



**ABB Switzerland Ltd.**  
**Modular Substations**  
**Brown-Boveri-Strasse. 5**  
**CH - 8050**  
**Zurich, Switzerland**  
**Ph +41 58 588 3885**  
**Fx +41 58 588 3382**

**March 31<sup>st</sup>, 2003**

## LETTER OF REFERENCE

TO WHOM IT MAY CONCERN

Dear Sir / Madam,

It is my pleasure to make a recommendation for Mr. GENC GJERGJANI, upon his request.

We know Mr. Genc Gjergjani since years ago when he was acting as a Deputy General Director of Albanian Power Corporation – KESH. KESH is the single own state company in charge for Production – Transmission - Distribution all over Albania

In the position as Deputy General Director, he has managed his company with high and admirable technical and management competence, even in the very critical situations, while his country was facing in 1997 during extremely unrest period of time.

He is very familiar with Procurement Guidelines as prepared from World Bank, EBRD, OECF, FIDIC and other standard procurement documents.

During this time, we as ABB Group got the contracts for design, manufacturing and delivery of the following projects financed by international fund agencies:

- Extension of the 220 kV side of the Fieri TPP Substation
- Extension of the 220 kV side of the Vau Dejes HPP Substation
- Rehabilitation of the Electrical Equipment in Fierza & Vau Dejes HPP's

During our contacts with his company, we have seen closely his capabilities and skills for technical specification's preparation following the International Standards; his merits for contract's negotiations and administration, etc.

In 1998 he left the company and was working as private Consulting Engineer.

Due to his capabilities in Engineering and Project management, we engaged him as Local Consulting Engineer, once two big projects were under preparation stage:

- New 220/110 kV Substation in Durres / ALBANIA 2002
- New 400/220/110 kV Substation in Zemplak/ ALBANIA 2002





Mr. GJERGJANI advised ABB in the elaboration of marketing approach with respect to the Project; provided all local information that were necessary to support our Offers; advised and assisted ABB with regard to negotiations with the Client, local authorities and other organizations or entities. Both projects were awarded to ABB and these projects now are under execution on sites.

He had demonstrated strong verbal and written communication skills, as well as effective problem-solving and decision-making skills.

Mr. G. Gjergjani is a very good and skillful Engineer in the power sector with enough professional capabilities as Power Plant and Substation Electrical Engineer . He is capable to provide technical expertise and support on Substation and Switchyard equipment and systems, including power transformers, power circuit breakers, voltage transformers, current transformers, disconnecting switches, surge arresters, unit substations, cable trenches, pull boxes, power line carrier equipment, insulation coordination, grounding, 600-volt cable installations, insulation coordination, and station service facilities.

As a Project Manager he can assist in bid evaluation and work statement negotiation and project management assistance: project schedule analysis, functional design documents review, documented project meetings and assisted negotiation strategy, developed data base standards for power system applications. He can serve as coordinator and oversee special projects involving technical and field personnel, consultants, and contractors. Demonstrated leadership and teamwork skills, strong verbal and written communication skills, as well as effective problem-solving and decision-making skills.

Our recommendation is that Mr. Genc Gjergjani is a very good and skillful specialist in the power sector with enough professional capabilities as Power Plant and Substation Electrical Engineer as well as Project Manager too , which knows to analyze the situation and to take the right steps in the right time to remedy quickly the situation.

Yours Sincerely

ABB Switzerland Limited  
Power Technology Power Systems  
Sujit Roy

Regional Manager Marketing and Sales

ABB Schweiz AG  
Brown Boveri-Str. 5  
8050 Zürich Schweiz