

Invenio and Sapphire announce Strategic Alliance

SAP Partners announce joint-collaboration to provide round the clock support for SAP Small and Mid-Market Solutions.

Media Contacts:

Victoria Park, Sapphire Systems plc
+44 (0)20 7648 2008
victoria.park@sapphiresystems.com

Laura Coles, Invenio Business Solutions Ltd
+44 (0)20 7993 5086
laura.coles@invenio-solutions.com

images available on request

LONDON, UK – 26 May 2010. Sapphire and Invenio have today announced a partnership agreement to offer extended time zone services and support for customers using the SAP Small and Mid-Market family of applications.

Sapphire is SAP's largest reseller of SAP Business One in the EMEA, the global leading provider of Infor FMS SunSystems and enjoys a growing presence in the USA market. With regional operations around the UK, USA – and now India - and with multi-lingual capability, Sapphire has the ability and reach to implement business systems both locally and on an international scale. Headquartered in the UK, Invenio have operations in India and the Asia-Pac region, from which they provide a range of industry solutions based upon SAP Business All-in-One, together with support and services to some of the world's largest SAP customers.

With businesses formulating plans to seek new revenue opportunities overseas, comes a need to access both application and technical support across extended time zones in order to support a successful global operation. Ralph Bolton, Technical Director for Sapphire said: "By joining forces with Invenio, Sapphire have acquired and trained a team that enables us support our 650 strong client base across extended time zones. We chose India for its availability of highly educated and capable technical personnel who offer excellent English language skills. Sapphire is a strong proponent of the partnership model and we engaged with Invenio due to their complementary business activities in both the European and Pan-Asian SAP marketplace."

The partnership sees Invenio and Sapphire operating from joint facilities based in Mumbai, a city where the technical and commercial infrastructure can support a growing demand for globalised services. This joint collaboration enables both Invenio and Sapphire to pool resources, share in regional and market intelligence and provide complementary solutions expertise. Plans are underway to build upon this investment to strengthen and add value to Sapphire's range of support programmes.

Sanjay Hiranandani, CEO of Invenio concludes: "We are delighted to support Sapphire in this new venture. Invenio have a reputation for strong SAP expertise and international delivery capabilities – which gives us an innate understanding of the needs of customers in a global trading environment. Because Invenio and Sapphire share the same core values in terms of delivering best-in-class services, this partnership will deliver a comprehensive services programme to customers that want to take advantage of a global marketplace - wherever they are, and whenever it is needed".

About Sapphire Systems plc

Sapphire is an SAP Gold partner – number one for SAP Business One in EMEA, the worlds leading reseller of SunSystems and master VAR to Wax Digital. Since 1986, Sapphire has offered customers wide-ranging practical expertise in selecting and implementing advanced financial accounting and business management solutions and today provides software, services and support for over 650 customers worldwide from their offices in the UK, USA and India. 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

About Invenio

Established in 2006, Invenio is an SAP Extended Business Member offering a range of SAP Services that includes global support and services, together with industry solutions based upon SAP Business All-in-One. Headquartered in the United Kingdom, the company operates from locations in London and Reading with additional facilities in India and Mauritius. With a growing international client base that includes Cadbury, UMGI, Random House and Neopost, the company focuses on providing affordable SAP services that enable our customers to support their business operations in a challenging and highly competitive trading environment.

www.invenio-solutions.com

Sapphire Systems plc
London, UK
+44 (0)20 7648 2000
Northern & Shell Building
10 Lower Thames Street
London
EC3R 6AF

Sapphire Systems plc
Manchester, UK
+44 (0)16 1227 8177
Kilburn House
Manchester Science Park
Lloyd Street North
Manchester
M15 6SE

Sapphire Systems plc
Edinburgh, UK
+44 (0)131 200 6156
Conference House
152 Morrison Street
Edinburgh
EH3 8EB

Sapphire Systems Inc
New York, USA
+1 (212) 541 2406
The Chrysler Building,
Floor 26
405 Lexington Avenue
New York
10174

Sapphire Systems Inc
Los Angeles, USA
+1 (310) 231 8731
11601 Wilshire Blvd
Los Angeles
California
90025

Sapphire ERP Systems Private Ltd
Mumbai, India
+91 (0)22 6604 4909
809-810, Trade World "B" Wing
Kamala Mills
Lower Parel
Mumbai 400 013