



Client Testimonial (via e-mail)

Xpedion Design Systems – Milpitas, CA
Paul Pickering, VP Sales and Marketing
October, 2006

Hi Laura,

Things are going well here but I have been very busy with the integration. So far so good.

I would be happy to provide a testimonial. Here are some thoughts about our experience with your training:

"The Effective Communication, Sales & Negotiation course enabled our team of Sales Engineers and Applications Engineers to find a common vocabulary and to work together to create a cohesive selling process. We saw tremendous results in new customer growth and selling efficiency. In the 18 months after the training session, our customer base expanded to three times its initial size. More importantly, many of Laura's concepts have become part of our every day language for effectively discussing how we are progressing with customers."

I could also touch base on the acquisition in another testimonial if you would like. (*Xpedion was acquired in late 2006 by Agilent Technologies, Inc. in Santa Clara, CA.*)

Best Regards,

Paul

Paul Pickering

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