



Stephen Wilyman
Chief Executive Officer
Mteq Implementation Limited
78 York Street
London W1H 1DP

18th June 2010

www.vtplc.com

Dear Stephen,

VT Group plc is a leading government and critical support services company, providing engineering and other services, mainly to Governments around the world.

To complement our initiatives in driving future performance and delivering value, we appointed MteqWLM to implement a quantifiable performance programme across the group supply chain to make an immediate and significant impact upon our procurement cost base.

We have now completed our performance improvement project and are pleased to report that we have experienced a number of benefits reflected in the organisation and our people. The project realised tangible savings, achieving an ROI of 10:1 and full recovery of the fee was achieved before the end of the project

By installing process and governance we now have organised data providing visibility of spend across the group in a framework of categorisation, enabling control and development of key areas of spend in the business. Improved data management and reporting is enabling our people to develop improvement strategies in areas of diversity and complexity.

Mteq assisted us with installing a category management process which standardised our approach to category spend. They mentored and coached supply chain personnel through workgroups and individually, to embed category management techniques to facilitate various routes to market, employing sourcing strategies and negotiation techniques to exploit our leverage. We are now in a position to continue to optimise our supply base, aggregate and consolidate spend into framework agreements with key suppliers, thus strengthening our supply chain operation.

Your consultants have conducted themselves in a professional manner, blending in our culture to establish excellent working relationships with both our staff and suppliers to deliver the promised results.

We have no hesitation in recommending MteqWLM Implementation as our preferred partner of choice and look forward to a long and mutually rewarding business relationship.

Yours Sincerely

A handwritten signature in black ink, appearing to read 'Sunny Thakrar', written over a light blue horizontal line.

Sunny Thakrar
Transformation Director