

25 April, 2008

To Whom it May Concern:

In 2007, UNICEF Supply Division benefited from a contribution for a negotiations course and a communications source from MarketWatch with Claus Blomsterberg as the Program Leader. UNICEF has a \$1.7 billion supply chain operation that supports over 100 developing countries each year. We procure pharmaceutical, health, educational and emergency response supplies from all over the world and get these products delivered via air, sea and land to countries primarily in Africa and Asia.

Key members of our management team went through the MarketWatch negotiation course and this greatly contributed to improving the skill of negotiating through building of relationships and development of mutual understandings with counterparts. We were very pleased with the content and quality of the course as well as the facilitation and leadership.

The sessions was conducted in English and the nationalities of the UNICEF participants included Brazil, Denmark, Ecuador, Finland, France, Ghana, the Netherlands, Thailand, Spain and the U.S.A. The participants gave very positive feedback on the benefits of the course, including its relevance in terms of addressing multinational and multicultural issues.

We would definitely consider working with MarketWatch again and are comfortable recommending them for similar services.

Sincerely,



Shanelle Hall
Director, Supply Division, UNICEF

cc: Surangkana Pitaksuntipan, Chief, Human Resources, UNICEF