



Changing the rules of business™

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To whom it may concern,

**BRASILOG (Jerome Chartier) reference.**

It is a pleasure to confirm the successful engagement of Jerome Chartier on our project with customer British American Tobacco (BAT). Jerome has worked full-time on site at BAT's Souza Cruz offices in São Paulo, Brazil from October 2008 to May 2009 plus a short 'Proof of Concept' exercise in August 2008 which assisted in winning the business for ILOG.

Jerome was engaged to act as an Optimisation Consultant with his skills in Operations Research using IBM ILOG optimisation products OPL and CPLEX in a Java J2EE environment. Jerome worked as ILOG's only consultant on-site, but coordinated with UK-based consultants who also participated in the development effort and provided peer review. Jerome maintained a high quality of communication with the UK-team in accordance with ILOG's ISIS methodology for project control.

We also understand from our customer that Jerome has become a valued and trusted member of the project team. The optimisation modules developed by Jerome have been of critical importance to this major strategic IT project. Jerome's strong communication and problem solving skills have helped to overcome a number of technical difficulties during the course of the project and enabled the project to keep to a demanding schedule.

Yours faithfully,

A handwritten signature in black ink that reads "John Wood".

John Wood,  
Professional Services Manager,  
ILOG, an IBM Company.