

Friday, May 8, 2026

To whom it may concern,

I wanted to provide a letter of reference for my friend Tony. He and I worked together at Alien Vault (Now AT&T Cybersecurity), where he held a key position on the Sales Engineering team. This team was responsible for the POCs of Managed Detection and Response. However, His role encompassed much more.

In the realm of SASE, he was responsible for integrating and successfully completing the POC. In short, he accomplished this and exceeded the expectations of his customers, AT&T Cybersecurity management, and executive teams.

He is intimately familiar with the appliance sprawl, complexity, and challenges of integrating multiple disparate technologies and the time it takes to get all this to work. His qualifications are above the best, but what makes Tony exceptional is his customer-first attitude, low ego, and relatable mannerisms, which draw customers to him like a magnet.

He has the steel and the personality that would make him a perfect fit for any role he wants to tackle. If you would like to schedule a time to discuss Tony, please email me, and we can schedule it.

Thank you,

A handwritten signature in cursive script that reads "Douglas Smith".

Douglas Smith

Inside Sales Manager

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