



COMMUNICATIONS MANAGEMENT SYSTEMS

A DIVISION OF CINCINNATI BELL INFORMATION SYSTEMS INC.

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October 1, 1987

TO WHOM IT MAY CONCERN:

As Controller for CMS/CBIS, I have had the opportunity to work with Dan Ferranti over the past few years in his capacity as Director of Sales.

Dan has consistently demonstrated sound judgment and excellent business acumen, both in terms of his day to day management activities as well as his business and strategic planning.

His market analyses have been accurate and he has always managed to achieve the very difficult task of meeting forecasted sales results while at the same time accomplishing them substantially under allocated expense and personnel budgets.

His assessments of various management issues and business trends were often insightful and, in many cases, prophetic; as a result he was sought after for his advice by both myself and the President of CMS.

Additionally, Dan is respected for his honesty and personal ethics, and accordingly I have no hesitation in recommending Dan in a leadership role in any of his future endeavors.

Sincerely,

CHRISTOPHER P. DETTMAR
Controller, CMS/CBIS