



Yes Telecom
Towers Business Park
Wilmslow Road
Didsbury
Manchester M20 2RY

t 0161 446 4300
f 0161 446 4399
e enquiries@yestelco.com
www.yes-telecom.com

Marshall Frieze
Managing Director
Pioneer Communication Solutions
4 Berking Avenue
Leeds
LS9 9LF

4th June 2009

Dear

Re: Testimonial

Yes Telecom has been working with Pioneer Communication Solutions for over 3 years. Pioneer Communication Solutions are a Business Partner of Yes Telecom, supplying and selling Vodafone mobile solutions to new and existing customers.

Pioneer Communication Solutions are a well respected Business Partner reaching Gold Status, one of only 40 BPs out of a base of 400. They have been able to achieve this via their Sales Team, by growing and preserving their customer base with consistent provision of excellent customer pre and post-sale care.

What sets Pioneer Communication Solutions apart from other Business Partners is that they consistently strive to hit targets. This is demonstrated by their frequent appearance in the top 20 of our quality leader board.

Overall, Pioneer Communication Solutions are extremely professional and their success has been supported by their willingness and enthusiasm to be open to new ideas and take on board new initiatives. This approach has been demonstrated in their success in securing funding from our Marketing Rewards scheme which has allowed them to undertake new marketing initiatives to proactively attract new business. This approach will see Pioneer Communication Solutions go from strength to strength even more so in the current difficult climate.

Kind regards,

A handwritten signature in black ink, appearing to read "N. Kaye", with a stylized flourish at the end.

Nigel Kaye
Head of Marketing