

July 2, 2016

Professional Recommendation for Denny Trevett

Relationship: 15+ years @ Cisco

I highly recommend Denny Trevett. Taking a complex solution to market is where plans most often fall apart between strategy and execution—and it's exactly where Denny shines. Across several major initiatives, I've watched him break down silos and get everyone aligned toward a common goal.

Denny doesn't settle for polite consensus—he digs until he finds the real disagreements and misaligned priorities beneath it. He builds clear, coordinated game plans that keep departments moving in the same direction rather than pulling against one another. And while he's excellent at developing realistic models upfront, his greatest value is setting the team up for success—putting the right structure in place so everyone can focus on what they do best.

Working with Denny meant I could concentrate on delivering results and staying accountable, confident the foundation was solid. He would be an asset to any organization.

Best regards,



Todd Gurela

Senior Vice President, Sales

Orbcomm