

To Whom it may concern.

Date: 27 March 2006

Testimonial for Vee Solutions Ltd, Dr Vincent Considine

I write in my capacity as Pro Dean of Research at London South Bank University and as the inventor, along with two colleagues, of a novel transformer technology. This technology was invented and two patent applications filed in December 2003. Since Dec 2003 I and the group responsible for the inventions were engaged in providing further embodiments of the invention. We felt that the inventions had a good market potential but I and my colleagues were more interested in the technological aspects than the commercialisation aspects and hence we recognised that there was a gap.

We engaged Vee Solutions to assist us in bridging this gap with a remit to:

- 1 Determine the scale of the potential markets for the new technology.
- 2 Developing a marketing /business case
- 3 Prioritising the potential product portfolio.

In order to meet a potential seed fund deadline, we requested a highly compressed timescale. Dr Considine started immediately and made a rapid impact contributing his research management experience and knowledge of technology exploitation to LSBU. Dr. Considine facilitated a number of working sessions that established a project plan and drew upon the deep understanding of the technology on the part of the research team. This, coupled with Vee Solutions expertise in marketing created a document that combined the technical and commercial aspects of our invention. Dr. Considine drove the project to completion against a shortened timescale.

This method of collaborative working that was suggested by Dr Considine and adopted by the team had a very positive effect on the research team at the University and they were able to assume ownership of the document.

In summary, I was extremely pleased with the thoroughness of the report, with the engagement that Dr Considine made with the team and with the careful manner in which he obtained the best possible outcome as a consequence of this engagement. The outcome is that we now have an excellent business case with which to seek further funding and we have a clear idea of the market prioritisation that we should adopt.

Professor Neil McN. Alford

