

Nicholas Jacobsen

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To the hiring team,

I've known Jeffery Ferguson — "Phoenix" — for close to two decades, back to some of our earliest work reverse-engineering Microsoft Flight Simulator internals and legacy DOS-era software together, long before either of us did this professionally. That hobbyist work turned into a real pattern: he brings me in on the technical reverse-engineering, and he handles the client relationship and project management.

Two examples. In 2023, through his company Phoenix Tech LLC, he brought me on for a contracted engagement reverse-engineering legacy software at the bootloader level — technical work he scoped and managed from the client side. More recently, in 2025 and 2026, he brokered and project-managed a relationship with a flight-simulator add-on developer where I did the engineering — rewriting broken licensing-activation code in their helicopter add-ons — while he ran the client side.

We also crossed paths professionally at El Toro, the adtech company where I've been Principal Engineer for over a decade — he did business-development work with our platform on his own client side for several years. A mutual client once called the two of us "my programmers for the last fourteen years," which is about right.

Technically fluent enough to scope real engineering work accurately, and good at the part a lot of technical people aren't — explaining it to a client and keeping the relationship on track. Recommended without reservation.

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