

FOR IMMEDIATE RELEASE

Sapphire Systems Opens Office in New York, Expanding Delivery of SAP® Business One in the U.S.

Sapphire to deliver integrated business management solution in New York

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LONDON, UK – 02 April 2009. Sapphire Systems today announced that it is expanding operations with a new office in the USA and has signed an agreement with SAP Americas to supply the SAP Business One business management solution in New York, USA.

Sapphire, headquartered in City of London, already has offices in Los Angeles, USA, in addition to offices in Edinburgh, Manchester and training centre on the Isle of Man. The company has been working with SAP since 2004 as a value added reseller (VAR) of SAP Business One; in April 2007 Sapphire was named as one of the first SAP Gold Partners in the UK, following early adoption of the PartnerEdge program, then at the SAP UK Partner Awards in April 2008 Sapphire was recognised as the [Channel Partner of the Year](#), based on revenue, in the SAP Business One category.

Ian Caswell, Managing Director at Sapphire, said “We are thrilled to expand our US operation from the west coast to the east coast of America. This is an exciting time for Sapphire and we look forward to continuing our development worldwide; in time we aim to offer our customers 24 hours a day of Support as standard, providing them the best service possible.”

“Sapphire Systems’ leadership team has a strong reputation and the firm is already a leading SAP channel partner for SAP Business One within Europe,” said Conrad Mandala, vice president, SME and Channels, SAP Canada and SAP Business One, SAP North America. “We welcome the expertise and consultative selling strategy that Sapphire Systems will bring to the SAP partner ecosystem in support of SAP Business One from its new office in New York.”

On Sapphire’s achievements to date Ian said “We attribute our success to our ‘customer-first’ ethos which means the provision of a smooth implementation service, followed by a first class support and services offering – and this is what Sapphire will bring to New York. We have international clients with offices in both Europe and the States and a permanent base in New York will facilitate our aim to provide them with exceptional service, with consultants and account managers readily available to meet their requirements.” He concluded “SAP Business One is ideal for organisations with multiple offices worldwide as it is able to manage multiple currency and company requirements - as well as being such a scalable solution.”

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About Sapphire Systems plc

Sapphire is an SAP Gold partner – number one for SAP Business One in EMEA, and is the global leading Infor FMS SunSystems partner. 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

About SAP

As the world's leading provider of business software*, SAP delivers products and services that help accelerate business innovation for their customers. Today, more than 47,800 customers in more than 120 countries run SAP applications – from distinct solutions addressing the needs of small businesses and midsize companies to suite offerings for global organizations. Founded in 1972, SAP has a rich history of innovation and growth that has made it a true industry leader. SAP currently employs more than 51,200 people in more than 50 countries worldwide.

www.sap.com

*SAP defines business software solutions as comprising enterprise resource planning and related software solutions such as supply chain management, customer relationship management, product life-cycle management and supplier relationship management.

About SAP Business One

SAP designed SAP Business One, a business management software application, specifically for small and midsize businesses. Used by over 10,000 customers today, it's an affordable, easy-to-use way to manage critical business functions across sales, distribution, and financials – all in a single integrated software system. With SAP Business One, users can instantaneously access critical data that provides a complete and up-to-the-minute view of their business – so they can respond to customers faster and grow their business more profitably.

About SAP PartnerEdge

The SAP PartnerEdge™ program recognizes and rewards Value Added Reseller partnerships based on merit. Benefits come with increased participation and effort. Members of the program have access to a new portfolio of best-of-breed technical and program support services. The service package is tiered to coincide with the level of membership each partner has – Associate, Silver or Gold level; partners move to a higher level by accruing a required amount of Value Points.

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