



October 7, 2014

Mr. Ethan Assal
Versolve
9916 Logan Drive
Potomac, MD 20854

Dear Ethan,

I am writing to let you know how much Blue Ridge Networks enjoyed and appreciated working with Verasolve over the past year. We have been impressed by Verasolve's ability to understand the complex cybersecurity industry, responsiveness to the continually evolving needs of Blue Ridge's initiatives, and commitment to helping our company succeed.

As you know, Blue Ridge hired Verasolve to develop a public relations and marketing strategy designed to increase awareness of our brand with enterprises (financial services, health care and retail) and consumers (individuals and small business owners) – and Verasolve did what it set out to do.

We particularly appreciated Verasolve's assistance in cultivating favorable expert reviews of AppGuard, Blue Ridge's anti-malware software, with PCMag.com and others. Your assistance with producing and distributing a national press release in connection with the launch of Tech Fortress Powered by AppGuard for its subscribers, helped us successfully initiate our relationship with AOL. Verasolve's initiatives concurrent with the sunset of Windows XP in arranging interviews with CNBC and citations in CNBC.com and NBC.com helped expand awareness of our unique offerings.

As you know, Verasolve worked with Blue Ridge on a variety of marketing projects, including updating the company's marketing collateral (including brochures, coupons, product comparison charts, and so on); crafting a strategy for revamping the company's websites and launching a blog; and expanding the company's social media presence on Facebook, Twitter and LinkedIn.

Verasolve's public relations and marketing efforts increased general awareness of Blue Ridge Networks and AppGuard and helped generate enterprise and consumer leads for the company. It's been great working with you and your team, and I won't hesitate to recommend Verasolve to other companies looking to improve marketing materials, build brand recognition and generate leads.

Please accept our thanks for the valuable service you and the Verasolve team provided to Blue Ridge.

Sincerely,

A handwritten signature in black ink, appearing to read 'John B. Higginbotham', written over a light blue horizontal line.

John Higginbotham
CEO, Blue Ridge Networks