

Lima, 6<sup>th</sup> of November 2017

To whom it may concern,

Datacont is a national leader in the sales of technological equipment which provides imaging and document management solutions. We work with professional and companies throughout Peru.

In May 2017 we started the "IDEA Project" with London Consulting Group. The project took place over 25 weeks and it focused on the Administration and Finance departments. The objective of the project was to improve the level of management, redesign the organizational structure and reduce the amount of payment collection days.

At the end of the project with London, through the implementation of the management model methodology (PAFEF), we generated the following results:

#### CREDITS Y PAYMENT COLLECTIONS

- 10% reduction in Datacont's receivable days and 7% reduction in Reprodato's receivable days.
- Designing and developing the management tools used to allocate, follow up and evaluate the company's accounts receivables.
- Structural synergy, standardization of policies and support process for the Credit and Payment Collections areas in both Datacont and Reprodato.

#### ACCOUNTABILITY

- Reducing the delivery time of Financial Statements by 51 days in Datacont and 61 days in Reprodato.
- Digitalizing and automating the critical processes such as registering payment receipts, payment to suppliers and imported merchandise costs, for both companies.
- Structural synergy, standardization of policies and support process for the Accounting area in both Datacont and Reprodato.

#### HUMAN MANAGEMENT

- Increasing the level of productivity by 11% through the restructuring of the Administration and Finance Management levels.
- Redesigning and implementing 100% of the job descriptions.
- Structural synergy, standardization of policies and support process for the Human Management area in both Datacont and Reprodato.

#### SYSTEMS

- 85% reduction in the time utilized for technical support in both companies.
- Implementing control and supervision systems which enabled us to develop and implement systems focused on business support.

The project was concluded successfully and it surpassed our expectations, with a **ROI of 0.56 to 1 at this date** and a **forecasted ROI of 3.64 to 1, 24 months after the project's conclusion**. Besides the quantitative results, the cultural change which occurred with our personnel is very noticeable and this will enable us to continue achieving our objectives over the coming months.

Due to what has been mentioned, we are happy to recommend London Consulting Group for the professionalism they displayed, along with their shoulder to shoulder implementation methodology which ensured the involvement at all levels of the organization and at the same time generated a noticeable change among the personnel's work culture.



SINCERELY  
Marco Eggers  
General Manager