

# Plato goes Head to Head with IBM, Oracle in Content Management Market

Submitted by: Media Link (Berkshire)

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Systems integrator Plato Computer Services (UK) Limited has stolen a march on American giants IBM and Oracle in the burgeoning market for Content Management Systems (CMS).

The British company has teamed up with UK-based CMS software developer, Mediasurface, to offer complete CMS solutions, with reduced time to market and low risk.

According to Plato's Sales and Marketing Director, Andrew Rhodes, "We have already demonstrated our capability to design, implement and maintain complex industrial-strength web-based solutions for Blue Chip companies. But now there is considerable demand for CMS solutions from both established companies and new ventures, in a variety of markets, for a 'soup to nuts' total solutions provider, such as Plato. We intend to prove our capabilities to deliver CMS in very short order and to announce our first major contract within a few days."

He explained that Plato had evaluated the various CMS software packages and felt that Mediasurface, which operates with Microsoft Commerce and Oracle, was probably the best available and would form the core of Plato's offerings to the CMS market.

"However, the software is only one part of the solution," states Rhodes. "The starting point has to be for us, as prime contractor for a CMS, to carry out a consultancy project to validate the business process, at the same time ensuring our total understanding of both the problems and potential problems before translating these into a solution."

Rhodes added that his company would enter into long-term relationships with customers, procuring and managing all the software and hardware components, including networking expertise and support together with the total systems integration in a secure and resilient environment. This will encompass an ongoing managed service with hosting support, together with ASP services and database support.

## About Plato Computer Services (UK) Limited

Plato Computer Services provides a range of specialist IT services and applications software development, including systems integration, B2C and B2B eCommerce expertise, website development, project management, networking and managed services to Blue Chip companies such as NatWest Group, Sun Life of Canada and Thomson Holidays.

Plato, which is privately owned, has sustained steady organic growth since its inception in 1984. This has led to annual revenues approaching some £20 million and a headcount of around 220 highly qualified support staff, based at offices in the City and London Colney, Hertfordshire.

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