IBS

Stockholm, 22 August, 2000

IBS wins order from leading distributor of structured network cabling systems

IBS has signed an agreement with UK-based Mayflex, for ASW software. The order includes solutions for business to business e-commerce, supply chain management, distribution, purchasing, inventory control, business analysis and decision-making support. The software is part of Mayflex' strategy for more than doubling its operations by 2005. The order totals some SEK 7m.

Mayflex, leading distributor of structured network cabling systems and associated networking components in the UK, chose IBS in competition with six other suppliers. Their choice was based on IBS' ASW software being able to handle Mayflex' complex pricing structure, and the fact that it enables continued efficiency improvement and a high degree of integration regarding the company's distribution and supply chain operations.

- With the new software, we can continue to provide the best products on the market at competitive prices, but with even faster delivery and even better customer service, says Andrew Percival, Sales Director for Mayflex.

- It's very obvious that it is within supply chain management that the new e-business technology is growing fastest, says Staffan Ahlberg, CEO of IBS. IBS has a world-leading position in both these areas with many ongoing sales cases worldwide.

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IBS AB, with headquarters in Stockholm, is listed on the Stockholm Stock Exchange. The IBS Group is a world-leading international supplier of web-enabled business and supply chain management software and professional services. IBS has a revenue of some SEK 3bn, around 2,400 employees and 5,000 customers in more than 40 countries.