

MARINE INDUSTRY · ALEXANDER MARINE · OCEAN ALEXANDER · TECNOMAR ·
ITALIAN SEA GROUP

Jeff A. Ferguson

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[your email] · [your phone]

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To Whom It May Concern,

I write this recommendation as someone who spent a career as an executive in the yacht-building industry and relied on Jeffery Ferguson professionally throughout it. In the interest of full disclosure, Jeffery is my son — but the account below is the same one I'd give of any contractor who served my organization this well, family or not.

Across my roles in marine — operations leadership at Alexander Marine International and Ocean Alexander, and engagements with Tecnomar and The Italian Sea Group — Jeffery was effectively my fractional CTO and CISO. He built and secured the systems the work ran on: data, communications, and the technical backbone behind contract and project documentation on builds where the numbers and the stakes were both large. He was the person I could hand a technology problem to and stop thinking about it.

One detail speaks to who he is more than any of that. I incorporated Ferguson & Associates in 1991, on Jeffery's birthday, as a vehicle meant to one day let him help others with technology. He has grown well past that starting point into an independent practice and a body of work I'm genuinely proud to have watched him build.

Talented, trustworthy, and relentless about finishing what he starts. I recommend him without reservation and am glad to speak with you directly.

Jeff A. Ferguson

Marine Industry Executive

FERGUSON & ASSOCIATES
· EST. 1991

DRAFT AWAITING JEFF A. FERGUSON'S OWN EDITS AND SIGNATURE — PLEASE REVISE ANY
LINE THAT ISN'T IN YOUR VOICE.