellect and determination for knowledge make him one of the most diversely educated people I know and extremely well-versed on any topic within technology as well as in any subject in general. I worked for him from 2002-2004 as an engineer. As the owner of Network Logistic he took a personal interest in welfare of his employees and their families, which so endeared him to me that we have been friends and colleagues ever since. Pierre understands that people are what matter in business. As such, he treated his customers as he would wish to be treated. I've seen him go to the ends of the world to attempt to make every customer happy, regardless of whether they were in the top 1% of the firm's revenue or bottom 1%. Pierre's instinctive understanding of the customer, the market, and the product combined with his business acumen make him the first person I would recommend to any corporation that seeks an advisor of the highest integrity to a top position."

David Baldassari

Hemisphere Communications. Inc.

5655 South Park Avenue

Hamburg, NY 14075

(716) 646-1773

dbaldassari@hemisphere.net

"I have known Pierre about fifteen years and I have always been impressed with his professionalism and his ability to assist whenever he can. He has always taken the time necessary and done whatever he could to further the growth and scope of the company. He has extensive product knowledge and ability to translate into how it would benefit the consumer. His presentation skills and understanding of how business operates makes him a powerful individual within the industry. I highly recommend and endorse Pierre."

Roger Doyle

President at Dynam Communications

rdoyle@dynamcommunications.com

(972) 746-9417

"Being an authorized VAR with Zultys Technologies, there were numerous times where I reached out to Pierre for advice and assistance. Pierre always offers advice, suggestions, and documentation at all hours of the day and night that has helped me a great deal! He has truly been a GREAT resource for Dynam Communications. I can't say enough good things about Pierre!"

Larry Dorie CEO, Rhub Communications (business partner)
4340 Stevens Creek Blvd. Suite 282
San Jose, CA 95129
(650) 787-9389

ldorie@rhubcom.com

was with another company when working with you

“Pierre is one of the highest energies and competent sales professionals I know. His enthusiasm is contagious, his product knowledge complete, his work ethic outstanding and his results amazing.”

Margaret Andrews has endorsed your work as Senior Vice President - Global at Zultys, Inc.
510 Logan Mill Rd.
Boulder, CO 80302
(720) 273-1075

mandrews303@yahoo.com

"The quintessential professional, Pierre has the depth and breadth of knowledge to excel as Executive VP of Sales. He is results oriented and driven by success. His talent to energize sales teams is matched by his charisma with clients while constantly striving to improve customer satisfaction to retain and grow the business. Pierre delivers. He has earned his reputation for integrity and has my highest recommendation."

Frank Costantino (Co-Owner at Excel Communications)
402 Shepherdstown Pike
Halltown, WV 25423
FCostantino@excel-com.com
(703) 929-6563

was with another company when working with Pierre at Zultys, Inc. Pierre has a certain flare with his sales expertise and direction that would have any prospect saying "yes". He has trained me and the staff at Excel Communications on the many faces of Zultys! My experience with Pierre has been nothing short of perfection - THANK YOU Pierre for all that you do.

Chris Galeotti Director of Sales at NetSapiens
1200 Prospect St, Suite 200
La Jolla, CA 92037
(858) 764-5215
cgaleotti@netsapiens.com

Details of the Recommendation: "Pierre works tirelessly to expand, educate, and assist the reseller channel and its ongoing sales efforts. He is an enthusiastic product champion with a deep technical understanding of the hardware, software, and underlying technologies that each is built on. He is unmatched in his ability to provide engaging and thorough product demonstrations with a unique positive energy that is both refreshing and contagious. He is always up to date on the competition and knows how to effectively sell against it. As a manager, he provides solid feedback and morale-boosting positive reinforcement to ensure that his team meets the broad challenges and objectives that are set out before them."