Software Europe's End of Year Press Conference April 2012

Submitted by: Software Europe
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Software Europe has seen product developments and service innovations, and a customer base that has gone from strength to strength throughout 2012

Software Europe (http://www.software-europe.com) has continually demonstrated why it is recognised as a market leader. Our customer base has gone from strength to strength throughout the past year, and we will be pleased to shortly announce our largest NHS Health contract to date.

We are pleased to announce the successful award of a framework agreement through The NEP Shared System Group; this will permit quick and efficient access to Software Europe's online expenses technology for any public sector organisation.

In July 2011 the UK Government-led Innovation Launch Pad initiative recognised Software Europe as one of the top 9 Small-Medium Enterprises who are providing proven savings to the UK public sector. We can also confirm our inclusion on the UK government's G-Cloud platform.

We want to change the way organisations do things and remove slow and arduous tasks that are preventing growth. Development of GreenLight (http://www.software-europe.com/products/greenlight), our online forms technology, began in 2009. This technology goes way beyond replicating paper forms and deploys high-intelligence logic to make the gathering of information and the workflow of that information as simple as drag and drop. GreenLight is already deployed at a number of Software Europe's existing customer implementations and we see substantial growth in this technology area over the next 36 months.

This year Software Europe has also completed the development of a new product for a new industry sector. Three years in development our Corporate Diligence online service is suitable for any company that is involved in mergers and acquisitions. Corporate Diligence (http://www.software-europe.com/products/corporatediligence) revolutionises the way information is gathered and presented throughout the due diligence project. More than just a data room, Corporate Diligence expedites the process with accurate reporting, dynamic checklists and real-time risk tracking. I'm delighted to confirm this product is already in pilot phase at one of the UK's largest law firms. We anticipate positive growth in this market sector, further establishing Software Europe's ambitions for a global footprint for its web-based technologies.

We will be taking our Research & Development work acquired from building Corporate Diligence and use this to enhance Software Europe's Framework (http://www.framework-software.com) and Expenses (http://www.expenses-software.com) products with this new technology. Torch is the name we have given to our next generation of reporting and dashboard services, we expect these products will be available to all of our customers by the end of 2012.

We will be launching the first of our smart-phone applications which is the spearhead for Software Europe's new mobile technology division. Expenses360 for iPhone will be available shortly as a free download from Apple's iTunes store. Software Europe's Expenses and Expenses Health (http://www.nhsexpenses.co.uk) customers will be able to record their expense items and capture images of

receipts as they happen. For those with expense claim approval responsibilities they can scrutinise and authorise claims from their mobile device. BlackBerry, Android and Windows Phone 7 versions will follow. We believe that accessing our technologies through mobile channels will enable our customers to realise further benefits. Substantial investment by Software Europe in this area will continue.

We are very pleased to report a 35% increase in our customer numbers for this financial year which finished on the 31st March 2012. New customers include some popular global brands including Net-A-Porter who selected Software Europe's online contract management solution, Framework, for its power, flexibility and high quality Service Desk. The complete implementation was delivered in less than five weeks. We also received feedback from our new customers that they needed the confidence of working with a company with a proven track record and a stable financial position.

Software Europe was formed 23 years ago on the foundation of delivering exceptional service. On Monday 26th March 2012 we launched our new support service called Circle. Circle will continue to drive Software Europe's objectives for delivering exceptional service by offering our customers instant access to our support channels through an easy to use interactive online service. Circle is an addition to our readily praised Service Desk that provides telephone support currently.

Since our first web-based solution went live in 2003, we have seen continuous positive growth. I am delighted to report that this year has seen this growth move to an average of over 50% year on year. Our innovation will be maintained and our investment in Research & Development will continue to enhance the businesses of our customers.

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