



To whom it may concern

**RE: CUMMINGS COMMERCIAL**

Phoenix IT Group PLC comprises group companies ICM Computer Company Ltd, Network Disaster Recovery Ltd, Servo Computer Services Ltd and Trent Network Services Ltd.

The Group provides disaster recovery/business continuity and managed IT infrastructure support services including systems management, communications, remote telephone support, field services, project and consultancy services.

Phoenix traces its routes back to 1979 and has expanded rapidly, particularly in the last few years with the acquisition of Trend in 2004, NDR in 2005, Servo in 2006 and the largest acquisition of ICM last year.

The group has 1275 employees with its HQ in Northampton and some 60 premises throughout the UK, which are either owned or leased.

We originally retained Cummings Commercial to undertake due diligence prior to acquisition on the property portfolios of Servo and subsequently ICM.

Justin Cummings of Cummings Commercial personally inspected all of the properties, reviewed the deeds and provided comprehensive reports with information, which proved very useful in our negotiations.

In addition Justin established detailed property scheduled, which are regularly updated, identifying the group division in occupation colour-coded on a map and highlighting important lease expiry, break option and rent review dates. This has supported group-wide proactive and strategic decisions relating to our property portfolio.

I have been extremely impressed with the services provided and the results achieved by Justin Cummings and his team and instructed Cummings Commercial to deal with all our property matters including space audits/planning, acquisitions, sales/lettings, lease regears, rating appeals, dilapidations/reinstatement etc.

Cummings Commercial provide good old-fashioned personal service but in a thoroughly modern and highly professional manner.

I am delighted to recommend Justin Cummings of Cummings Commercial as your first port of call if you are looking for an experienced and tenacious property adviser who will help you relate your property to your business plan and really add value.

Yours faithfully,

A handwritten signature in black ink, appearing to read "W. Martin".

**William Martin**  
Company Secretary