

Stockholm, 28 June 2004

## IBS appoints new Vice President Global Software

**IBS has appointed Mark Cockings Vice President Global Software with responsibility for IBS' business software portfolio. Increased outsourcing and new development projects in co-operation with IBM will help to further strengthen IBS' position as world leading vendor in the area of supply chain management.**

Mark Cockings, who has worked within the company in various positions since 1996, has been appointed Vice President responsible for developing IBS' business software portfolio. Mark was previously Head of IBS Business Development.

Priority development projects include new functionality in IBS' ERP and Supply Chain software, ASW and industry specific solutions for customers within pharmaceuticals, electronic parts and equipment, automotive parts and supplies, machinery, industrial supplies and consumer durables. IBS will also continue to develop new cost effective software for integration.

As a result of the previously announced co-operation agreement with IBM, IBS has access to technology and resources for the development of new software. IBS bases its solutions on IBM's WebSphere environment, which gives increased room for adding more value driven customer functionality into the software.

More cost effective software development will also be achieved through increased outsourcing to low-cost countries. This task is assigned to Tomas Bråne, a member of IBS' Group management since 1998. With IBS' stringent quality demands as a basic guideline, strategically critical development resources will be retained within the Group while other tactical tasks will be produced at a lower cost than today.

*"This is a step that further strengthens our international market position in supply chain management. Through technical co-operation with partners and increased outsourcing, we can become more efficient in developing new products for our large international customer base,"* says Magnus Wastenson, President and CEO of IBS.

For more information, please contact:

Magnus Wastenson, President and CEO  
Tel. +46 (0)8 627 2515  
Mobile: +46 (0)70 627 2515  
[magnus.wastenson@ibs.net](mailto:magnus.wastenson@ibs.net)

Mark Cockings, Vice President Global Software  
Tel. +46 (0)8 627 2460  
Mobile: +46 (0)70 627 2460  
[mark.cockings@ibs.net](mailto:mark.cockings@ibs.net)

John Womack, Director Corporate Communications  
Tel. +46 (0)8 627 2499  
Mobile: +46 (0)70 678 2499  
[john.womack@ibs.net](mailto:john.womack@ibs.net)

**IBS, International Business Systems** (XSSE: IBS B) is a leading provider of business software for supply chain management, business intelligence, financial control, and demand-driven manufacturing. IBS' primary focus is mid-sized and large wholesale distributors as well as sales and manufacturing companies in international groups, especially in pharmaceuticals, electronic parts and equipment, automotive parts and supplies, machinery, industrial supplies and consumer durables. For more information, please visit [www.ibs.net](http://www.ibs.net)

### IBS CORPORATE HEADQUARTERS

P.O. Box 1350, Hemvärnsgatan 8, SE-171 26 Solna, Sweden  
Tel: +46 8 627 23 00 Corp Reg No: 556198-7289  
Fax: +46 8 764 59 65 Reg Office: Stockholm, Sweden  
[www.ibs.net](http://www.ibs.net) [info@ibs.net](mailto:info@ibs.net)