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Greetings:

This letter confirms that Dell is currently authorized by Sophos Inc. to purchase Sophos products and services through Sophos for resale to Public Sector end users. They are also authorized by Sophos Inc. to purchase encryption solutions to non-public sector end users.

All of the Sophos products which Dell is authorized to resell are governed by the following Sophos click-through license agreements, the Sophos End User License Agreement or the Sophos Appliance License Agreement, as applicable, which are available at [Sophos.com](http://Sophos.com) for review.

Please accept this as a fully executable Letter of Agency for your purposes.

Respectfully submitted,

Matt Fogelgren  
Director of Channel Sales  
Sophos