BCS Ltd Announces 37 Percent Increase In "Like For Like" Half-Year Sales

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• Business Continuity Services Ltd also unveils new channel venture

Ayr, Scotland, 19th October 2012 - Business Continuity Services (BCS) Ltd, a trusted global provider of Software Asset Management (SAM) solutions and services, today announced further impressive financial results for 2012, at the close of its second quarter. Despite increasing its sales target by 30 percent since the last full financial year, BCS has achieved 110 percent of its six monthly target, and has increased turnover by 37 percent on a "like for like" basis compared to the same period last year.

Andy Fisher, New Business Development Director for BCS comments: "We've seen an increase in interest from new customers and overseas markets as well as the businesses we're already working with. This points to a positive change towards Software Asset Management and licence compliance in general which is great news for our industry. We're also delighted to see a high retention on annuity revenue via our subscription services – this is extremely important to BCS as it means that our customers are getting what they want and are happy with our service."

BCS also has more positive news to share, as it announces it plans to take its tested and proven Universal Software Library (USL) Subscription Service to the channel. The USL Service is a software recognition solution which has been developed to help Software Audit Tool Administrators make sense of their software audit data, quickly lowering resource costs and reducing risk to their organisation. Data is automatically optimised and rationalised in order to uniquely and accurately identify commercially licensable applications and potentially damaging malware. Like everything that BCS brings to the market, the USL Service has undergone rigorous field testing in order to prove its worth and was recognised in a Gartner report earlier this year, which named BCS as "Cool Vendors" in IT Asset Management. The service now processes software discovery data from over 100 countries every month, all of which is uploaded securely via BCS' private cloud.

Andy Fisher continues: "During the coming months, we're looking to further expand our reach by offering a unique opportunity to a select number of specialist partners: partners whose existing portfolio of products and services will be further enhanced by the USL Service. This could mean Microsoft SCCM integrators or even discovery tool vendors! If their customers have software and hardware discovery data which they need to turn into meaningful business intelligence, then the BCS USL is something they should be exploring!"

For further information about BCS Ltd or any of the issues above, please email Fiona Miller at fiona@c8consulting.co.uk or call 01189 001134.

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About BCS
Since 1994 BCS have operated as a trusted global provider of Software Asset Management (SAM) solutions and services. BCS also operate as the Exclusive Global Distributor for Software Organiser, a market

leading software licence management tool that provides everything a customer needs to effectively control costly software assets. BCS solutions have helped customers save millions of pounds in unnecessary software licence fees and hardware maintenance costs. For further information please visit: http:/bcsltd.com/