



To Whom It May Concern:

Many times in my business career I have been asked to write a letter of reference. I will only do so if someone has lived up to their word and fulfilled their promise to me or our company. So it is my pleasure to write a letter of reference for the team at Dominion Sales and Marketing.

I'm sure you understand that the technology business is pretty dynamic and at IP Applications we deal with some very significant clients and are a publicly traded company. So we have to move quickly and do not have much margin for error. We engaged Dominion Sales and Marketing for the creation of a comprehensive agency program that is an integral part of our strategy after looking at several other firms. What was important to us was their understanding of our environment and willingness to put skin into the game when it came to the program's success.

What counts most is hitting deliverables in a fast paced environment, and on this the Dominion Team came through and brought added value throughout the process. The best reference is always if you would hire someone again after your experience. We look forward to a continued relationship with Mr. Dawson and the Dominion Team.

Please feel free to contact me if you have any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Darren Dumba', written over a horizontal line.

Darren Dumba

Executive Vice President Sales & Marketing

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**IP Applications Corp.**

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