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## PRESS RELEASE

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# Atlanta Poland improves business processes with IFS Applications

**Atlanta Poland SA, a trade and production company specializing in importing and processing dried fruit and nuts, has implemented IFS Applications to streamline its financial, production and distribution processes.**

Atlanta Poland SA has been operating on the Polish wholesale market since 1991. The company specializes in processing nuts and almonds in its modern production facilities. Atlanta is one of Poland's largest importers of dried fruit and nuts, with a market share of almost 30 percent.

In 2008, Atlanta Poland decided to implement an integrated ERP system to support its rapid growth, replacing its existing IT systems with a modern solution from IFS.

"The goals we wanted to achieve included transparency of manufacturing and warehousing processes, and real-time access to data on current prices, stock levels and sales. It was especially important that the new system would help us manage our warehouse and production settlements," said Elżbieta Kujawska, CFO, Atlanta Poland S.A. "We have chosen IFS Applications because of its agility and rich functionality which met the needs of our company."

Implementation of IFS Applications covered both locations—the headquarters in Gdańsk and the plant in Dąbrowa Górnicza. The scope of the project included financials, manufacturing and distribution. The primary business benefits of implementing IFS Applications include improved production efficiency, streamlined warehouse management and shorter lead times.

"Thanks to the extensive functionality of the automated cost settlements component, we can now settle costs at a single product or customer level. We know in real time both the production costs and additional surcharges. This enables us to manage our margins dynamically and implement a policy for discounts for our customers. Automated bank statements are also a great advantage. They provide us with a complete overview of our payables and receivables, making cash management a lot easier," said Elżbieta Kujawska.

"We are happy that the functionality and agility of our solution enable companies in the highly competitive food and beverage industry to obtain a rapid return on their investments and improved performance," said Marcin Taranek, President of IFS CEE.

The following IFS Applications components have been implemented at Atlanta Poland SA: IFS Financials™, IFS Distribution™ and IFS Manufacturing™. There are 62 IFS Applications users in the company.

### About Atlanta Poland SA

Atlanta Poland SA, with headquarters in Gdańsk, is a trade and production company. It has been operating on the Polish wholesale market since 1991. The company specializes in importing and processing dried fruit and nuts, and pastry accessories. Nuts, dried fruit and seeds imported to Poland are used to make chocolate, sweets, cakes and bread. Atlanta Poland SA has modern production lines for processing nuts and almonds. The company also produces marzipan as well as peanut paste and other nut pastes. In 2009, Atlanta Poland SA acquired "Bakal Center Sp. z o.o." with headquarters in Dąbrowa Górnicza. In 2010, Atlanta had a 27% share of the Polish dried fruit and nuts market.

More information is available at [www.atlantapoland.com.pl](http://www.atlantapoland.com.pl).

## **IFS PRESS RELEASE**

### **About IFS**

IFS is a public company (OMX STO: IFS) founded in 1983 that develops, supplies, and implements IFS Applications™, a component-based extended ERP suite built on SOA technology. IFS focuses on industries where any of four core processes are strategic: Service & asset management, manufacturing, supply chain and projects. The company has 2,000 customers and is present in approximately 60 countries with 2,700 employees in total. Net revenue in 2010 was SKr 2.6 billion.

More information on IFS is available at [www.IFSWORLD.com](http://www.IFSWORLD.com)