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DBE PRODUCTS SECURES SAGE 1000 TO HELP SUPPORT MBO

DBE Products has recently placed an order valued at £ 70,000.00 with business software specialists CPiO to implement a fully integrated Sage 1000 business solution covering CRM, financial accounting and supply chain management at its head office in Milton Keynes.

The new Sage 1000 solutions replaces the incumbent JD Edwards system in support of the company's core business processes and desire for seamless sales and marketing intelligence. DBE Products is the official European distributor of O'Sullivan office and home furniture and was formed as a direct result of a recent management buy out from O'Sullivan Industries. Andy Dunkley, Managing Director of BDE Products comments, "We believe the market for home and office furniture is increasingly rapidly. We intend to take advantage of this growth, extending our product offering to a number of new market segments and improving customer satisfaction through strong logistics management. Although the MBO forced our hand in terms of looking for a new business system, we knew we wanted a fresh solution to help support our ambitious plans for the company. We wanted a single solution as strong on CRM as it was in core financial and distribution functionality."

DBE Products turned to Sage who recommended that they work with their leading business partner CPiO. Following advice from CPiO consultants, Sage 1000 was selected. "The solution was intuitive and offered us the scalability we were looking for. We wanted something that would grow with us and that was easy for new users to pick up - limiting the amount of disruption to our business. CPiO demonstrated a real depth of understanding of our business and knowledge of Sage 1000, working with us to create a flexible, thorough implementation plan that would get us up and running as quickly as possible."

About CPiO

CPiO is a privately owned business software specialist that provides consultancy, implementation and integration services to companies in a wide range of industries, including manufacturing, distribution, the service and FMCG industries.

A Strategic Partner of Sage UK, CPiO is one of the top five resellers of Sage Mid Range software in the UK - including Sage MMS, Line 200, 500 Sage 1000 and Saleslogix and has strategic alliances with third party products and organisations including Microsoft Axapta, IBM, Business Objects Cognos, Oracle, Informix, SUSE Novel], and Linux enabling it to deliver its customers a 'total business solution'.

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