

KNIME.com AG, Technoparkstrasse 1, 8005 Zurich, Switzerland

KNIME.com AG  
Technoparkstrasse 1  
8005 Zurich  
Switzerland  
Email: peter.ohl@knime.com

Zurich, 6 Febr 2015

**Additional Remarks to the Letter of Invitation for Visa Application for Bodi Ramakrishna Rao**  
**Passport Number: H5172758**

Dear Sir or Madam,

KNIME is an open source analytics platform that is developed and maintained by KNIME.com in Zurich and Berlin and that is used by thousands of users all over the world ([www.knime.org](http://www.knime.org)).

The KNIME Company is creating commercial software components around this open source platform in order to build a business that is able support the developers of the opens source software.

One critical component of KNIME's commercial business strategy are the members of its Partner Program – especially in countries in other continents and in a different timezone than Zurich/Berlin, Europe. With its partners KNIME is reaching out to its customers in these abroad regions, which wouldn't be feasible otherwise.

Since December 2014 Sriti Biosciences Private Ltd is a partner in KNIME's Partner Program. The Partner Program Agreement was signed on 19-Dec-2014 and Sriti Biosciences has paid the partner fee in full.

An important part of the Partner Program is the training of the technical staff of our partners to enable them to provide educated advice and sales activities to KNIME prospects and training, consulting and support to KNIME users.

It is important to us that Mr. Bodi Ramakrishna Rao as our partner can attend the KNIME User Group Meeting ([www.knime.org/ugm2015](http://www.knime.org/ugm2015), held in Berlin, organized by our Berlin office). It is an excellent opportunity for all KNIME users and our partners expecially to meet with the KNIME team, to make contact to other KNIME users and to pick up the KNIME open source mentality in order to represent KNIME properly to his potential customers (which are potential KNIME users) abroad.

Sriti Biosciences Pvt. Ltd. has been a very active and committed partner since it joined the Partner Program. Mr. Ramakrishna already attended the KNIME User Training in Zurich to get trained in workflow creation and data mining techniques. He has now registered for the KNIME User Group Meeting and the following Developer Training (and has already paid the registration fees in full).

We appreciate his role in this program and are looking forward to cooperate with him as a qualified and very pro-active partner.

We appreciate if Mr. Ramakrishna's visa application could be favorably considered so we can meet with him at our KNIME User Group Meeting in Berlin.

Sincerely yours,

  
(Peter Ohl,  
Vice-President of Board of Directors)

 Open for Innovation  
**KNIME**  
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8005 Zurich, Switzerland