



SERGEY GRAN'S  
**SCHOOL**  
OF INVENTORS

Individual Entrepreneur  
GRAN YULIA GERMANOVNA

Russian Federation,  
420110, Republic of Tatarstan,

Phone

### Supporting letter for Mr. Alexey Inkin.

I am the founder of "Gran's School", a franchise of development centers for kids and some programs for adults. Since 2008, my company has been operating under the brands of "Saint Petersburg Youth Movie Studio", "VTR-Center", "VTR-Business", "Infobusiness with Sergey Gran", and more. My company currently has a physical presence in Russia and Kyrgyzstan, and has franchisees in Russia, Kyrgyzstan, Kazakhstan, and Lithuania. It has over 1000 active crowd-funding sponsors in over 10 countries including Russia, United States, and Europe.

I had been working with Alexey Inkin since 2011 when he became my assistant in IT tasks. He soon became the Chief Technical Officer of the company and remained one until he resigned in 2016. His duties included:

1. Creating websites including backend programming.
2. Integrating external information systems: payments, advertising tracking, email subscriptions, newsletters, affiliate marketing management.
3. Programming systems to track learning.
4. Hiring other programmers and other freelancers.

Alexey's most important contribution to my company was that he was in charge of all IT-related work we had.

As a result of Alexey's work, we implemented efficient IT solutions in the areas of customer learning management, sales, payment processing, email marketing, affiliate marketing, and others. This allowed the company to accelerate its growth severalfold and helped increase the company's revenues fourfold during the period from 2014 to 2015.

At the peak, my company had over a hundred teachers, over 2500 students, and over a hundred active affiliate marketing partners simultaneously.

This scale became possible, among other things, thanks to effective IT solutions implemented by Alexey in various areas of the company's operations.

I can confidently recommend Alexey Inkin as a specialist in solving a wide variety of IT tasks.

Sergey Gran,  
The founder of "Gran's School".  
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Signature

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