## HOGAN & HARTSON

8300 GREENSBORO DRIVE, SUITE 1100
McLEAN, VIRGINIA 22102
TEL (703) 610-6100
FAX (703) 610-6200

February 15, 2001

FAX (703) 610-6200 WWW.HHLAW.COM

Dear Sir or Madam:

This document shall serve as a letter of recommendation for Ariel Makov, a member of the law firm of Mizrahi, Arnon & Makov, recently merged with the law offices of Efrati, Galili & Co. in Tel Aviv, Israel.

Mr. Makov, at the recommendation of his law firm, traveled to the United States to work with attorneys at Hogan & Hartson, LLP. Hogan & Hartson, founded in 1904, is the largest law firm based in Washington, DC and one of the country's leading firms currently representing clients in more than 112 countries in the world. The firm, comprised of more than 800 attorneys in 18 offices throughout the world, offers the diverse, multidisciplinary skills most essential to supporting our clients at every stage of their growth and development, from start-up to multinational Fortune 100 corporations and the firm's practice cuts across virtually all legal disciplines. Mr. Makov's goal was to gain knowledge of and experience in technology and corporate legal transactions in the United States in order to enhance his own corporate and technology legal practice in Israel.

As a senior member of the Technology Law Group practice group in Hogan & Hartson's McLean, VA office, I worked extensively with Mr. Makov during the period from September 1, 2000 until February 15, 2001. During that period, I spent considerable time with Mr. Makov and served as his mentor in the area of commercialization of intellectual property. At the same time, Mr. Makov provided assistance to me in a number of diverse commercial technology transactions. I found Mr. Makov to be intelligent, hard-working, dedicated, and enthusiastic about learning as much as possible about the law relating to intellectual property, as well as absorbing the knowledge related to the business issues and "deal-making" aspects of technology transactions.

Mr. Makov gained knowledge and hands-on experience in a wide range of commercial technology transactions, including software licensing, consulting, alliance, joint venture and support agreements. He also assisted in structuring agreements relating to e-commerce transactions, including application service provider, Internet service provider agreements, as well as web site development and hosting agreements.

WASHINGTON, DC

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BALTIMORE, MD BOULDER, CO COLORADO SPRINGS, CO DENVER, CO LOS ANGELES, CA NEW YORK, NY
\\\MC - 73050/600 - #168283 v1
WASHINGTON OFFICE: 555 THIRTEENTH STREET NW, WASHINGTON DC 20004-1109 TEL: (202) 637-5600 FAX: (202) 637-5910

\* Affiliated Office

## HOGAN & HARTSON L.L.P.

Mr. Makov established an excellent working relationship with several colleagues at Hogan & Hartson, and we look forward to our continued association with him in the future.

Sincerely,
(Ikelew a. Kastasca)

Helen A. Nastasia

Partner