



ORGANISATION FOR ECONOMIC
CO-OPERATION AND DEVELOPMENT

CENTRE FOR ENTREPRENEURSHIP, SMEs AND LOCAL DEVELOPMENT

Local Economic and Employment Development Programme

Paris, 27 September 2010

To Whom it May Concern,

This is to confirm that Dr. Ricardo Pinto was contracted from 28 October 2009 to 25 January 2010 by the Local Economic and Employment Development Programme of the Organisation for Economic Co-operation and Development (OECD) as an external expert to the OECD Review on SMEs, Entrepreneurship and Local Development in the Marche region (Italy). Dr. Pinto's work consisted of providing the OECD Secretariat with proposed set of issues to explore in the review process, active participating in a one-week international review panel mission to the Marche region to interview senior officials in the Regional Government and local stakeholders involved in SME and entrepreneurship development, and delivery of a report with analysis and recommendations.

Dr. Pinto's report on **entrepreneurship and new start-ups** in the Marche region includes analysis of the key issues affecting entrepreneurship in the region, including entrepreneurial attitudes and culture and policy support to new start-ups. The report provided recommendations on potential adjustments to current programmes, policies and strategies in order to enhance their impact on entrepreneurship in the Marche region and was included as a chapter in the final review report which was presented to Marche Regional authorities in may 2010.

Throughout the contracting period Dr. Pinto produced high quality analysis demonstrating his expertise and knowledge in the field of SME policy development and duly met all deadlines. Dr. Pinto has excellent interpersonal skills and has established with me and with the rest of the team a very fruitful cooperative relationship. Dr. Pinto has shown to be a dedicated, very reliable and pleasant team player.

Please do not hesitate to contact the OECD LEED Programme, should you have any additional questions.

Yours sincerely,

A handwritten signature in blue ink, appearing to read 'J. S. Potter', is written over the typed name.

Dr. Jon Potter
Senior Economist
OECD LEED Programme