

Microsoft s.r.o.
BBCentrum, budova Delta
Vyskočilova 1561/4a
CZ - 140 00 Praha 4

Tel.: +420 261 197 111
www.microsoft.com/cs-cz



Prague, July the 12th 2021

I am pleased to confirm that Microsoft repeatedly contracted EasyLink Business Services, based in Prague, Czech Republic, for market research projects in Central and Eastern Europe. A total of 12 projects were assigned and successfully completed for us between October 2016 and March 2021.

EasyLink's outputs were key in identifying new business opportunities and prospective partners across the CEE region. All projects were multi-country exercises, some involving as many as 21 independent markets and spanning over many different industry verticals.

Specific areas of our interest included potential partners among independent software vendors (by sector), market insight and potential customers in online education, webhosting and call centers, as well as strategic intelligence on competitive landscape in Microsoft's target markets.

Working with EasyLink, we believe to have well benefitted from local in-market presence and expertise of their team members across the CEE region coupled with their regional team's emphasis on good understanding of client objectives and strong focus on delivering good value for money.

I am happy to share our positive experience and recommend EasyLink to other companies looking for ways to enter or strengthen their presence in Central and Eastern Europe.

A handwritten signature in blue ink that reads "Kasikova Ellen".

Ellen Kasikova

Market Research Manager