

**FOR IMMEDIATE RELEASE**

## **Sapphire partners with Proactis**

**Sapphire Systems plc, join forces with Proactis as a value added reseller**

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Images available on request

**LONDON, UK – 27 June 2007.** Sapphire today announced a new business partnership with Proactis, to provide customers with a complete spend control and procurement system that integrates with their financial accounting solution.

Sapphire specialise in financial accounting and business management solutions for the small-to-mid market, are the market leading resellers for SunSystems and the leading Gold Partner for the SAP SMB Solutions – SAP All-in-One and SAP Business One.

Proactis Group is a specialist in Spend Control software that helps organisations take control of costs and streamline procurement. A web-based solution, Proactis Spend Control is user-friendly, highly customisable and has strong integration links to the SunSystems and SAP applications.

Ian Caswell, Managing Director at Sapphire says “We are very excited about this new partnership which will enable us to provide our customers an even more complete service in gaining control over expenditure. We also see this new venture as opening up a market for additional sales for Sapphire; with Proactis Spend Control we have a product fit for additional markets that until now we have had no solution for.”

He goes on to say “It is also noticeable that customer activity surrounding spend control is increasing - until relatively recently people were interested in finding out about what was available, whereas now they are ready to invest. One of the benefits of Proactis Spend Control is that accounts staff are no longer bogged down in paper, which can only be a good thing from both an organisational and environmental stand point.”

Mark McCarthy, General Manager (EMEA) at Proactis adds “Sapphire is an exciting addition to the Proactis channel, extending our reach into the SunSystems community as well as across each of the major SAP platforms. Sapphire’s existing expertise in this arena means that its clients can start enjoying the benefits of Proactis Spend Control right away, without the usual ramp-up period that is necessary with a new partnership.”

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**About Sapphire Systems plc**

Sapphire is the global number one reseller of SunSystems and the UK’s leading reseller of SAP Business One. Since 1986, Sapphire has offered their clients wide-ranging practical expertise in selecting and implementing advanced financial accounting and business management solutions and today provides software, services and support for over 600 customers worldwide from their offices in London and Manchester. Sapphire is a founder member of the British Application Software Developers Association and is featured in the Deloitte & Touche Fast 500 Technology 2006 rankings.  
[www.sapphiresystems.co.uk](http://www.sapphiresystems.co.uk)

**About Proactis**

PROACTIS creates, sells and maintains specialist software which enables organisations to streamline, control and monitor all internal and external expenditure, other than payroll. PROACTIS’ software is already used by more than 200 organisations in the UK from the commercial, public and not-for-profit sectors.

PROACTIS is a profitable, high growth business operating from York. It is a sales led organisation with a marketing strategy involving a mix of selling direct and selling through a number of accredited channel partners. PROACTIS develops all of its own software with its own in-house team of developers.

PROACTIS floated on the AIM market of the London Stock Exchange in June 2006

[www.proactis.com](http://www.proactis.com)