



Mr. Stephen Wilyman ,
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John Richmond
Manager – TCP Services

Dear Stephen,

Our company focuses on carbon steels, delivering differentiated products, innovative solutions and reliable service to it's customers around the world. MteqWLM Implementation were engaged to improve the cost effectiveness and subsequent value from our 3rd party supplier contracts across the TCP site.

We have now completed a performance improvement project covering contracts in the Ironmaking sector of the business. This has been particularly successful in enabling Corus to shape new contracts that are fit for purpose, focused on releasing real value and nurturing the longer term relationships with our chosen supplier.

The project has successfully delivered the following:

- Redefined process maps and activity work content
- Management control systems and performance measurements
- Identified capital and operational savings opportunities in excess of £3m

Going forward, the implemented systems will provide transparency and controls that will enable improvements in the cost effectiveness of service delivery and make a significant impact upon our cost base.

The Mteq approach has fundamentally changed our thinking and approach in the way we manage the operational interfaces of the contracts. It has enabled us to overcome the perception of complexity and ability to manage previously perceived difficult operations. We are now beginning to see the real opportunities and results in driving out cost through improved supplier contract management.

In a short period, your consultants have conducted themselves extremely professionally, interfacing at all levels, gaining confidence of both our own and contractor management to deliver significant improvements.

I would readily recommend MteqWLM Implementation to other organisations who seek similar performance improvements.

Yours Sincerely

A handwritten signature in black ink, appearing to read 'JR', with a long horizontal stroke extending to the right.

John Richmond
Manager - TCP Services