



# TEHNOTABLE

**TEHNO TABLE LTD**  
EDRPOU 43458480  
9-B, Smolna str., Kyiv, 03122

December 19, 2022

To Whom It May Concern,

I am Oleksandra Samokhina, the CEO and Co-Founder of the Ukrainian company TEHNO TABLE LTD, writing this letter to recommend Dmytro Suslov and his agency Addlium for cooperation.

We used the lead generation service by Addlium in September-October 2022 for a particular occasion. We delegated to them a part of the operational tasks on fair preparations, namely arranging meetings with target participants. You might know how time-consuming preparations for offline events are and how it is important to arrange meetings beforehand. Addlium saved me time for that, and I could focus on other crucial tasks.

Working with the Addlium team was a pleasure because they know and love what they do. I'd like to highlight not only the satisfying results but also their client-oriented approach. Due to clear communication and transparent processes, we got what we wanted and even more. Besides the meeting arrangements, the team helped me to upgrade my personal profile on LinkedIn and advised me on content strategy.

I can confidently say: Addlium are professionals in social selling for businesses.

*Oleksandra Samokhina*