



Stephen Wilyman
Chief Executive Officer
Mteq Implementation Limited
29-30 Margaret Street
London
W1W 8SA

Sheffield Forgemasters International Ltd
P.O. Box 286 Brightside Lane
Sheffield, S. Yorkshire S9 2RW

t:+44 (0) 114 244 9071
f:+44 (0) 114 256 0347

www.sheffieldforgemasters.com

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Dear Stephen,

We are due to complete our Sheffield Forgemasters/Mteq procurement project this week and I thought it appropriate to communicate to you a brief review of my thoughts.

The project has delivered significant benefits to SFIL some which are tangible and others which although intangible nonetheless are still of great benefit to us as a growing and progressive organisation:

- Robust Procurement systems and processes have been redesigned and installed thereby allowing us true and greater control of spend;
- Our supplier list has been consolidated, which in itself has manifested in reduced procurement costs through better pricing and terms;
- We have seen a fundamental shift in the behaviour of our senior personnel. They have started to take ownership and responsibility for their budgetary spend;
- The number of authorised spend signatories has been drastically reduced to a number which allows us greater control and visibility of spend;
- Through joint efforts we now have the correct mechanisms in place to track realised savings against plan

The Mteq team conducted themselves thoroughly professionally throughout the project and were invaluable in their support specifically in supplier meetings. The approach delivered during the project was structured and focussed to deliver the promised financial benefits through a targeted work group approach.

I look forward to our continued relationship and the potential for our organisations to work together in the future.

Yours sincerely,

Dr Graham Honeyman
Chief Executive Officer