



Feb 11, 2013

To whom it may concern.

I have been working with Irwin Lambersky for the past 14 years in regards to our EMI solution needs and supply issues.

Irwin helped in many instances to drive from day one, cost effective solutions that meet our design and product integrity needs. He is actively working with both design and operations to ensure an effective choice for EMI applications while ensuring a seamless introduction to production. He also helped to find cost reduced equivalents and alternatives to EMI solutions on several of our products like OME, OM5000, OM3000, etc. that allowed Ciena (formerly Nortel) to switch supply and achieve great savings.

One thing that I would like to highlight that is outstanding about Irwin, he always provides excellent customer service especially in a shortage situation. He is my go to person for getting EMI parts and he always delivers.

I look forward to discussing future business he can bring to the table.

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