



BECKTEL, S.A. DE C.V.

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To whom it may concern:

Becktel is a textile company with operations based in Mexico which has a commercial presence in the national and international markets. With the objective of continuing with the company's expansion, we developed with the firm London Consulting Group the project called the project called "Weaving success".

Some of the main results achieved at the end of the project were as follows:

A 15% reduction in production cost due to improvements in the plant's productivity (Phases 3 and 4).

PRODUCTIVITY MODEL

- The following models were designed and implemented: Time management per process, temperature gradient analysis, Daily analysis of operations, Operative management in cutting.
 - ✓ A 10% increase in productivity over average daily tons.
 - ✓ A 15% reduction in Chemicals and Dye costs due to proper management of formulas.
 - ✓ A 20% reduction in waste generated during the weaving process.
 - ✓ A 19% increase in production repetitions of shades/tones formulated by the laboratory.

COST MANAGEMENT MODEL

- The following models were designed and implemented: Cost control compensation diagram, One Page of cost indicators, power consumption management.
 - ✓ A 15% decrease in cost per kilogram manufactured.

WAREHOUSING MODEL

- The following models were designed and implemented: Warehousing management, Inventory Reliability, Planned Consumption Management, Purchasing reception control, Shipping Control.
 - ✓ A 57% increase in inventory reliability at the finished product warehouse.
 - ✓ A 23% decrease in shipping costs per kilogram shipped.

ORGANIZATIONAL DEVELOPMENT MODEL

- The following models were designed and implemented: Working environment follow-up, orientation, training library.

ERP EVALUATION AND SELECTION MODEL

- The following models and tools were designed and implemented for the proper selection of an ERP according to the needs and situation of the company; solution evaluation matrix, implementation supplier's evaluation matrix, cost analysis, partners selection model.

The return on investment to this date is **1.6 to 1** and we project a return of **5.1 to 1** after one year of the project's completion. Additionally, due to the results achieved and our complete satisfaction with the work performed by London Consulting Group, we will continue with the next phase of the project to reinforce the results achieved and solve other needs within the company.

It is worth noting the commitment and professionalism shown by London's personnel, as well as the effectiveness of the design and implementation methodology which ensures compliance from all levels within the organization and continuity of the achieved results.

Sincerely,


Sergio Becker
General Director
Becktel, S.A. de C.V.


Mario Becker
Director of Operations
Becktel, S.A. de C.V.