

STAPLES INVESTS IN STERLING COMMERCE'S REMOTE SYSTEMS MANAGEMENT SOLUTION TO MANAGE EUROPEAN SALES TRANSACTIONS CONNECT:Remote To Roll-Out Across 10 European Countries

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Sterling Commerce, Inc. (NYSE:SE), a leading world-wide provider of end-to-end E-commerce solutions based on Internet technology, has announced that Staples, the leading office superstore for the SoHo market, has made an International investment of £100,000 in its remote systems management solution, CONNECT:Remote, to automate polling of daily sales transactions across Europe.

Staples is the leading provider of office merchandise for the small business and home office market. Employing over 1300 personnel in 58 stores across the UK, Staples main business objective is to provide its customers with the uppermost standard of service to enhance the shopping experience. To maintain these high standards Staples needed a remote systems management package to guarantee reliable sales and stock control data to ensure store replenishment and exploitation of fluctuating market trends.

IS Project Manager at Staples, Steve Smith explains, "We wanted an 'off the shelf' industry standard that could easily be rolled out across Europe. Some of our system operators had already experienced Sterling Commerce's remote systems management solution and were pleased with the results."

On its functionality, Smith continues, "The package is currently being used throughout the UK and Germany to poll transactional sales data and stock level reports, distribute new product information to stores, compile market trends and remotely manage software upgrades and we are looking forward to a successful roll-out throughout the rest of Europe.

Probably the most useful feature is its polling capability. We can rely on the solution to automate the time of polling and let us know when tills have and have not successfully completed the data transmission. The software can even page you to let you know if a till has not polled. Essentially, CONNECT:Remote is a very strong communications product"

Smith concludes, "We are already experiencing indirect cost savings due to the product's timely nature. It's quick response to product stock levels enables immediate store replenishment and less system support hours, which is an essential feature to support the fast pace of the retail environment."

About Sterling Commerce

Sterling Commerce is recognised as the worldwide leader in providing Internet E-commerce solutions for the Global 5000 and their commerce communities. The company is one of 40 companies included in the Dow Jones Internet Services Index. The company is focused on providing E-commerce solutions through its COMMERCE, CONNECT and GENTRAN product families to address Extranet Management, Business Process Integration, Community Management, EC Communications Infrastructure and Outsourcing.

Sterling Commerce has been providing E-commerce solutions for 25 years, and has 2,300 employees, 37 office locations and more than 40 distributors worldwide. With more than 45,000 customers worldwide, the company had 1998 revenues of more than \$490 million.

For more information, visit the Sterling Commerce Web site at www.sterlingcommerce.com.

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