

## James Shewey

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**From:** Bob Levesque  
**Sent:** Friday, July 23, 2010 8:54 AM  
**To:** All Thrive Concord  
**Cc:** Raving Fans  
**Subject:** Raving fan

Hello Thrivers,

I have a fantastic example of selfless teamwork that I want to share with all of you, as well as publicly thank both James Shewey and Mike Gray for going way out of the norm to help our the consulting team this month.

For larger NHAs, it is not uncommon for us to assemble a team of specialist resources to assist with the data collection, writing and presentation. Usually we have an idea of the scope of work beforehand and plan accordingly, factoring in if they have a complicated network, linux or windows servers, as well as more robust VMware implementations. Sometimes, even we get surprised by what we find onsite (after all, if they knew what they had and needed, we wouldn't . During the recent [REDACTED] NHA, both Corina and I arrived onsite to start a typical 25 server NHA. The NHA was requested by the CFO, who wanted to know what he had for an infrastructure and know what he needed to accommodate their growth plans. However, what he thought he had for servers (25 Windows servers) turned into 8 Windows and 17 or so Linux boxes. Great: I scheduled two Windows resources (myself and Corina) to do the NHA. To add to challenge, our other linux resources were already scheduled (Dustin was starting PTO, Jared was in CA for a project.) So I turned to Mike Grays team for assistance. Mike immediately offered his assistance, and handed me Shewey.

Now, I have never had the opportunity to work with James before, let alone on an NHA being presented to the CFO of a publicly traded company. We just presented this NHA on Tuesday to Aveo's Director of IT and CFO, and I want to share how impressed I am on James's presentation on the Linux infrastructure. There are certain qualities that I value in a consultant: The ability to formulate a well thought out recommendation, present the recommendation from a business perspective, and learn when to stick to your recommendations. James showed all of these qualities and did it so well that he left me speechless. Normally I can add in the business perspective during a technical presentation, but James presented his recommendations in such a well thought out, business case manner that all I could say was "Thank you". I was impressed, the client was impressed, and now we have a great opportunity to sign more recurring work.

So let me say "Thank you" again to James for doing a fantastic job, at the last minute, and helping us look great in front of our client. Let me also say "Thank you" to Mike for lending me James, and offering his teams help when we really needed it. I greatly appreciate your help.

Sincerely,

**Bob Levesque**  
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