

November 2, 2004

From: Mr. Bob Pues  
Director of Sales  
EMC Corporation  
4500 Salisbury Road  
Suite 105  
Jacksonville, FL 32216

To whom it may concern:

One Eighty Consulting, and its predecessor Don Yaeger Consulting, has successfully represented EMC in Tallahassee for the last 10 years. As a company that uses lobbyists in many different states, I can attest to their strong work ethic and positive results that make this partnership successful. Specifically, the responsiveness of their team to our needs has been excellent and it is so year-round. Because the nature of our business is predominately with state agencies, their constant availability is one of the aspects of our relationship that I appreciate most. I know of other sales staffs at companies who have worked with lobbying firms that did not receive the same attention and it has frustrated them and their efforts.

Another aspect of our relationship that has proven to be advantageous for EMC is the fact that the lobbyists at One Eighty know decision-makers up and down the ladder of state government. They know the agency heads, deputy secretaries and chief information officers, but they also know and work with many of the agency staff and end users. This has been very helpful in accessing a clear path to information useful in our developing a winning sales strategy with state agencies.

Finally, One Eighty's recent hiring of Danny Jordan makes them the perfect lobbying firm for a technology company. No other lobbying firm has a former CIO on staff – someone who "speaks" technology - and is able to offer such precise insight to the world of state procurement.

One Eighty helps us on an everyday basis be in touch with Tallahassee's technology decision makers. I would gladly recommend them to you for lobbying in Tallahassee.

Sincerely,



Mr. Bob Pues  
EMC Corporation