

Vienna, January 26<sup>th</sup>. 2016

## To Whom It May Concern

I am very happy to write this letter of recommendation for Dr. Frank Huebinger. Frank has worked as a subcontractor (within HERA group) for us since November 2014. Frank has been –together with our CEOs - our main representative for our 'Big Data' project at the South African Railways Company, PRASA.

Frank managed our customer relations and negotiations with PRASA (emphasis: on premise). During our contract negotiations and project specific discussions Frank was highly professional and extremely effective. He proved to be an excellent mediator during difficult discussions, dealing with the entire organizational structure of PRASA from the CEO down. The project involves the creation of a Data Management Strategy for the whole of PRASA and the implementation of a solid big data system platform based on the cutting edge technology of Marklogic®. This initial system will include the combined utilization of structured and unstructured data to enable an executive analysis dashboard.

In taking on this project Frank successfully overcame a very steep learning curve and was able to have a very immediate and positive impact on the overall project. With a combination of effective problem solving skills and a high degree of determination, Frank achieved significant project progress. Frank demonstrated a rare ability to rapidly assess demanding situations and provide creative and practical solutions, which aided the continued progress of the project.

In a very short time Frank gained the respect and trust of his peers at Ebcont and PRASA. The respect and trust Frank quickly gained was crucial in achieving an excellent working relationship between both companies on this project.

I'm pleased to give Frank my highest recommendation for any project management position or new challenge he might undertake. I wish him well for the future.

Please feel free to contact me for further information.

Geschäftsstelle Wien   
  
**Mag. Johannes Litschauer**  
CEO EBCONT proconsult GmbH  
A-1200 Wien, Handelskai 94-96

EBCONT  
Proconsult GmbH  
Geschäftsstelle Wien  
Millennium Tower, Handelskai 94-96, A-1200 Wien  
T: +43 664 60 651 510, F: +43 27772/512 69-9  
[orange@ebcont.com](mailto:orange@ebcont.com) [www.ebcont-et.com](http://www.ebcont-et.com)  
Sparkasse Herzogenburg-Neulengbach, BLZ: 20219, Kto Nr.: 1800-041004  
IBAN: AT02 2021 9018 0004, BIC: SPHEAT21  
FN 293731h, HG St. Pölten, UID: ATU63444589