REG

Regional Economic Growth

Date and place: 10.08.2014, Sofia

From: USID REG (Regional Economic Growth) project – AID-OAA-C-13-00139

To: Whom it may concern

Subject: Recommendation letter for Trajkovski & Partners for performing Consulting services for Identification of IT Quality standards and certifications

Предмет: Препорака за Трајковски & Партнери консалтинг за реализација на консултантски услуги за Идентификација на ИТ стандарди и сертификации
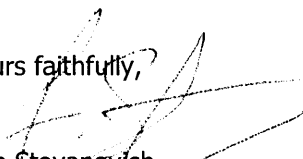
Dear Sir/Madam,

With this letter we would like to confirm our satisfaction with the conducted work of the consulting organization Trajkovski & Partners consulting (T&P). We engaged T&P because of their rich experience in the field of ICT specifically in training, implementation management standards and pursuing professional certification, but as well based on the extensive coverage of the targets markets (UK, USA, the Netherlands, Scandinavian countries, Germany, Turkey, Middle East) as well as the regional markets (Albania, Kosovo, Macedonia, Serbia, Bosnia and Herzegovina).

In the period March – June 2014, as part of the Market analysis the following activities and results were achieved.

- Identification of relevant IT quality standards and certifications
- Survey aimed to identify the current trends in the IT industry standards, models and certification schemes required in the target markets noted above.
- Second survey focused on assessing the IT industry standards and certificates prevalent in our region and the gaps from the demand from target markets.
- Comparative Target Market report with conclusions
- Regional Market report with recommendations for future steps for support companies for

In this respect, it is our pleasure to recommend Trajkovski & Partners as professional, reliable and trustful consulting company. I personally enjoyed working with such experienced and capable consulting team, and I would engage them again if need arises.

Yours faithfully,

Filip Stoyanovich
REG Chief of Party