

perot**systems**™

Dan,

It was with great disappointment that I learned of your resignation from the company. Given the recent turmoil surrounding Jim Cannivino's departure, as well as other rapid changes at the executive level associated with Mr. Perot's assumption of Jim's role, I am not surprised.

Per your request, I am providing this letter as a reference point for your possible future employment use. The words that I now offer cannot adequately express the degree of respect, appreciation and personal endorsement that I wish to communicate.

During our first career together at Cincinnati Bell Information Systems, you took a fledgling start up organization, built a sales and marketing organization through much early stage turmoil, and developed it into a revenue-producing national powerhouse. All the while, you provided leadership through the chaos of over five company acquisitions and mergers.

In my role as General Manager and EVP, you amazed me as being the only non-engineer I ever meet that had such a positive influence on the way the operations, product development, and the production departments were run. (While at the same time driving the business side of the company!) It was a loss to us all when you left in late 1987 after you passed on the move to Cincinnati.

When we spun off from CBIS to form Comsys, we were all thrilled to have you rejoin us in 1993 and take the lead once more. Once again, you took us on an amazing ride-through the merger with Perot Systems, the great expansion of our business offerings and our growth from a few million in revenue to several hundred million in revenue.

On behalf of myself, the value of my stock options, and my family's financial security, THANK-YOU!

Should you ever need a personal reference in the future, please have whomever contact me .If your exceptional value is not immediately obvious to them, I will be happy to clarify.

Should any company you may join in the future ever have the need for a COO, and your leading the charge, I'm there.

Best Wishes,



Bill Beese
Vice President, Operations
Communications & Media Group