

Stockholm, 28 November, 2001

## IBS delivers new Pharma software to Oriola in Finland

**Oriola has signed an order for IBS Pharma, IBS' new software for pharmaceutical distribution. Oriola, with an annual revenue of approximately 600 million euros, is a leading Finnish wholesaler and distributor of pharmaceuticals and healthcare products. With the new software, Oriola can improve its supply chain management and logistics. The order is one of the largest for IBS Finland.**

"The Oriola order is the first for our recently launched IBS Pharma software," says Staffan Ahlberg, CEO for the IBS Group. "IBS Pharma is based on IBS' experience from many pharmaceutical distribution installations world-wide. Pharmaceutical distribution is among the most advanced areas within distribution and supply chain management, and is therefore especially interesting for IBS."

"By choosing a solution based on standard software components, we decreased the risk of falling behind in terms of functionality, performance and new version updates. IBS' solution fits perfectly into our wholesale business requirements, with fast order cycles and high order processing volumes. IBS has good customer references in pharmaceuticals distribution and healthcare sales in general," comments Seppo Morri, CEO of Oriola.

"The processing time for pharmaceuticals is very short, often not more than a few minutes. Other critical factors that set special requirements for the software include correct timing, error minimisation, and strict warehousing conditions. A key factor which facilitated our choosing IBS as our software vendor was future co-operation in product development", Morri continues.

IBS Pharma is based on IBS' ASW business software and consists of modules for supply chain automation, warehouse and inventory management, logistics planning, call planning, finance management, business analysis and e-commerce. The solution can process more than 2 million orders per hour in a productive environment. It speeds up sales and purchase processing, optimises stock, minimises errors and enhances logistics planning.

"The deal with Oriola is a major breakthrough for IBS in the larger Finnish wholesale and distribution industries," says Kari Merenheimo, Managing Director, IBS Finland. "Besides pharmaceutical distribution, our software fits well into several vertical industry sectors, including food, electronics and consumer product distribution, where there are marked peak hours, and where order processing cycles are extremely short."

In addition to systems for order and delivery processes, IBS will overhaul Oriola's financial management software. IBS will also deliver Oriola's application servers, providing implementation, maintenance and training services. The migration into new systems will be executed during the year 2003. Oriola's foreign subsidiaries will be integrated into the system when the parent company transition is complete.

### For more information, please contact:

Magnus Wastenson  
Vice President Global Marketing, IBS AB  
Tel: +46 (0)8 627 2515, +46 (0)70 627 2515  
[magnus.wastenson@ibs.se](mailto:magnus.wastenson@ibs.se)

Staffan Ahlberg  
CEO, IBS AB  
Tel: +46 (0)8 627 2420, +46 (0)70 627 2420  
[staffan.ahlberg@ibs.se](mailto:staffan.ahlberg@ibs.se)

---

*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 for large and mid-sized companies. IBS has 2,250 employees and 5,000 customers in more than 40 countries.*

### IBS AB, CORPORATE HEADQUARTERS

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