

FOR IMMEDIATE RELEASE

LEADING CITY RECRUITER TO OUTSHINE COMPETITION WITH SAP BUSINESS ONE

Partners Group implement the SAP Business One software solution to help take their business into it's next stage of growth and development.

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LONDON, UK – 19 May 2005. Sapphire today announced the successful implementation of SAP Business One at Partners Group - a leading City Recruitment Firm, with its sights set squarely on outperforming the market.

Partners Group focus their recruitment experience in a number of niche sectors - allowing their consultant's to gain a deeper understanding of the industries in which they operate. This gives them an important competitive edge for winning business in what is now a vastly commoditised and competitive marketplace. So successful is their approach that, in 2004, Partners Group realised a phenomenal organic growth rate of 120% - far outstripping the industry's 7% growth rate in 2003/2004 (*source: PwC*).

The foundations of their success lies in three key business principles: recruitment and retention of the best staff, organic year-on-year growth and a strong desire to consistently outperform their competitors. Tinder Mundair, Financial Controller for Partners Group explains: "to stay competitive, we knew that we had to provide more in-depth, timely analysis for better decision-making. However, our rapid growth meant that the existing systems could no longer cope with our requirements".

The answer was SAP Business One, an easy-to-use business and operational management solution for emerging and dynamic businesses from SAP, the world's leading provider of business software solutions. Tinder says "we decided to opt for SAP Business One as we were aware of SAP's excellent reputation for providing end-to-end business management systems that are proven to be cost-effective for the SME market. We chose Sapphire to install and maintain SAP Business One as they had a good knowledge of the recruitment industry and a demonstrable understanding of our business processes."

Six months on, the Partners Group is live on SAP Business One. Tinder remarks "With SAP Business One we can store our financial, customer, HR and sales information in one system. This means we are able to effectively track a range of measures which includes client profitability, margin and revenues, fees and placements by consultants, market and regional analysis and much more. With our previous system it could have taken days to consolidate and manually manipulate many spreadsheets to come up with the same answers. Now, the information is available to us at the click of a button - giving us real-time analysis that helps us to drive business growth and the agility to outperform the competition."

Ian Caswell, Sapphire's Managing Director adds "SAP Business One is the logical choice for smaller businesses as it is a great leveler when competing with much larger companies with almost limitless IT budgets at their disposal. Partners Group is characteristic of this profile and we are delighted that SAP Business One is helping them to achieve even greater business success."

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About Partners Group

Partners Group represents a hybrid recruitment agency model that takes best of all types of recruitment practice - culminating in a unique approach to recruitment that defines the service offering. Through employing both database search and specialist head-hunting techniques, Partners Group recruitment divisions (Commerce Partners, Finance Partners, Project Partners and Target Partners) offer clients highly specialised candidates at a medium to senior level..

About Sapphire Systems plc

Sapphire Systems plc the UK's leading SAP Business One reseller. Since 1986, Sapphire has offered their clients wide-ranging practical expertise in selecting and implementing advanced financial accounting and business management solutions. Sapphire was originally founded in 1986 and today provides software, services, support and advice from their offices in London and Manchester to hundreds of organisations worldwide.

About SAP

SAP is the world's leading provider of business software solutions. SAP® solutions are designed to meet the demands of companies of all sizes—from small and midsize businesses to global enterprises. Today, more than 21,600 customers in over 120 countries run more than 69,700 installations of SAP® software. With subsidiaries in more than 50 countries, the company is listed on several exchanges, including the Frankfurt stock exchange and NYSE under the symbol "SAP."