

SOFTWARE AG

From: Datta, Raj
Sent: Friday, February 08, 2019 9:57 AM
To: Yurich, Joseph; Atkins, Regan
Cc: Djavadi, Nyara
Subject: Re: AE feedback- Robert DiRita

Awesome! This is the stuff I love to hear.

It would be great to get some 1 on 1 time with Robert in Madrid if possible. Would be great to hear more from him.

Raj Datta
President, North America

From: Joseph Yurich <Joseph.Yurich@softwareag.com>
Date: Friday, February 8, 2019 at 8:47 AM
To: "Atkins, Regan" <Regan.Atkins@softwareag.com>
Cc: "Datta, Raj" <Raj.Datta@softwareag.com>
Subject: RE: AE feedback- Robert DiRita

Thanks for the note Regan. I'm excited for what's in store for Robert and you this year!

@Raj – some good feedback from Regan re Robert DiRita.

Joe Yurich
Divisional Vice President, Sales

From: Atkins, Regan
Sent: Friday, February 08, 2019 8:15 AM
To: Yurich, Joseph
Subject: AE feedback- Robert DiRita

Joe,

I feel this is worth keeping you informed about-

I have now been on 2 meetings with **Robert DiRita and I am extremely impressed with how diligent and well prepared** not only with meeting content but also research into the people and the Corporation. Together with his strong relationship focus and hunter type personality I am extremely optimistic for what 2019 holds for our Team.

We met with the CTO at OUC yesterday and it's clear that his executive presence as well as years of Enterprise sales experience combined with previously mentioned relationship building skills is laying a strong foundation for the future success, I predict at many of his accounts.

Regan Atkins
Regional Vice President, Sales
