

**FOR IMMEDIATE RELEASE**

## **Europe's leading enterprise eProcurement solution comes to the mid-market**

**Wax Digital's on-demand source-to-pay solution to be supplied by Sapphire Systems**

**London – 26 January 2010.** Sapphire Systems today announces a partnership with Wax Digital to supply the web3 suite of applications to the mid-market.

Sapphire undertook a 6 month evaluation of suitable solutions available on the market and reviewed a number of software authors and their product offerings before choosing the Wax Digital web3 suite to add to its solutions portfolio.

David Singh, Sales & Marketing Director at Sapphire, comments "Over the past 18 months we have seen an increasing demand - from the market and our customers - for procurement solutions that have strong, cost effective sourcing built in. As a direct result of the current economic climate, businesses are looking for systems that can not only help them streamline the P2P [purchase to pay] process, but also add value; giving them the ability to source goods and services more efficiently, more cost effectively and from ethical suppliers."

Ralph Bolton, Technical Director at Sapphire adds "Many of the solutions we looked at, whilst functionally adequate, were just too complex. What we found in web3 was a suite of applications rich in functionality, innovative in approach and technology, intuitive to use and available as standard in a hosted environment. Where once on premise was the norm hosted solutions have increasingly become the preferred delivery model, with faster deployment, guaranteed service levels and no local IT overhead."

To date web3 has been supplied by Wax Digital directly; users include household names such as Xerox, Dixons Stores Group, Center Parcs, CEVA Logistics, Play.com, and the NHS. There has been a focus on large enterprise companies with a turnover of over £250m; Sapphire will be targeting the solution at companies with a turnover from £30m, making the solution available to organisations that require a world class solution from a company that understands their needs.

Daniel Ball Business Development Director at Wax Digital comments "We're bringing a decade of best-in-class expertise delivering procurement solutions to some of the world's leading organisations and packaging it with Sapphire's unrivalled mid-market understanding to provide what we hope is a very compelling proposition."

He went on to say "Sapphire has an impressive track record, a strong customer care ethos and a desire to work with like-minded organisations. All of us at Wax Digital are excited by this partnership."



David Singh concludes “As well as finding the right software, finding the right people to work with has also been a major factor in our choice. We are looking to build a long term relationship, so mutual trust, integrity and respect are of paramount importance. The team at Wax Digital have been enthusiastic, supportive and have gone out of their way to work with us to build this new partnership, we are confident that together we will be successful, with the ultimate beneficiaries being our mutual clients.”

- ENDS -

**Media contacts:**

**Sapphire Systems plc**

Victoria Park

[Victoria.park@sapphiresystems.com](mailto:Victoria.park@sapphiresystems.com)

**Wax Digital**

Megan Codling

Megafone Communications

Mb; 07795 848586

[megan@megafone.co.uk](mailto:megan@megafone.co.uk)

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

**About Wax Digital**

Wax Digital delivers on-demand source-to-pay solutions for the world's leading organisations.

[www.waxdigital.com](http://www.waxdigital.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