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Mr. Evgeny Avdronov
Agilent Technologies
Tomsk Russia

RE: Capabilities of Ron Stipek

29 January, 2014

Dear Mr. Avdronov,

I'm writing on behalf of Ron Stipek to validate his capabilities as a businessman, consultant, and technology broker.

I'm Mark S A Smith, founder of Outsource Channel Executives, Inc, a technology channel enablement company working with organizations such as HP, IBM, Oracle, and so forth. I've worked with technology sales and marketing since 1982, starting at the HP Colorado Springs Division, now a part of Agilent. More details about me at <http://MarksOnLinkedIn.com>

I've known and worked with Ron Stipek since 1986 when he reported to me in the role of sales development when I was Director of Sales at Minc, Inc. Since then, Ron and I have been involved in various projects concerning technology sales. Ron tells me that I was his last boss.

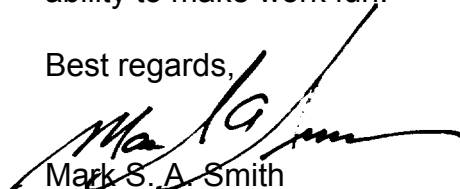
Of all of my business partners (other than my wife), I have the most trust in Ron. He is always looking to do the right thing for his clients. He isn't greedy but insists on fairness. He has the rare ability to have long-term vision and yet deliver short-term execution.

With Ron's experience in directing technology R&D to create viable and profitable products, he is one of my go-to experts when I need to bring new technology to market. Ron has a deep network of experts in many different areas, so if he doesn't have direct knowledge about a market or technology, he knows who does.

While Ron's ability to negotiate is excellent, he doesn't always drive for the best deal for himself. Yet he always negotiates deals that both sides want to keep, and in my book that's a skilled negotiator.

Without hesitation, I can validate Ron's business ability, character of integrity, and his ability to make work fun.

Best regards,



Mark S. A. Smith

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