

From: Vince Boswell
Sent: mardi 10 mars 1998 09:49
To: Gerard Polo
Subject: FW: Gerard Polo in the Iscor Account

Hi Gerard,
This is a copy of the mail I sent to Didier FYI.
Once more thank you for your willing help and advice. I appreciate it very much.

Vince Boswell

E-mail vince.boswell@digital.com
Telephone +27 (0)11 320 4403
Cellphone +27 (0)82 553 9329
Fax +27 (0)11 320 4342
DTN 756 4403

Hi Didier,
Firstly, thank you very much for allowing Gerard Polo to come out to South Africa recently to help us with the Iscor account.
Gerard has had a big influence in this account. His first influence started with the presentation to Iscor in early December 1997. Iscor were very impressed with the presentation and it was as a result of that presentation and one done in Boston to other people from Iscor that Iscor first started to have a serious look at Digital.
When Gerard was out here at the beginning of the month they were further impressed with his advice and knowledge. As a result Iscor would like to see Gerard out here again to discuss further architectural matters with him at a later date. He has very definitely made a very good impression with Iscor.
Gerard has been a godsend to us here in South Africa because we only have two certified Basis Consultants who have to manage 12 sites. In addition they have not got expertise, experience and knowledge anywhere close to that offered by Gerard. The two Basis guys have welcomed his input as they have a lot to learn from him.
Once more, many thanks for making Gerard available to us in South Africa.

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