

Release Date: 10.01.06

SCHNEIDER INDUSTRY INVESTS IN SAGE MMS FROM CPIO

- Streamlined back office processes to support company growth and deliver improved management reporting -

Schneider Industry Ltd, the UK's largest manufacturer of LPG bulk vessels, has purchased Sage MMS accounting software from business software specialists CPiO. As a result of recently taking on a new senior management team, Schneider Industry is implementing the new accounting package to integrate all parts of its business, to deliver timely and accurate business & management information, and to form the basis for future innovation that will drive efficiency and cost savings. The Sage MMS solution will replace the organisation's existing Sage Line 50 finance and accounting systems as well as a mixture of bespoke invoicing packages across its four UK offices.

With a turnover in excess of £6 million, Schneider Industry has four sites in Airdrie, Stoney Stanton, Chepstow and Derby. Expansion in services through acquisition in recent years and the resulting business growth meant that the organisation was struggling with a lack of integrated business and management reporting. "We needed accounting software that could deliver relevant and timely management reporting that was fully integrated across all of the sites, removing the need for all the disparate information systems", explains David Strain, Finance Manager at Schneider Industry.

He continues, "MMS provided us with this functionality, yet critically CPiO was also able to suggest ways in which the software could be used to contribute hugely to the business in areas other than maintaining cash flow and producing regular financial statements."

For example, due to the nature of Schneider Industry's business, full stock traceability is very important. If a problem were to arise with a particular vessel, any other vessels that were made with the same batch of steel or the same heads would need to be traced. The Bill of Materials module within Sage MMS ensures the components that go into each vessel are recorded and given a unique serial number so that each component can be traced at any time. Ref: CPiO press release_Schneider_final approved Page 2 of 3

Strain comments, "Our relationship with CPiO has been exceptional. They have visited all of the sites, understand our business requirements and I feel we have both worked hard on this project to ensure MMS will ultimately be used to its full capabilities.

Moving forward, Schneider Industry hopes to develop the paperless function of MMS, whereby branded invoices and other communication is created electronically. Indeed, CPiO is currently working with Schneider Industry to develop software that will enable sales invoices to be converted into a format that can be used in

(Continued over)

a card-based procurement system by one of Schneider's largest customers. This would mean that Schneider Industry would receive payment in five, rather than the current average of forty-five days. This and other innovation, will speed up communication with suppliers and customers, eventually resulting in significant cost saving. Strain concludes, "We have worked with CPiO previously and trust them as they have developed a good understanding of our business. CPiO has been responsive to our queries and indeed has gone beyond our expectations to create a bespoke programme that will provide us with huge scope for efficiency gains, which is something that we could not do with any other software system, and indeed very few other systems integrators."

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.

Established in 1990, CPiO is one of the Waterdale Group of companies and has over fifteen years' experience in providing 'best of breed' integrated business solutions in finance, manufacturing and distribution, combined with CRM, Business Intelligence and eCommerce. 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 and Saleslogix and has strategic alliances with third party products and organisations including Microsoft Axapta, IBM, Business Objects Cognos, Oracle, Informix, SuSE Novell, and Linux enabling it to deliver its customers a 'total business solution'.

CPiO is headquartered in Coleshill, West Midlands, and has over 400 customers in a range of industry sectors, including manufacturing & distribution, automotive, plastics & rubber and the service sector. Key customer names include Enta Technologies, Siemens, So Good, Accantia, Esteem Systems, Futaba-Tenneco, Gaskell & Chambers Ltd, Hamworthy Heating, Portal Products, SEAC, Severn Trent Services, Stanford Marsh Group, and the Victoria and Albert Museum. Ref: CPiO press release_Schneider_final approved Page 3 of 3

CPiO has a solid reputation for integrity, professionalism & expertise and a unique culture based on people, promoting an open, straightforward approach to business relationships. CPiO believes in working in partnership with its customers, providing and receiving information freely to create a wider understanding and a solid platform that facilitates the development of practical, value-add solutions to business problems.

For further information, please contact:

Diane Doolan
CPiO
t. +44 (0)1675 467 046
www.cpio.co.uk
diane.doolan@cpio.co.uk

Jo Timmins/Louisa Benckendorff
The itpr Partnership
t. +44 (0)1932 57 88 00
www.itpr.co.uk
louisab@itpr.co.uk