

# IT COMPANY IN £500,000 CONSTRUCTION CONTRACTS HAT-TRICK

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EVision, the Livingston-based software specialist selected by Microsoft to deliver key IT solutions into the construction sector, has landed three major contracts totalling £500,000. This represents the largest series of contract wins in a single month since the company was formed in 2001. EVision has also been named a Microsoft "Gold Certified Partner", the software giant's highest level of partnership accreditation.

The contracts are for three construction companies: the Benson Group of London (£210,000), Luddon Construction of Glasgow (£80,000) and Richard Irvin Services of Aberdeen (£210,000), all of which are to install EVision's innovative information management system, Build-IT, a Microsoft Windows based design specifically developed for organisations in the construction industry.

"We are particularly pleased to win these three contracts as they demonstrate EVision is making significant progress," states Tom Mill, Managing Director of EVision. "These companies, all of which appreciate how Build-IT can transform their business, are geographically dispersed throughout the UK and are of varying size. We took the major decision in 2003 to invest in an office in Altrincham and in personnel to enable us to expand beyond our Scottish base and tackle the English marketplace. This is really beginning to pay off, and we are now looking at opening a London office in 2005."

"We are equally delighted to have been awarded Gold Partner status by Microsoft – we regard this as a very tangible benchmark that recognises the quality of our product and service delivery."

The Benson Group has a turnover of £115 million and is in the Top 100 UK contractors. It operates 6 regional divisions, from Southampton to Birmingham, plus an Interiors division based in London. The Group currently operates six separate Ramesys Winbuild databases that will be replaced by a single Build-IT system, providing rapid, accurate, real-time management data in a familiar Microsoft environment.

Luddon Construction, headquartered in Glasgow, has a turnover of £35 million and is one of Scotland's leading civil engineering contractors. Its recent contracts include work at Port Dundas Business Park, at Glasgow Airport for BAA and for BP Chemicals at Grangemouth. Build-IT software will run Luddon Construction's head office management information systems and provide remote real-time data access for its on-site project staff. It will replace the Multisoft system currently used.

Aberdeen based Richard Irvin Services Group is a major services provider with a turnover of £75 million. It operates 5 divisions covering Building Services, Engineering & Fabrication, Supplies & Distribution, Marine Safety and Security Systems. In addition to providing the standard Build-IT functionality for 75 on-line concurrent users, EVision will also be developing a leading edge management solution for the Group.

"Each of these new contracts is significant in its own right, but collectively they represent an important milestone for sales of Build-IT," adds Tom Mill. "We are now experiencing a sustained demand from a broad spread of construction-related business for the performance enhancing returns which it provides, and I am confident sales will continue to flourish. The fact that it is based on a Microsoft

Navision platform and is offered as an integral part of Microsoft Business Solutions ensures that Build-IT is not a niche product that might disappear in the near future – this is a robust, industry specific solution, with the backing of the leading international supplier.”

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