

Stockholm, 25 August, 2000

IBS wins order for Raychem HTS' European operations

IBS has signed an agreement with Raychem HTS regarding ASW software for Raychem HTS' European operations. The order includes solutions for business-to-business e-commerce, supply chain management, distribution, purchasing, inventory control, service, financials and business analysis. The order value is some SEK 10m.

Installations will be made in servers placed in Belgium, Germany and Sweden, to support Raychem HTS operations all over Europe. Raychem HTS is the market-leader and global supplier of heat tracing systems and part of the Flow Control segment of Tyco International, a large US multinational with more than 200,000 employees worldwide.

- Critical to our success is excellent logistics, including purchasing, manufacturing, inventory and delivery, says Belgium-based Sylvain Lemmens, European Operations Manager for Raychem HTS. The ASW software enables us to tie it all together and gives us a total overview of all activities within our European operations.

- With this fully integrated e-business solution, we expect to increase sales and further improve our customer service, while at the same time reduce transaction costs, says Lars-Gösta Alsterberg, MD of Raychem Nordic.

- This order is well in line with our focus on supply chain management and integrated e-solutions for business-to-business, says Staffan Ahlberg, CEO of IBS. We foresee a large number of similar orders during the autumn 2000.

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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.

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