

9 August 2011

Mr Stephen Wilyman
Mteq WLM Implementation Limited
78 York Street
London
W1A 1DP

Dear Stephen

Greenwoods Communications is the UK's leading independent provider of custom-built telecommunication solutions for telecom network operators and OEMs. We provide products for the build of network infrastructure, telecommunications systems, network installation services and a wide range of telecommunications services for companies across Europe and increasingly all over the world.

Due to robust current and future anticipated growth we felt that we had to increase the effectiveness and performance of our Accounts receivables department. Mteq was commissioned to deliver a joint project to comprehensively review and improve the systems and processes within our Accounts receivables department.

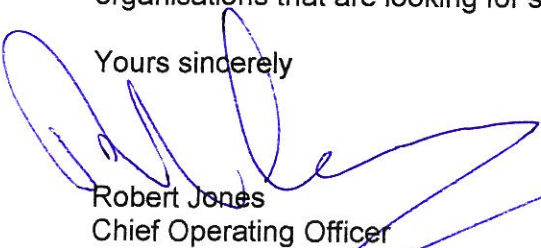
We are now near the end of the project and I am pleased to note the following:

- Processes have been reviewed and critiqued
- Controls and reports have been designed and installed which have driven daily and weekly focus on debt age, recovery and query resolution
- Robust procedures have been installed to ensure consistency in application of credit terms depending upon customer strategy and profile
- Our overall debt percentage against sales has decreased significantly
- Credit control organisational structure has been reviewed to ensure sustainability and perpetuation of results and installed systems and processes

Your project team have applied an inclusive behavioural based change management approach (coaching, one to one mentoring, joint design sessions, change sign off etc) and have conducted themselves in a thoroughly professional and supportive manner.

I look forward to a continued relationship with your company and I would recommend Mteq to other organisations that are looking for step change performance within their business.

Yours sincerely



Robert Jones
Chief Operating Officer