

To whom it may concern

Letter of Recommendation

We recommend Eveneum as a reliable advisor in negotiations related to the acquisition of production lines. Eveneum supported us in collecting and analyzing data, during development of the negotiation strategy and in preparation of the negotiation team.

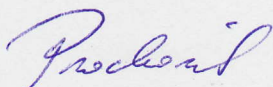
The Eveneum Method allowed us to pick the optimal negotiation strategy for the project of capacity expansion in the plant of Bahlsen Skawina. As a result, we have achieved:

- price reduction of up to 20%
- warranty extension and improvement of service conditions
- extension of payment terms
- upgrade of the existing equipment
- development of effective negotiation team and escalation ladder
- better preparation of the team's behavior for cultural differences with suppliers

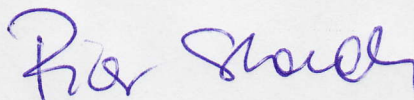
Eveneum's experts also helped us to analyze results of the negotiation meetings and define the next actions. Working with Eveneum we proved that 90% of success in negotiations is a matter of proper preparation.

We can confirm that applying The Eveneum Negotiation Method guarantee achieving optimal results in high stake negotiations.

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