I am very pleased to find myself writing this letter of recommendation for Iñaki Arango, who designed the software for Reindi, a platform that facilitates access to services for families with children with disabilities. I received my MBA from the Amos Tuck School of Business at Dartmouth College, and in my 25+ years of international management experience, I’ve interviewed and worked with many junior professionals around the world. Frankly, it’s rare to find such competent product managers that young. Iñaki embodies insightful intelligence and technological savvy together with human warmth and compassion, a combination that fuels his drive to find technological solutions to real-life problems of real people.

In 2019, I began developing an application to help parents in Argentina manage and track all documentation for children with disabilities, and I was looking for software developers familiar with blockchain technology, which were hard to find. I contacted easily over 100 groups from around the world, and I finally connected with Iñaki through ***Y Combinator’s*** Startup School, Silicon Valley’s most well-known startup accelerator. When I contacted Pöhl, the startup where Iñaki and his two co-founders developed a solution to facilitate file management with blockchain, Iñaki responded immediately to my message, and we arranged to meet at a local Starbucks. I was quite surprised when three 17-year-old high school students presented themselves, but they were so articulate and smart that I was nothing less than extremely impressed.

Iñaki was clearly the team leader, and he understood my requirements very quickly and immediately suggested several ideas, even though he had no previous experience with health information processing. I asked for a proposal to develop a proof of concept and a prototype of the application, a request that had been turned down a few weeks earlier by a team with 10+ years of tech experience because they felt they could not develop such a challenging solution. Preparing a proposal takes significant work at a contractor’s expense. Iñaki returned a few days later with a project road map and a proposal for me to review and approve. What’s more, he presented himself as Project Leader and negotiated the fees in a mature and professional manner. I decided to hire Iñaki, and he quickly assembled a team. He also recommended a project management and collaboration tool and the technology to use, and allocated resources very effectively.

As our team grew, I also noticed Iñaki was highly looked up to by his teammates. Whenever they ran into difficulties or weren’t sure what to do, they would always turn to Iñaki– and he would always have an answer or be willing to take the time to see how the problem could be solved. Iñaki’s respect for his teammates was reflected in his willingness to share his knowledge and help them learn and grow.

Developing the software for Reindi was not without its bumps in the road, but Iñaki was able to shift gears completely when necessary. Our first version was a health-insurance focused blockchain app. However, it became clear that health insurance companies were not terribly interested in making services more easily accessible. Our second and final version, therefore, was parent-focused, and much more efficient not only for parents but also for health insurance companies and the Ministry of Health. Iñaki was able to both explain the program to health professionals, health-insurance executives, and parents in language that they could understand as well as incorporate their comments and observations into the functioning of the application.

Iñaki is very resourceful, and his attitude is that everything has a solution or there is some way to develop one. He works under pressure with a calm and ease that inspires confidence in both his team and his clients. He is a natural leader and naturally responsible, he delivers according to schedule, and he knows what he is talking about. I would like to add that I myself have 2 children with learning disabilities, and Iñaki’s sincere empathy with the challenges that I and other parents whose children have special needs face and his commitment to help was truly heartwarming.

Iñaki is truly a gem of a human being, and he will be an asset to your research program. I am sure he will go on to introduce innovative advances in his field and touch people’s lives throughout his professional life. It is therefore with nothing less than my strongest conviction that I recommend him to your program.

I will be happy to answer any questions you might have regarding Iñaki.

Sincerely,

Jose Maria ABERG COBO

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