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The Union of Chambers and Commodity Exchanges of Turkey
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Dear Sirs,

Within the scope of the Open Innovation Policy, for your consideration we hereby present the technology for organizing **Teclot** Electronic Procurement.

Teclot represents a new-generation of hybrid ETPs. The system is a great innovation as the companies can install it on their server and have a trading platform of their own absolutely for free. The system requires no expensive hard- or software and uses a regular browser.

With **Teclot** technology companies can organize their procurement tenders absolutely for free, including international ones.

The public relevance of the project:

- Facilitating international trade relations;
- Granting guaranteed access to procurement for small and medium businesses throughout the globe;
- Ensuring transparency and maximal order execution quality, subject to the allocated resources;
- The business entities of Turkey, Ukraine, and Russia can sell and buy goods, works, and services on-line both at the domestic and foreign markets.

The project has a great commercial potential. On one side, there are no handicaps in the form of charges for organizers, and, on the other hand, there are no charges for suppliers to participate in such tenders, as registration or participation are free. The language barrier

has been removed too because the system has been translated into 9 languages. So the technology puts no load on companies, opens new opportunities to automate procurement, and gives access to new markets. **Teclot** can be of interest to any business. The fee is levied only on the successful tenderer. With a large number of completed tenders such business may become very profitable.

TenderPro is the operator of **Teclot** system and has 10 years' experience in organizing tenders for CIS companies. We invite you to become a partner of such project in Turkey.

TenderPro is willing to provide the whole package of IT solutions of **TecLot.com**.

The key to our partnership is that, given your company's fine reputation and efficient approach to business, we are prepared to hand over control over the Tender Process to your company.

Such joint administration of the project guarantees, on our side, that you are granted free access to advanced state-of-the-art technologies. On your side, we expect you to assist us in attracting new tender organizers and suppliers to our platform.

The access to the information on sold and purchased goods both at the domestic and foreign markets will help develop new domestic market segments, strengthen the export capacity of Turkish, Ukrainian, and Russian manufacturers, and optimize the costs born to import goods and services.

Given the innovative approach to organizing procurement, we have reason to expect large commercial potential. TenderPro offers *The Union of Chambers and Commodity Exchanges of Turkey* to participate in the project on a parity basis. We offer you to do business together with the help of state-of-the-art technologies.

TenderPro gives the traditional seminar "Electronic Competitive Tendering" in Turkey on 21 - 25 October 2013. During this event we can discuss the specific steps towards our partnership!

Respectfully,
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