

## **Leading global business outsourcing provider selects Infor FMS SunSystems from Sapphire Systems plc**

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**LONDON, UK – 02 November 2009.** Sapphire today announced that it is to supply a 130 user Infor FMS SunSystems solution to leading global business processing outsourcing provider, Nair & Co. The system will be installed at Nair's accounting services hub based in Mumbai, India and will be used by Nair processing staff throughout India and their other offices to provide accounting services to their growing base of clients across the world.

Founded in 1994, by Ms Vyoma Nair & Dr. Shan Nair, the business which is headquartered in the United Kingdom has offices in India, Japan, China and the United States; Nair & Co currently acts for 700+ foreign operations in over 40 countries. With the company at more than 350 employees globally, Nair & Co has been named as Top 100 Outsourcing Service Provider in the World by the International Association of Outsourcing Professionals (IAOP). Dr Nair leads the strategic operations and global group expansion for the company and is driving the company's strong focus on using IT to leverage business advantage.

Following a formal tendering process for a financial management solution (FMS) Nair & Co short listed three solutions from global software brands SAP, Microsoft and Infor; a period of system trials took place that included not only looking at the software in detail but also making rigorous assessment of the resellers that were proposing the systems. Jody Fullman, VP Admin & Technology explained: "The purchase of a new financial management system is a key strategic acquisition for us. Unlike other businesses that acquire a new FMS to run their own accounts, we will be using Infor FMS SunSystems to operate day to day processing for our global portfolio of clients so delivery of implementation, service and ongoing support is absolutely critical to us. Furthermore, SunSystems will become the technology based foundation that will underpin our future, so a scalable product and vendor solution was paramount to our selection process.

We have been extremely impressed with Sapphire's commitment, drive and enthusiasm throughout the entire process, and in particular their ability to provide on the ground support to us across both Indian and UK time zones. We are very much looking forward to a long standing relationship with both Sapphire and Infor."

Phill Weston, Director for Business Transformation at Nair & Co commented: "The new Infor FMS SunSystems solution will start rolling out across the Nair organisation early in 2010 after the completion of the initial pilot implementation in the UK. Both Sapphire & Nair teams will be working closely together in Bristol and Mumbai over the coming months to design and deliver the system. We know that in SunSystems

we have a flexible and scalable product that will not only serve our needs across our global network for at least the next 10 years but also increase our service delivery capacity to new and improved levels”.

David Singh, Sales & Marketing Director at Sapphire, concluded: “We are delighted to be welcoming Nair & Co to Sapphire; they are an impressive organisation with a great business model, both teams have worked very closely and struck up a bond - there is a real sense of partnership. For Sapphire this contract is key to our continued strategic growth plan and further underpins the establishment of our permanent office in Mumbai which will not only provide local support services to Nair & Co, but also to other Sapphire clients in the Asia Pacific region. We are looking forward to this exciting project.”

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#### **About Sapphire Systems plc**

Sapphire is the global leading Infor FMS SunSystems partner and is an SAP Gold partner – number one for SAP Business One in EMEA. Since 1986, Sapphire has offered customers wide-ranging practical expertise in selecting and implementing advanced financial accounting, business management and procurement solutions and today provides software, services and support for over 600 customers worldwide from their offices in the UK and USA. Sapphire is a founder member of the British Application Software Developers Association and was one of the first signatories of the BASDA Green Charter.

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

#### **About Nair & Co**

Headquartered in the U.K., Nair & Co. operates in 40+ countries with currently over 700 operations globally. Nair offices are located in the U.K., India, China, U.S. and Japan, Nair are a leading global provider of business process outsourcing solutions offering services such as accounting, payroll, HR legal, taxation and compliance advice. Nair & Co has been named as Top 100 Outsourcing Service Provider in the World by the International Association of Outsourcing Professionals.

[www.nair-co.com](http://www.nair-co.com)

#### **About Infor FMS SunSystems**

Infor FMS SunSystems is a leading financial management and accounting solution used by over 20,000 companies worldwide. SunSystems is available in 30 different languages and is implemented in over 190 different countries worldwide. The product family is unique in its global reach, providing a combination of international functionality and local support unrivalled by even the largest enterprise application vendors.

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

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