

LETTER OF RECOMMENDATION

10th February 2021

When planning to enter the Austrian market with our mobile app for nursing, we decided to start the preparations and first steps in cooperation with the company Avantgarde GmbH and Mr Martin Peirl.

First, Avantgarde GmbH conducted a compact market study for us. The study included the compilation of a complete list of potential customers, as well as potential sales and system integration partners.

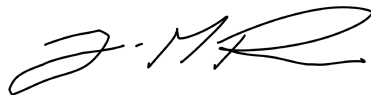
After this, Avantgarde GmbH contacted all potential customers and partners on our behalf, presenting our product and its value for them, and collecting the first feedback about the market, possible projects and use cases.

The very good and useful results of this „pre-market entry study” enable us to plan the first practical steps of the market entry in a more focussed manner, and effectively get into contact with the right companies and people.

We are very likely to involve Avantgarde GmbH and Mr Martin Peirl also in the next stages of our market entry project.

We wholeheartedly recommend Avantgarde GmbH for market entry projects in Austria.

Oulu, 10.02.2021



Juha-Matti Ranta
CEO
Medanets Oy

