

**To the Admissions Committee, University of Edinburgh, School of Informatics,**

It is a pleasure to provide this letter of recommendation for Haniy Shaban. I served as Haniy's direct manager at Vendorship Inc. during his tenure as a Proposal Manager from August 2022 until my recent departure from the firm. During this time, Haniy was an indispensable leader in our IT sector, driving the technical and compliance strategies that directly contributed to the award of over 32 government contracts.

In my capacity as his manager, I oversaw Haniy as he led a team of four to handle complex US government proposals for a diverse portfolio of 12+ clients. His work required a sophisticated understanding of the intersection between emerging technology and strict regulatory frameworks. Haniy did not merely manage timelines; he personally improved our clients' technical proposals by auditing their security postures against federal and state requirements.

What sets Haniy apart is his proactive engagement with the technicalities of cybersecurity. While his primary role was strategic, he consistently demonstrated the analytical depth of an engineer. He was responsible for conducting exhaustive research into client requirements and the competitive landscape to ensure our proposals met the highest standards of data integrity and compliance. His ability to standardize complex technical documentation and manage a centralized Content Library has significantly matured our internal processes.

Haniy's transition to the MSc in Cyber Security, Privacy and Trust is a natural and well-earned progression. Having successfully navigated the administrative and strategic side of national-scale security compliance, he is uniquely positioned to master the underlying computational principles that govern these systems. His background in Computer Science Engineering, combined with his years of experience in the "high-stakes" environment of government contracting, makes him an exceptional candidate for postgraduate study.

I recommend Haniy Shaban without reservation. He possesses the intellectual curiosity, leadership experience, and technical foundation required to excel in the School of Informatics.

Sincerely,



**Arunima Chakrabarty**

Former Director of Proposal Management (SLED)  
Vendorship Inc.