



The Security Division of EMC



28 November 2011

James T. Brown, Ph.D
President
SEBA Solutions, Inc.
2802 Bellwind Circle
Viera, Florida 32955

RE: Essential PM Solutions Training

Dr. Brown,

On behalf of the RSA Americas PMO, we would like to offer our most sincere gratitude for bringing your very well received Essential PM Solutions training course to our team. As you are aware the PMO at RSA is a new concept; bringing together project and program managers from across the RSA spectrum. With the formation of a new organization and new team within that organization comes certain challenges.

As we began reviewing prospective training partners, SEBA Solutions' creative approach quickly became the clear choice for our training needs. We first required an organization that truly understood the profession from a "been there and done that" perspective. In addition, we have a very experienced team that is highly utilized and you worked with us to tailor the course to our needs.

Key to a successful training session was the ability to keep the team engaged. You were able to effectively present material ranging from standard PMI concepts to nuanced and more integral soft skill concepts. As we have a team ranging in experience levels; everyone that participated came away with the same comment. In short, this was the best training that they had taken around project management in a very long time. Dr. Brown, you should be commended on your direct and entertaining approach to the subject matter. Keeping very busy "billable" professionals engaged is no small feat.

From a management perspective, we could not have asked for a more straight forward process. Once we detailed our requirements via a few discovery discussions, SEBA presented a proposal that not only met our time frame but was customized to our organizational needs. Flexible scheduling and availability, along with a price point that rivaled our internal options . . . the decision to bring SEBA Solutions into our organization became a "no brainer".

Again thank you for a tremendous session and we look forward to working with you in the future.

Sincerely,

Christopher M. Allen

Christopher M. Allen, PMP
Sr. Practice Manager, RSA Americas PMO