To whom it may concern:

Becktel is a textile company whose operations are based in Mexico and which has a recognized commercial presence in national and international markets. The company's objective is to continue expanding, and with that in mind, we developed the **"Tejiendo el Éxito"** (Weaving Success) project in conjunction with London Consulting Group. The project's key focus was to select and implement a new ERP in the company.

Some of the key work models developed by LCG which ensured a successful ERP implementation were:

EVALUATION MODEL AND ERP SELECTION

- Through the development and implementation of the following tools we ensured that the right system and implementation partner were selected, taking into consideration the function that were required and the company's current situation.
  - ✓ Solutions Evaluation Matrix
  - ✓ Evaluation Matrix for the Implementation Providers
  - ✓ Partners Selection Model
  - ✓ Analysis of costs, technical requirements and infrastructure

ALIGNING THE PROCESSES AND DEFINING THE OPERATIVE PROTOTYPE

- LCG's process analysis methodology, along with a high level of customer-orientated focus, has allowed us to design an efficient operative prototype with the following value adding functions.
  - ✓ Defining master data, implementing a model of inquiries which guaranteed the reliability of the database.
  - ✓ Configuring the online accounting model which enabled us to carry out real time costs analysis.
  - ✓ Designing and executing the interface with specialized satellite systems.

MANAGEMENT MODEL

- Defining a management model in accordance to LCG's methodology was a very important aspect of the project as it reduced the time it took to implement the system with the following items.
  - ✓ Developing a work plan with our partner which encompassed different stages and established benchmarks and delivery deadlines.
  - ✓ A weekly forum was established with our partner in order to administer our progress.

TRAINING MODEL

- The shoulder-to-shoulder implementation stage of the training process was a critical factor as it enabled us to acquire and reinforce the personnel's knowledge.
  - ✓ Video documentation for each module, including editions for personnel's consultations and integration with the induction model.
  - ✓ Designing and implementing a continuous evaluation model per module.

DOCUMENTATION MODEL

- Documenting the processes and administering the system was supported by quick reference operating guidelines for all job functions, encompassing all the Back Office and Operations departments.

AUDITING MODEL

- The auditing model was a key and valuable aspect of the project as it allowed us to control the following:
  - ✓ Daily auditing and management of incomplete transactions or those with errors, in each module and process
  - ✓ Preventing errors from occurring on the databases
  - ✓ Analyze the transaction's cost deviations on a daily basis
  - ✓ Ensuring that the information being used for analysis and decision making is reliable

INDICATOR MODEL

- The LCG team design and implemented the online indicators alongside the SAP databases which allowed us to observe the processes in real time. Furthermore, all the formats and reports were developed in accordance to the operative requirements of the company.

IMPLEMENTED MODULES

- ✓ Sales
- ✓ Purchasing
- ✓ Inventory
- ✓ Advanced Production
- ✓ Finance
- ✓ Banks

Besides the benefits that arose from implementing the operation's system, the return on investment generated by the project was **2.7 to 1** with a forecasted return on investment after a year's time of **5.7 to 1**.

It is worth mentioning that thanks to the commitment and professionalism displayed by the London personnel, along with the effectiveness of their methodology, we were able to guarantee a successful SAP implementation without reworks nor internal delays.

Sincerely

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