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16<sup>th</sup> January 2009

Dear Stephen,

Sheffield Forgemasters is a national and international player in the development of heavy engineering and steel industries. It is the world leader in design and manufacture of specialist castings, forgings and rolling mill rolls.

To complement our initiatives in driving future performance and delivering value, Mteq Implementation were appointed to undertake a two-week P4i analysis of our procurement processes at the Sheffield site.

The objective of the P4i was to identify potential opportunity to significantly reduce our procurement spend by the installation of robust procurement systems, processes, and appropriate organisational behaviours. The Mteq P4i presentation identified a number of significant opportunities to achieve that objective.

We were greatly impressed with the professional manner in which the Mteq team conducted themselves throughout the P4i. Within a very short period of time they demonstrated an in-depth understanding of our business, its constraints and demands. They developed very good working relationships with management personnel at all levels of the organisation.

At Sheffield Forgemasters we continually seek opportunities to improve operational efficiency and reduce our cost base. We have no hesitation in engaging Mteq as our preferred partner of choice to deliver our procurement implementation project.

We look forward to a long and mutually rewarding business relationship.

Yours sincerely,

Dr Graham Honeyman  
Chief Executive Officer