

30 May 2007

Jody O'Neill  
Meridian Productivity Ltd  
10 Walker Street  
Edinburgh  
EH3 7LA

Dear Jody

**Re: Assignment: Sheffield PCT**  
**Assignment Dates: 13 October 2006 – 23 February 2007**  
**Meridian Project Manager: Tim Gomm**

In October 2006, Meridian Productivity embarked on a twenty week improvement programme within Sheffield PCT. The focus of the programme was around District Nursing, Health Visitors and Intermediate Care with the overall goal of the programme to deliver a productivity improvement of ~30% within the services.

During the programme Meridian staff worked closely with senior management, team leaders and supervisors to change the way in which staff worked and are managed. The outcome of the programme has been very positive with a return on investment of ~2:1 by the end of the 20 week project term. Further savings are agreed with each service area over the next 12 months equating to an overall improvement in excess of 30%.

Please extend my thanks to the team. I am happy to recommend Meridian Productivity to other potential clients.

Yours sincerely



**Lynne Young**  
**Interim Director of Clinical Operations**