

April 1, 2011

To whom it may concern,

Dell has authorization from Laserfiche to offer Laserfiche products to its end users.

Laserfiche provides its products through the VAR/Business Partner channel model. Dell will order Laserfiche products and services through 3<sup>rd</sup> party designated authorized Laserfiche VARs.

Please give me a call if you have any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Dennis Ventilacion', with a long horizontal flourish extending to the right.

Dennis Ventilacion  
District Manager  
800.985.8533 x132  
[dennis.ventilacion@laserfiche.com](mailto:dennis.ventilacion@laserfiche.com)