tag systems®

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To Whom It May Concern,

It is my pleasure to recommend Henry Fonseca.

Having known Henry professionally for many years, I have had the opportunity to see firsthand the qualities that make him an exceptional business development professional and a trusted partner. His reputation has never been built on promises or sales pitches, but on credibility, consistency, and the genuine relationships he has cultivated throughout his career.

What sets Henry apart is not only his extensive experience of more than two decades in payments and financial technology, but also the confidence he inspires in those around him. In an industry where trust is often the deciding factor behind successful partnerships, Henry has consistently demonstrated the professionalism, integrity, and sound judgment that earn lasting respect.

One of Henry's greatest strengths is his ability to connect with people at every level of an organization. Whether engaging with founders, CEOs, executives, or operational teams, he has a remarkable ability to transform introductions into meaningful, long-term business relationships. He understands that sustainable commercial success is not about selling a product—it's about understanding a company's objectives, identifying opportunities, and creating value that benefits everyone involved.

Henry combines strong commercial instincts with patience, professionalism, and a genuine willingness to listen. He takes the time to understand each client's challenges before recommending a solution, and that thoughtful approach has enabled him to build an impressive network of trusted relationships across the global payments and fintech ecosystem.

Throughout our professional interactions, I have particularly admired his ability to bridge strategic thinking with practical execution. He understands the realities of operating in fast-moving and highly challenging industries, navigates complex stakeholder environments with confidence, and maintains focus until opportunities become successful business outcomes.

Equally important is Henry's character. He is dependable, collaborative, approachable, and someone who consistently represents both himself and the organizations he works with in the best possible way. He follows through on his commitments, communicates with transparency, and values long-term partnerships over short-term wins. Those qualities are increasingly rare and have earned him the respect of colleagues, clients, and partners alike.

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Henry also brings an entrepreneurial mindset that allows him to recognize opportunities where others see obstacles. He adapts quickly to different cultures, markets, and business environments while remaining focused on delivering measurable results. His curiosity, resilience, and ability to build trust make him a valuable asset to any organization looking to grow strategically and sustainably.

I recommend Henry without reservation, both from a personal and professional perspective. I am confident that he will bring the same integrity, commercial leadership, and relationship-building skills that I have witnessed throughout the years. Any organization seeking a trusted business leader with deep industry knowledge and the ability to develop meaningful, long-lasting partnerships will be fortunate to have Henry on its team.

Should you require any additional information, I would be pleased to provide it.

Sincerely,

tagx®
Intelligent Payment Orchestration

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