

LETTER OF RECOMMENDATION / PROFESSIONAL EXPERIENCE CONFIRMATION

USAID Moldova Institutional and Structural Reforms Activity — MISRA

To Whom It May Concern,

I, **Ana-Maria Dragomir** hereby confirm that I have collaborated professionally with Mr. **Stanislav Florică** during his tenure at **S.E. Moldova Post (Î.S. „Poșta Moldovei”)**, where he held the position of **Director of Sales & Marketing**.

Our collaboration took place in the context of initiatives related to **institutional modernisation, digitalisation of services, operational integration, and inter-institutional cooperation**, carried out with the involvement of public authorities, institutional partners, and development partners, including within the framework of activities supported through the **USAID Moldova Institutional and Structural Reforms Activity — MISRA**.

Throughout our collaboration, Mr. Stanislav Florică demonstrated relevant competencies in **coordinating digital transformation initiatives, project coordination, business coordination, aligning operational processes with institutional and technological requirements, and facilitating cooperation among multiple stakeholders**.

In particular, I can confirm his relevant involvement in the following areas:

1. Coordination of Digitalisation Initiatives at Poșta Moldovei

Mr. Stanislav Florică held a **coordination / co-coordination** role in initiatives aimed at digitalising services and modernising the operational processes of S.E. Moldova Post. These activities involved aligning commercial and operational requirements with the necessary digital solutions, formulating functional requirements, coordinating communication between internal teams, and monitoring implementation progress.

Result: these initiatives contributed to the modernisation of operational workflows, an increase in the degree of service digitalisation, and improved institutional efficiency.

2. Supporting the Integration of Postal Services with the e-Government Ecosystem

Within the framework of our professional collaboration, Mr. Stanislav Florică was involved in initiatives aimed at integrating postal and courier services with digital mechanisms related to public service delivery, including in the context of cooperation with relevant public institutions and the development of interoperability with government platforms.

These activities involved coordinating operational, institutional, and technical stakeholders, clarifying functional requirements, and supporting the alignment of work processes with the needs of digital public service delivery.

Result: his contribution supported the development of a more efficient inter-institutional cooperation framework and the strengthening of the capacity to deliver services in digital format.

3. Inter-Institutional Collaboration in Logistics, Digital, and Customs-Related Processes

In the context of initiatives involving cooperation between Posta Moldovei, public authorities, and development partners, Mr. Stanislav Florică contributed to the coordination between operational, institutional, and technical actors, including in areas related to logistics flows, customs processes, and inter-institutional data exchange.

Result: this collaboration supported improved process integration and greater coherence between institutional objectives, operational requirements, and the practical implementation of agreed solutions.

4. Institutional Modernisation and Digital Transformation Initiatives with Development Partners

Mr. Stanislav Florică was involved in initiatives carried out in cooperation with institutional partners and development partners, focused on the modernisation of services, digitalisation of processes, and strengthening of inter-institutional cooperation.

His role involved coordinating stakeholders, aligning operational and institutional requirements, communicating with technical teams and management structures, and supporting the implementation of activities within a multi-stakeholder framework.

Result: Mr. Stanislav Florică demonstrated the ability to work effectively in complex environments with demanding requirements for coordination, governance, communication, and results orientation.

5. Supporting Integration and Inter-Institutional Interoperability Processes

In his professional activity, Mr. Stanislav Florică demonstrated the capacity to support processes involving **the alignment of operational workflows, inter-institutional cooperation, and the integration of digital mechanisms**, particularly in contexts related to the modernisation of public services and the improvement of interoperability between institutions and systems.

Result: his contribution supported the implementation of institutional solutions with practical impact on operational efficiency, process traceability, and public service delivery.

Confirmed Competencies

Based on our professional collaboration, I can confirm that Mr. Stanislav Florică has demonstrated the following competencies:

- ▶ coordination of digital transformation projects and initiatives;
- ▶ business coordination in complex institutional environments;
- ▶ coordination with multiple stakeholders, including public authorities, development partners, and technical teams;
- ▶ understanding of institutional processes, governance requirements, and compliance aspects;
- ▶ ability to align operational, functional, and institutional requirements;
- ▶ clear communication in complex organisational and public contexts;
- ▶ consistent orientation toward implementation, structure, and measurable results;
- ▶ practical experience in digitalisation, operational integration, and inter-institutional interoperability.

Based on the above, I consider that Mr. **Stanislav Florică** possesses relevant experience in **coordinating digitalisation initiatives, operational integration, and inter-institutional cooperation**, particularly in contexts involving public institutions, operational structures, external partners, and institutional modernisation projects.

His demonstrated experience and competencies are relevant for assignments and roles in **project management, digital transformation, modernisation of public services, inter-institutional coordination, and implementation of complex projects in the public sector**.

This letter is issued at the request of Mr. Stanislav Florică and may be used for the purpose of confirming professional experience in the context of public procurement procedures, donor-funded projects, or other professional evaluations.

Yours sincerely,

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Signature:



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