

To Whom it May Concern,

I worked with Patrick Cunningham for over twenty one years at Blue Marble Geographics. He is passionate about any work that he does, and can be counted on to do things well. As the CEO of a software company, he adapted quickly to changing markets and industries, and strove to keep our team ahead of the curve. He is quick to recognize the value of new technologies, and understand that being proactive and data driven in the business market is the only way to succeed. He is also a leader that is well respected by all of his employees.

When we first started working together in 2003, we were a small team of seven that developed a very niche scientific software product. There was a loyal customer base that recognized us as experts in our field, and provided enough revenue to support the team with a tidy (but flat) profit for the owners. In 2004, Patrick worked with that ownership team to sell the company to another interested party and stayed on as the CEO. This laid the groundwork for a great future growth. Over the next twenty years, the revenue for the company skyrocketed to twelve times what it was before the sale. In that time we expanded from that initial seven to almost sixty employees. All of that growth was organic, internally managed, and well positioned for the needs of a cutting edge software business. This entire plan was architected by Patrick, and I believe would not have been possible without his leadership.

During his tenure he oversaw the creation and expansion of a Sales and Marketing team. He coordinated and developed business interests outside of our traditional scope of customers, opening up entire new markets for Blue Marble software. We became much more recognizable members of the geospatial community because of Patrick's dedication and focus on the industry. At the same time he also created a software Development, Support, and QA team that was ready to meet the demands of the modern software industry. Under his leadership we assembled a team that kept up with modern practices, and techniques while providing unmatched support to the highest quality software, and the customers loved it.

In conclusion, when it comes to any sort of high level technical leadership role, I cannot recommend Patrick enough. He is a person that you can trust and rely on for making the right decisions. He is passionate about technology and the people he works with, and does not stop until the job is done. Please feel free to contact me directly at victor.minor345@gmail.com.

Sincerely,

Victor Minor
CTO, Blue Marble Geographics

