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Mr. Brad Werner
Senior Vice President
Mr. Mark Christerson
Senior Associate
CB Richard Ellis, Inc.
225 W. Santa Clara Street, Suite 1050
San Jose, CA 95113

Dear Brad & Mark;

Thank you for your efforts on our behalf in the successful sublease of the former Brio headquarters building in Santa Clara. We are very happy with the terms of the transaction that you negotiated with Foundry Networks. We appreciated your responsiveness, analysis of the various proposals we received, your insights into the market, and the competitive environment that you were able to create. Thanks again for your hard work.

To whom it may concern:

I would highly recommend using Brad & Mark for your real estate transactions. We acquired Brio Technology and in the acquisition assumed Brio's lease for 140,000 square feet on Great America Parkway in Santa Clara. The acquisition closed at the low point of the dot com downturn with vacancy in Santa Clara exceeding 40%. Brad & Mark were able to negotiate a transaction in which Foundry Networks took occupancy of the building within months of our moving out.

Please feel free to contact me if you have any questions.

Sincerely,

Vincent A. Laurentino
Real Estate Director
Hyperion Solutions Corporation