

Hünenberg, February 8, 2018

Subject: Testimonial

Dear Daniel,

It is my pleasure to send you the testimonial you have requested.

Bürkert is one of the world's leading manufacturers of measurement and control systems for liquids and gases, offering everything from single valves to high-tech sensors. We are family owned, based in Germany and employ over 2,500 people in 36 branch offices and seven production locations all over the world.

In 2016, we decided to further work on our strategy in Colombia to strengthen our presence and increase sales. Therefore, in early 2017 we contracted Ongresso to compile a macroeconomic country report with special focus on some key industries (gas, pharma, F&B, water). We were so satisfied with the performance and in-depth knowledge of Ongresso that we hired the company to perform other tasks. As a result, Daniel Breitenmoser and his team accompanied and implemented the entire change management process in Colombia:

Ongresso performed a systematic search for sales agents on the Colombian labour market. The candidates presented were highly qualified, knowledgeable and had a vast network in our target industries. My colleagues and I were so impressed with the quality of candidates presented by Ongresso that we finally hired more agents than originally planned. Furthermore, Ongresso served as our local consultant, handled all issues related to labour law, provided legal advice and drafted the necessary contracts.

Since the start of our collaboration, my team and I have enjoyed working with Ongresso. Daniel Breitenmoser and his team have proved to be competent, reliable, proactive and extremely flexible. Ongresso has become a valuable partner and a trusted advisor that combines profound local knowledge, a cross-cultural perspective and a cordial attitude.

Thank you very much for your excellent service. We look forward to continuing our cooperation.

Sincerely,



Jean-Pierre Schmutz  
Region Manager Latin America