

November 20, 2016

To Whom It May Concern:

I wish to offer my wholehearted recommendation for Sue Goltyakova for any marketing leadership role.

Sue has been a terrific marketing leader and collaborator at Netskope. She is smart and diligent, and goes the extra mile for all of her teammates, whether they are in field sales, management, or across-the-pond marketing colleagues.

Sue ran marketing for all of our EMEA regions and was responsible for honing corporate messages to be relevant to Europeans, managing the goat rodeo of campaigns to various regions, and thinking through even the smallest details about marketing programs. Sue engaged with the field teams to help them make the best decisions on how to allocate their marketing budget wisely, and aggressively collected results for better decision-making next time. During her tenure, Sue led the creation of some incredible content, including our market-leading thought leadership on EU privacy legislation as it relates to cloud services, as well as managed our local press presence, enabling us to crush our competitors in share-of-voice and put our company on the map in a big way.

Sue is extremely bright, well-rounded, and just adds a world-savvy element to any team. She has an unmatched situational awareness of geopolitical issues, and brings a holistic understanding of world politics, economies, and other issues to the table. This awareness benefits both our information security company and the marketing team in a number of ways. Sue is also very funny, bringing lively jokes and fun to the team.

Please feel free to reach out if I can provide more detail about Sue's hard work and leadership on the marketing team at Netskope.

Sincerely,

Jamie Barnett, Chief Marketing Officer
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