

**Letter of recommendation for Junior Comtec Projektmanagement UG (haftungsbeschränkt)**

To whom it may concern

The AEG Power Solutions Group, a leading global provider of power electronic systems, made a project request to the Junior Comtec Projektmanagement UG (haftungsbeschränkt) in November 2012. "poreso GbR" has been referred to AEG Power Solutions consisting of the partners Dennis Heusser, Julian Wohlers, Raoul Boya, Toan Le and Friederike Liebach.

Main objective of the project was to generate empirical data for further strategic decisions concerning the improvement of the sales process of AEG Power Solutions. The project team examined logical and causal connections between both surveys and showed how to increase the overall customer satisfaction. Relevant information was gained through worldwide interviews conducted, analyzed and finally presented with helpful strategic suggestions by the project team in June 2013 at the German office of AEG Power Solutions in Belecke.

The project approach was divided in three parts: Sales & Service Partner survey, Key-Customer survey and evaluation of both surveys to derive recommendations for action. Initially during the first part the project team, used on a common workshop with employees of AEG Power Solutions, worked out a questionnaire. The following worldwide survey was conducted in English, German, French, Spanish and Turkish languages and the outcome was illustrated and presented in a mid-term presentation. Another common workshop was held by the project team to gain information needed to create the questionnaire for the Key-Customer survey. Besides conducting telephone interviews with selected Key-Customers, the project team also set up an online questionnaire within very short time. At the project closure the project team presented the meticulously documented results of both surveys and draw on several conclusions on how to improve the sales process of AEG Power Solutions.

We are very satisfied with the project results, which are exceeding all our expectations meaningfully. During the whole project the team convinced us with professionalism and entrepreneurial acumen. We would like to especially highlight the flexibility and the extraordinary diligence with which the project team worked even under pressure. During the workshops the project team showed great social skills making it possible to implement structured, targeted working methods to generate results in a very efficient way. The project results were to our fullest satisfaction, a benefit for AEG Power Solutions that will help us to tie further bonds with our partners and clients.

Following our very positive experience, we highly appreciate the efforts and the extremely pleasant cooperation of the project team liaised by the Junior Comtec Projektmanagement UG and would gladly consider working with them in for upcoming projects

We wish Dennis Heusser, Julian Wohlers, Raoul Boya, Toan Le and Friederike Liebach all the best for their future careers and private lives.

With Best Regards,

AEG Power Solutions

Adri Beekhuizen  
Technical Marketing Manager

Zwanenburg, 2013-07-15



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