



Baltic SME Development

HCN - Holz Consulting Niedermeier
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To whom it may concern

The EU is carrying-out a technical assistance project in the Russian Federation in the framework of its EuropeAid Programme with the aim to foster the export capacity of small and medium-sized enterprises (SME) and linking the enterprises successfully to Western European business partners.

The project assigned to HCN two market studies for the local furniture producers Sidak and Nevsky Style on international markets. This included the identification and evaluation of potential business partners and coaching during negotiations of supply contracts, plus assistance to Nevsky Style achieving ISO 9001-2000 certification.

The professional advise of HCN - and of Mr. Marcus Niedermeier as the consultant in charge - contributed largely to the success stories of the companies. Both cases were subject of a well-received joint presentation by the management and Mr. Niedermeier during an international workshop held in St. Petersburg on November 29, 2005.

The project management is grateful for the highly professional and encouraging contribution of Mr. Niedermeier stretching far beyond his contracted assignment.

Matthias Halder
Project Director

