



01 April 2026

**To Whom It May Concern,**

I am proud to recommend Michael Doughty, Maj (Ret.), a graduate of the GovClose Certification Program who brought a rare combination of leadership experience, strategic discipline, and execution focus to his work.

As CEO of GovClose, I've worked with many professionals navigating the transition into federal business development. Michael stood out for how effectively he translated his military background into the commercial side of government contracting. He approached the process with clarity, structure, and a strong understanding of how to align mission needs with business outcomes.

Throughout the program, Michael demonstrated a solid grasp of the full contracting lifecycle—from early-stage market intelligence and funding identification to opportunity qualification and positioning. He consistently built well-researched, targeted strategies that reflected both analytical rigor and practical application.

His ability to assess opportunities, understand agency priorities, and develop focused pursuit plans was particularly notable. Rather than taking a broad approach, Michael showed discipline in prioritizing efforts where there was clear alignment and a realistic path to success—an essential skill in the federal marketplace.

Beyond his technical capability, Michael brings professionalism, accountability, and a steady leadership presence. He operates with purpose, follows through on commitments, and maintains a high standard in both his work and interactions.

Michael Doughty would be a valuable addition to any organization looking to grow or strengthen its presence in the federal sector. I am confident in his ability to contribute immediately and perform at a high level in government contracting or public sector sales roles.

Please feel free to reach out if you would like to discuss his qualifications further.

**Sincerely,**  
Richard C. Howard, Lt Col (Ret)  
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