



To whom it may concern:

**Letter of reference for company -**

January 05, 2014

**Gründerwerkstatt Würzburg**

Mr. Jan Wiesner  
Gertraud-Rostosky-Str. 9  
97082 Würzburg

Dear Mr. Wiesner

I would like to take a moment to thank you for what you did for me regarding my self-employment with a view to help you to acquire more delighted costumers like me.

Founding is a huge challenge and we had some difficult issues. One point was that I come from India and that my english is better than my german. You explained me everything in english very well and you translated me all the forms . We did the planning in english, too. Especially the tax system was a completely new territory for me. You gave me the safety that I'm on the right way and that I have good chances for success with low-risk. You told me and support me with the registration process and helped me to get my idea on the paper to structure it and to create a base.

A big achievement for me was furthermore that we create my business plan together The teamwork ensured that I knew all numbers of the plan to explain it and to work with it in the future. I use the numbers to controll my company today and I'm able to counteract in case the target figures differ from the actual figures. Together we define the services I want to offer and my unique selling proposition, made a market and a competitor analysis, calculate the prices and my expected income per month. You also calculated the capital requirements to realize my business idea and prepare my liquidity planning.

Together we brainstormed the name "Delhi Websolutions" for my company which fits very good to what I'm offering as it transports a high value of brand recognition. You gave me great food for thought regarding my Logo, which I designed by my self afterwards. I have also been very pleased with the celerity and precion of your work.

Finally I can say to plan my business helped me to be aware of the revenue I have to work for. There are many other things I could add, but mainly I'd like to say thank you again for all your good work. My founding was a success, in large part due to the contributions from you and your network.

I am looking forward to our success in business and life!

Yours truly

A handwritten signature in blue ink, appearing to read 'Vikas Dalal', with a long horizontal stroke extending to the right.

Vikas Dalal,

Founder Delhi Websolutions