

Lumon International
Kaitilankatu 11
45130 Kouvola
FINLAND

LETTER OF RECOMMENDATION
2017-05-29



LUMON

To whom it may concern,

Lumon International Oy was kindly asked to write a letter of recommendation for Avantgarde GmbH company. On behalf of Lumon International Oy I'm pleased to do so.

Avantgarde GmbH and especially its Managing Director, Mr. Martin Peirl, I got to know at an event in Finnish Embassy in Wien, and more precisely by the recommendation of Finpro.

Mr. Peirl himself and his company turned out to be exactly what we were looking for as an instrument in order to get proper access to the Austrian market.

We realized that by working with an expert partner who possesses a wide range of knowledge of the (Austrian in this case) market, its players, culture, decision making chain, legislation, possessing of a vast network and so on, would make for us our market entry much easier, cheaper and faster .

Mr. Peirl quickly and thoroughly understood our needs and what was for us most important when looking for new resellers.

We've signed a service agreement with Avantgarde after agreeing upon our specifications. The more precise they can be defined the better for both of the parties.

Mr. Peirl worked operatively, regularly contacting and informing us about proceedings.

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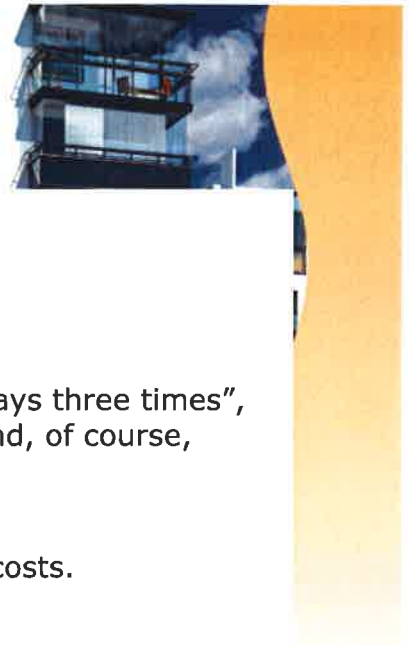
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We were delighted about his working principle "postman rings always three times", meaning that there is a need for an e-mail letter, a regular mail and, of course, phone contacting.

Schedule was tight but it was kept. So were the quite reasonable costs.

Mr. Peirl and his company will have my highest recommendations. For any further information you may contact me by mail or by phone.

A handwritten signature in blue ink, appearing to read 'Juhani Raitinpää', written over a light blue horizontal line.

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