



This certificate confirms that

Major Profi

is an active member of the
Alphabet OneNet for the year 2021.

Alphabet OneNet is the global mobility network with the aim to expand the geographical footprint in order to best serve Alphabet International Customers.

Major Profi has met Alphabet's criteria for the following:

Internal organisation:

- explicitly defined internal structure and processes
- dedicated contact for international sales support role

Customer offering:

- high-quality product offering
- harmonised commercial proposition
- regular and consistent reporting
- successful participation in tender operations
- quality standards of local implementation of customers' international framework agreement

Collaboration:

- execution and coordination of planned marketing activities
- application of compliance standards in the market
- expansion of Alphabet's customer portfolio in the market
- regular participation in joint lead generation activities

Marco Lessacher, Alphabet CEO

Markus Deusing, Alphabet CCO