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Reference for Javier Naranjo.

To whom it may concern.

Javier Naranjo reported directly to me here at Consona. Javiers responsibilities included both installed based account management and presales technology presentation to both new and existing customers.

Javier managed the relationship with one of our larger Telecommunications customers leading from initial business discussion through toward contract negotiations.

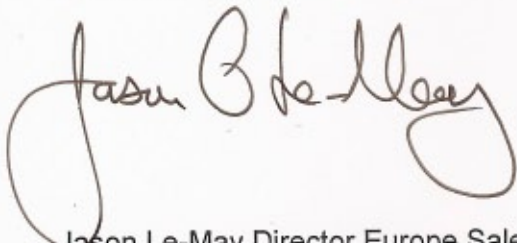
Javier was the focal point in Spain for both the direct and the partner channel. As a valued part of the EMEA team Javier became the Go-To person technically for two core Consona CRM product solutions.

I enjoyed working with Javier, found him well organised, personable and would rely upon him as someone willing to invest the time necessary to review an opportunity and then execute on the agreed account actions.

I wish Javier well in his career and hope our paths cross professionally once again.

I am pleased to recommend Javier.

Yours faithfully



Jason Le-May Director Europe Sales

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