

Pete Martinez

From: Anand Daga [a_daga@yahoo.com]
Sent: Monday, June 14, 2010 9:43 AM
To: Pete Martinez
Subject: Prof. Donovan recommendation

Dear Mr. Martinez:

I write this recommendation on behalf of Prof. John Donovan.

I have known John since 1996 when I started work at one of the software companies founded by him. Since then, I have had a chance to work for 3 different companies of his. I have left to go work at other places and have come back to his organization when the opportunity has presented itself. At present I head up the product management division at a tax planning software company (BNA Software in Arlington, VA). My own profile is at http://www.linkedin.com/profile?viewProfile=&key=1837632&locale=en_US&trk=tab_pro.

John is a visionary - he sees further than most people and ahead of most people. His optimism and foresight may often be mistaken for irrational exuberance, but time has usually validated his ideas. While most people may be grasping with what John may have seen / said years ago, John has clearly moved on to the next idea. He needs a cast / team that is willing to work as hard as he does, have faith and execute.

John has met with very high ranking executives all over the world. He can win them over with his ideas and charm as effectively as he can win over a lower-ranking staff or for that matter even a waiter serving his table. There is a natural warmth to what he does - independent of the other person's title or background.

John has high expectations of his team. He believes equal parts in intelligent output as he does in hard work. He is willing to give hard workers a fair chance.

For someone who can juggle so many balls at the same time, it is obvious that he will come across people who may not align with him from that perspective. This may lead to frictions. However, John is not the type that will bear a grudge. He tries his best to move on. If people understand his brilliance and are willing to see things in a balanced manner, outcomes can be wonderful and profitable for everyone involved.

He has an extra-ordinary zeal for discovery and innovation. While he has already created a lot of jobs, gains and products, he probably has the potential to outdo himself in the coming years based on his zeal for life and a 'never give up' attitude.

If you have any further questions, feel free to contact me (either over email or phone - 703.909.0171).

Best regards,
Anand Daga

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