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## **Tess chooses IBS business software for more efficient supply chain management**

**IBS has signed an agreement with the Norwegian industrial group Tess for the supply of a new solution for more efficient supply chain management and improved processes. The agreement includes software, professional services and hardware.**

Tess is a leading supplier of industrial components, including hoses and other equipment with associated technical service. Within the industrial and offshore segment, Tess supplies products for operation and maintenance, including welding equipment, work clothes and tools. The group conducts wholesale and retail operations via some 80 outlets throughout Norway. Tess has 550 employees, an annual turnover of over SEK 1 billion and handles an order volume in excess of half a million orders per year. The new business solution will become operational in June 2005.

*"We are facing a period of rapid expansion and will triple our sales over the next five years. An important precondition for profitable growth is to have a business system that can optimize and automate our most important processes and which can provide quick and reliable management information on which to base the direction of our operations. The new IT solution will give us integrated IT support throughout the entire group which will improve the efficiency of our entire supply chain,"* says Oddvar Lavik, CEO of Tess.

*"Increased customer service and the ability to measure and improve the efficiency in the supply chain are areas in which the management recognises major benefits to be gained. Our specialisation within supply chain management means that we can offer a wide range of products to medium-sized companies in selected sectors who want to be more competitive",* says Magnus Wastenson, CEO of IBS.

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**IBS AB**, (XSSE: IBS B) International Business Systems, 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, electrical and electronic parts and equipment, automotive parts and supplies, machinery, industrial supplies food & beverage and consumer durables. For more information about IBS, visit [www.ibs.net](http://www.ibs.net).

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