

Reference letter

Mr. Kai Krämer, born 6th February 1972, was employed at Cerri.com Deutschland GmbH (formerly Genius Inside), located in Munich, Germany, since 1st November 2014 as Senior Consultant. Mr. Krämer was promoted to Principal Consultant on 1st May 2017 due to his extraordinary achievements and was in this position until 28th February 2019.

Genius Inside was founded in 1997 to address a need for project management software for the IBM marketplace. Since 2008, the Genius Project solution has been offering a platform-independent SaaS and On-Premise project and portfolio management software (PPM). With offices in Europe and North America, supported by a global network of resellers, Genius Project is now enjoyed by over 93,000 end users and over 1,050 customers worldwide. Throughout its 20 year history, Genius Project has been recognized by IBM and has received numerous certifications and awards. Since January 2016 the Cerri.com Deutschland GmbH took management of Genius Inside.

Mr. Krämer's tasks as Consultant included especially the following fields of activity:

Consultancy

- Consultancy in project management solutions & processes from implementation start to post implementation services.
- Management of international (EU, America and Arabia) implementation projects in accordance with project management standards and methods (e.g. Prince2, Scrum, APQP, etc.).
- Specification writing for customizations & communication between clients and developers.
- Management and Execution of user & administrator trainings.

Sales

- Driving new sales from existing clients by providing targeted services in line with clients' business and technical requirements.
- Complete sales activities from first contact until contract negotiation for high complexity potential clients.
- Taking care of incoming leads, presenting web demos and attending trade fairs and seminars.

As Principal Consultant Mr. Krämer's tasks were enhanced upon the following fields:

Internal Management

- Development of high-level business relations to existing and new customers.
- Cerri internal project leader for process & product optimization projects.
- Control of customer requirements for product development.
- Introduction and further development of new colleagues.

Mr. Krämer had full responsibility for his clients including international operating corporations with more than 130.000 employees and around 550 Genius Project users. He was able to provide a very high level of knowledge for leading projects, implementing new software solutions, executing trainings/ workshops as well as for high level sales activities.

During all time Mr. Krämer managed his tasks with a high level of engagement and success. He displayed a lot of his own initiative and exemplary professional commitment. The management style of his projects, especially the professional planning, execution and controlling within his projects was highly appreciated by his project members, clients and external partners.

Cerri attests that Mr. Krämer always fulfilled his tasks to our full satisfaction. He always behaved impeccably towards superiors and colleagues.

Much to our regret Mr. Krämer is leaving our company on 28th February 2019. We thank him very much for his work and his commitment to our company. For the future as an independent consultant, we wish him success and all the best and would recommend him for future assignments at any time.

Lucerne, 28st February 2019
Cerri.com AG

Patrice Cerri - Chairman