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RE: Dell EMC Partner Program partner

Dear NEXT engineering:

This letter is to certify that you are a Dell EMC partner participating in the Dell EMC Partner Program. This relationship enables you to resell Dell EMC products and services in accordance with your reseller terms of sale that you have in place with Dell EMC authorized distributor or directly with applicable Dell or EMC entity, and the Dell EMC Partner Program Agreement and can help:

- Provide you with numerous options of Dell EMC products and services,
- You simplify your customer's IT by reducing the cost and complexity of your solution,
- Speed up deployment time on your orders, and
- Your business run faster, better and smarter.

Please feel free to contact us to learn more about Dell EMC's cutting-edge products and solutions, and how they can benefit your customer's business. We look forward to doing business with you.

Warm regards,

A handwritten signature in black ink, appearing to read "Michael Collins".

Michael Collins
EMEA Channels