

Press release

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Kalmar Industries improve Sales of Services with a solution from Guide Konsult - Proconsa

Kalmar Industries, the worlds leading manufacturer of heavy forklift and container handling equipment, has chosen the Proconsa Application Suite as the preferred tool for improving sales revenue and sales processes for its service division, after an extensive selection process. The decision was made after Guide Proconsa had proven its ability by setting up a prototype model, exactly reflecting the needs and demonstrating the capabilities, in a very short time.

This feature-rich solution will provide the Service Sales Teams throughout Kalmar Industries globally, with a tool designed to streamline pricing and quotation for all kinds of maintenance of products and services – from new sales and existing base development as well as supporting the management process. Kalmar Industries will be able to rapidly generate precise specifications of a service and its content and model other factors such as duty and application. The application suite can easily be integrated with surrounding applicational environments.

- *"We have chosen Proconsa due to the robust platform and the proven and stable operational environment. It has been essential for Kalmar to find a solution providing a secure and centrally managed system to place our maintenance algorithms and price information. Security is also paramount in being able to cater for a range of users and access permissions. We are also influenced by the successful usage our sister company HIAB has experienced from many years of working with Proconsa.", says Jason Smith, Sales & Marketing Manager at Kalmar Industries BV in Holland.*
- *"We look forward to support Kalmar Industries in developing this Service Business and further improve the efficiency of their business process. It is vital to a company like Kalmar to have a common way of doing business, in every sales office in all geographical regions", says Bo Fellström of Guide Proconsa.*

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About Guide

Guide is a knowledge based company with IT as its uniting field of knowledge. Primarily, we help our customers to develop their business and IT operations, as well as running and implementing effective IT projects. Guide offer cutting edge experience, concepts and best practices in key fields as technical infrastructure, operations development, project management, system development, maintenance and applications management. The group also owns the companies Guide Market Solutions, Dropit and the education company Astrakan Strategisk Utbildning. Guide has just over 600 employees in seven offices in Sweden.

Guide is owned by EDB Business Partner, a leading stock exchange listed IT group for the Nordic region. The group has 3,900 employees, and reported turnover of NOK 5.8 billion in 2006. EDB delivers solutions that cover the entire range of business critical IT services from application services and industry-specific solutions through to IT operating services and network solutions. EDB Business Partner is listed on Oslo Børs.

Read more at www.guide.se or www.edb.com

About Kalmar Industries

Kalmar is a global provider of container and heavy duty materials handling equipment, automation applications and related services. It is the world's leading supplier of cargo handling equipment to ports, terminals and intermodal facilities.

Every fourth container or trailer transfer at terminals around the world is handled by a Kalmar machine. The company also supplies a wide range of machines to demanding industrial customers for applications as diverse as handling steel and paper to shunting road trailers at distribution hubs.

Kalmar is also leading the way in port automation applications with its application of unmanned container handling technology, on-board smart features and remote maintenance products developed in co-operation with customers and partners.

Kalmar's product range is complemented by a large range of value added services such as maintenance contracts and fleet management.

Production plants are situated in Sweden, Finland, the Netherlands, Malaysia, China and the USA. Kalmar's net sales were EUR 1.2 billion in 2006.

Kalmar is part of Cargotec Corporation, the world's leading provider of cargo handling solutions, which are used in local transportation, terminals, ports, distribution centres and ships. In 2006 Cargotec's net sales were EUR 2.6 billion. Cargotec's class B shares are listed on the Helsinki Stock Exchange.

Read more at www.kalmarind.com