



**PRIVATE AND CONFIDENTIAL**

**Our ref:** H:\Marketing\Annual Plans\Plan 2011\Chartered Developments\letter01Mar 2011.docx

**Direct** 0117 9378764  
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**Date:** 01 March 2011

To whom it may concern

BBS is an established Bristol based team of consulting actuaries, with around fifty staff. Our principal target market is providing advisory and administrative services in relation to workplace pension schemes. The decision makers we need to meet are typically Finance Directors and the Chairperson of the Trustees of the pension scheme.

Before choosing Chartered Developments we short listed three other suppliers. It was important that they matched the professional criteria essential to our brand, and had the experience to understand our services fully. Quality control and robust IT and processes are also significant in ensuring results are of the high quality we expect.

We have now been a client of Chartered Developments for over a year and the results have been outstanding. Their professionalism and processes are excellent, and have been integral to winning some large contracts of a very high calibre. Our return on investment has exceeded expectations, and their staff at all levels treat us with the utmost professionalism, courtesy and attention.

I am delighted to provide this open reference and thoroughly recommend them.

Yours faithfully

A handwritten signature in blue ink, appearing to be 'J. Stanfield', with a long horizontal stroke extending to the right.

James Stanfield  
Director

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