

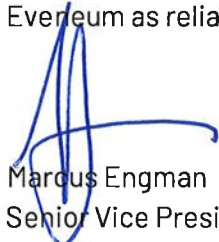
Letter of recommendation

Fortaco, the leading brand independent strategic partner to the heavy off-highway equipment and marine industries, requested Eveneum to design and deliver joint trainings for the sales and strategic sourcing teams. In the program participated managers, directors and VPs from our European Business Sites and Technology Hubs in Finland, Estonia, Poland, Germany, Sweden, Hungary and Slovakia.

Objectives of the 2 years program were to support both teams the latest negotiation techniques and tactics, to improve the collaboration between the teams, and focus on increased value generation to the final customers and development of negotiation skills in general.

Eveneum experts presented in-depth understanding of our business environment and were reliable partners for the entire program. Tools and methods proposed by Eveneum strengthened implementation of our long-term relationship strategy with customers and suppliers. We have fully achieved objectives of the program.

The Eveneum team was excellent, they lead the way with a very professional way and the overall impression exceed our initial expectation by all stakeholders in the program. I do recommend Eveneum as reliable partner for the sales and sourcing trainings.



Marcus Engman
Senior Vice President,
Marketing and Sales

Fortaco Group

