

February 1, 2011

To whom it may concern:

Having the opportunity to collaborate with Jeffrey Barnosky on multiple hardware and software sales over the last four years, I have seen many of his distinguishable attributes that have continually proven invaluable to his organization. His diverse understanding of information technology and business operations were vital in the large scale digital imaging technology hardware and software refresh with over seventeen locations in multiple states and several remote rural offices.

During the technology refresh in 2008, we worked together discovering the needs of each location, customizing the hardware and software, identifying standardization of the fleet, and configuring a custom embedded application with the equipment to streamline workflow and decrease processing time for new business applications. Mr. Barnosky's direct involvement throughout the process ensured that we were 40% below his equipment budget without sacrificing hardware or servicing. His coordination efforts made it possible for our implementation to be seamless to his end users during the busiest quarter of the year for his company.

Most recently, Mr. Barnosky asked me to meet with him and brainstorm on other ways he could reduce operational expenditures and increase productivity of his end users. Together we began uncovering specific data that showed high monthly expenses with the sales department's use of color digital imaging and in-line finishing equipment. Over a period of just a few weeks Mr. Barnosky uncovered two hardware and workflow inefficiencies that resulted in over \$150,000 per year in hard cost savings for his company.

His self-starting attributes and team focused drive for operational improvement has been seen time and time again. The ethical standards that Mr. Barnosky abides by and the data driven approach he takes with his career proved on many accounts to be extremely beneficial to his company's bottomline and overall efficiency. I would be honored to recommend the work of Mr. Barnosky at any level of information technology operations, and I am certain that he will continue to prove himself exemplary within any organization.

Sincerely,

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