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To whom it may concern:

I have had the pleasure of working with Russ Lombardo while he was employed at FrontRange Solutions as Director of Sales. Russ's job was to work with the Value Added Reseller Channel of which I am a member. In his leadership roll we had to work with him many times and I have always found him to very professional and have high moral values. A man of experience, and wide knowledge in CRM made him valuable to work with for our company.

I was a member of CPAC (Channel Partner Advisory Council) to FrontRange. Russ represented FRS and exhibited fair and open-minded leadership. He was always contributing good ideas and had a willingness to work through a problem and find a win-win solution for everyone. In my opinion he is a good team player.

I have heard Russ speak and he has always been well prepared and had interesting topics that were related to the industry. He has lots of insights about selling and the selling process from marketing strategy, to closing sales and project management. He can relate with stories about personal observations and success stories.

I can happily recommend Russ as a man of integrity. If I may assist your decision to work with him in any way, please feel free to call me at 214-803-7970.

Sincerely,

Edward F. Buckley
VP Sales and Marketing