



**Interview with Kathleen Barclay, Ph.D., Director Worldwide Field Training, Sun Microsystems, Santa Clara, CA:**

1. ***Please briefly describe the work Paul Tatge did with you.***  
Paul assisted my Global Training Group at Sun Microsystems to implement the foundation of a Business Television network in North America. This program, and office installations, eventually spread worldwide.
2. ***What do you see as his value-add; how is Paul different from other consultants you've worked with?***  
He was very straightforward about what would work and what would not. He did not try to upsell his services or the amount of equipment needed. He assisted us to gather RFPs and interview potential vendors correctly, asking appropriate questions to be sure we got what we were asking for.
3. ***What are Paul's strengths?***  
He related well with the multiple people/groups involved in the project. He was direct in his recommendations, yet careful to listen and clarify for real need.
4. ***Where could he improve?***  
I can't think of any area at this time.
5. ***Would you hire Paul Tatge again?***  
Yes.
6. ***Is there anything else you'd like to add?***  
Paul provided consulting on the technical and support aspects needed to create a successful operation.

**American Communication Services, Inc.**

277 North Bay Court  
Lake Barrington, IL 60010

Phone: 630-235-1701  
ptatge@accicom.com