



IBS signs major deal with European distributor AxFlow

IBS has been chosen by AxFlow to provide a comprehensive solution for handling AxFlow's sales and distribution operations in its 17 wholly-owned European subsidiaries. AxFlow will use IBS ASW software to optimise sales, procurement, service and distribution with one common system throughout the whole AxFlow group. The total order includes hardware, implementation and outsourcing services.

AxFlow markets and distributes fluid handling equipment for process industries. The company is the largest distributor of positive displacement pumps in Europe. AxFlow is one of eight business areas within Axel Johnson International.

"Today, our business and communication systems at the subsidiaries differ from country to country, with few exceptions," says Curt Källström, CEO of the AxFlow Group. "We are looking forward to implementing the total IT solution from IBS, as we are confident that we will very soon see a comfortable return on investment, measured in both efficiency and profitability. Outsourcing the running of the system will also enable us to concentrate on our business objectives."

The roll-out of AxFlow's solution from IBS has commenced in Belgium, with UK and Ireland next in turn. When the project is complete, all 17 countries in the AxFlow Group will be covered.

"IBS' single-vendor concept, our international profile, and our supply chain focus were decisive reasons for AxFlow choosing IBS. In a tough market, our market share continues to grow," says Gustaf Lindgren, VP Sales and Marketing for the IBS Group.

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About AxFlow: AxFlow is a wholly owned subsidiary of Axel Johnson International AB, which is part of the Axel Johnson Group. AxFlow's revenue amounted to SEK 976m last year, with an operating profit of SEK 31.1m with 400 employees.

About IBS: IBS (International Business Systems) is a leading provider of business software for supply chain execution, customer relations management, financials and business intelligence, primarily for distributors and demand-driven manufacturing companies. IBS' primary focus is mid-sized and large wholesale distributors as well as sales and manufacturing companies in international groups, especially in pharmaceuticals, electronic parts and equipment, automotive parts and supplies, machinery, industrial supplies and consumer durables. IBS is recognised by AMR Research as a leading supplier of supply chain execution software and services. IBS has some 5,000 customers, among them many leading companies like Volvo, Miele, Nautor's Swan, Galexis, Ciba Vision, Maxell, ABB, Expert, Cartier and Lear Corporation. The IBS Group has revenues of \$260m, approximately 2,200 employees and permanent operations in 22 countries. For

more information, please visit www.ibs.se