



AMERICAS

ING INVESTMENT MANAGEMENT

Thomas R. Schreier

Senior Vice President, Information Technology

Dear Whom It May Concern,

I wanted to send you a letter regarding the experience we have had with Prorizon Corporation over the last several years. You may not be aware that Prorizon began managing IT procurement for ING Insurance Americas groups in the U.S. in late 1999. They were instrumental in identifying and custom designing a procurement solution, addressing the issues that were hampering procurement operation at the time. In 2004, when USFS outsourced IT operations to IBM, Investment Management continued using Prorizon to facilitate IT Procurement.

It has been a rewarding experience to work with Prorizon for nearly 10 years. Their consistent performance has been invaluable to Investment Management. In addition to their wide range of procurement services, they take an active roll in coordinating and moderating our Technical Reference Group meetings several times a year. They recently moderated and provided the final review document on our Atlas 2012 future strategy session, with all our major vendors over a three-day period.

A great benefit of using Prorizon is that Hewlett-Packard pays their services. Prorizon structured this arrangement with HP about 5 years ago. Financially, this is very advantageous for Investment Management. Hewlett-Packard sets up our global Big Deal pricing and Prorizon provides their services without markup to that pricing.

I would highly recommend Prorizon as a value added procurement partner if you are considering changes in your current approach. Regardless of your usage of Hewlett-Packard equipment, Prorizon offers a cost effective service. If you need additional information, please don't hesitate to contact me.

Sincerely,

Tom Schreier
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