

Lucent Technologies
Bell Labs Innovations



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TO WHOM IT MAY CONCERN

Letter of Reference for Mr. Dan Cooprider

Over the past several months I have had the opportunity to work with Dan Cooprider on planning and program management issues.

Dan has provided excellent counsel and advice to the Asia Pacific Wireless Professional Services Team. His thorough knowledge of the Project Management and Planning professions combined with his organisational knowledge of Lucent makes him an extremely effective and productive consultant. Dan works well with staff at all levels of the company and has inspired people who were feeling buried and discouraged by Lucent's project methodology to take hold of their tasks, work through problems and turn the situation around. There is no one who has worked with Dan in the Wireless Teams that has not felt the motivation derived from his ability to draw out problems, talk through solutions, give coaching and advice as required and leave people feeling empowered that they can manage their tasks in a better way.

Lucent Asia Pacific currently has many initiatives underway to improve the way projects are executed from the bid and proposal stage through to completion. Dan has filled a key role in helping us achieve these goals and has represented his home group's objectives in a superior way. It is not always easy to develop relationships with consultants and believe they really have a fundamental understanding of your organisation. Dan has clearly demonstrated he does know our business and can offer tangible advice and direction based on his professional background. In short, Dan's work in Asia Pacific is highly valued and he has consistently done a first rate job on the varied projects he has been involved with.

Sincerely

MARK CHELEY
DIRECTOR
Wireless Project Management
CO&PM Singapore