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Software Organiser Announces Four New Partnerships

- **Including a market leader in IT management, LANDesk and discovery tool specialist, 413 Technologies Ltd**

Ayr, Scotland, 6th May 2007: Business Continuity Services (BCS), the global distributor of Software Organiser, is proud to announce that it has entered into four new partnerships, recently signing up two European SAM resellers and two UK complementary technology providers, following the launch of Software Organiser 4.0 earlier in the year.

BCS has seen an excellent reaction from the IT market place since the announcement of its latest version of Software Organiser in January 2007. Software Organiser 4.0 enables companies to qualify, assess, address and reduce the risk of non-compliance through the effective management and tracking of company software licences. The product offers huge market opportunities and because of this BCS has entered into a relationship with four new partners, all of whom are keen to grow their business, selling Software Organiser. These new partners include: LANDesk, 413 Technologies Ltd, Infraview Solutions, and Soluza BV.

"We are delighted with the positive response", said Andy Fisher, New Business Development Director at BCS. "This milestone release has generated an enormous amount of interest with the channel and other technology partners. These companies would rather align themselves with best of breed complementary products than try and develop something new from the ground up. Software Organiser complements any auditing tool, enabling organisations to implement effective Software Asset Management (SAM) Programmes. "

Best Of Breed Partners

LANDesk, a market leader in IT management solutions, is one of the new partners. Since 1985, LANDesk has created innovative technologies and products for enterprise IT management. The company is dedicated to innovation, developing first-class integrated systems, security, service and process management solutions.

John Dawson, Channel Development Manager, LANDesk explains why they are partnering with BCS: "Throughout the past few years we have seen the market for software license management rapidly expand. As the leading desktop infrastructure management solution, a close working relationship with Software Organiser makes sense for LANDesk. This relationship will allow both sets of customers to get the most from best of breed license management solutions."

413 Technologies Ltd is an expert in helping customers to better manage their IT infrastructure. The organisation is an expert software company that has introduced its first commercial offering ZENmetrics™, a modular family of discovery tools which gather data from the resources held within an organisation's IT estate.

Michael Hart, CEO, 413 Technologies Ltd comments: "Many of our customers are organisations with large numbers of devices often located across many locations. All of these companies have similar problems when it comes to managing their budgets, IT-related projects and assets. They also have similar problems in terms of IT compliance, in that they have to improve and maintain visibility. There is good synergy between our ZENmetrics solution and Software Organiser. Our job is to pull data evidence on software held on the network and to report back. Now this data can be seamlessly fed into Software Organiser - providing our customers with an end-to-end due diligence solution."

Moving Overseas

In addition to the two new UK appointments, BCS is spreading its wings, reaching out into Europe. The company has already started working with Infraview Solutions and Soluza BV. Both organisations are based in The Netherlands. Infraview is a consultancy firm that specialises in IT Asset Management (ITAM) and Software Asset Management (SAM) and is the largest independent SAM consultant in the Netherlands. Infraview has a strong partnership with Microsoft, Centennial and Dell and can boast a portfolio of high-calibre customers such as the large system integrators and outsourcers like HP, Getronics, IBM Fujitsu Services to larger enterprises including Robeco, Aegon and most recently ABP, the largest Dutch pension fund and Achmea.

Michael Ham, Managing Director, Infraview Solutions comments: "Software Organiser is a very interesting addition to our portfolio. We can favourably position the solution in the SAM projects we are involved with. We've had immediate take-up and in fact we've just closed a couple of significant new deals - ABP and Achmea. In the Dutch market we have seen a lot more interest in SAM projects since Q4 last year, mostly driven by Microsoft, but we see this demand growing in the coming few months."

Soluza BV is a relatively new entrant to the market, however they are specialists in the SAM market and with the addition of Software Organiser, Soluza will be able to ride the crest of the SAM wave along with Infraview Solutions. Soluza is specialised in software license management and software asset management. The consultants of Soluza have over 9 years of experience and their knowledge about software licensing, combined with SAM process architecture, makes Soluza a key partner for midsize to large companies.

Peter Luteijin, Managing Director, Soluza BV comments: "Software Organiser is a good product to have in our portfolio as it can fulfil a specific part of the SAM tooling. Our partnership with BCS provides us with great support team - easy communication, a fast response and a high level of knowledge level. This means we can offer our clients a product that is well-supported."

Software Organiser 4.0 focuses on the recording and analysis of actual software licensing documentation, enabling customers to; establish and prove software licence compliance, successfully negotiate with software providers and efficiently manage software maintenance and renewals.

For more information on Software Organiser, please visit www.right2use.com.

- Ends -

Note to Editor:

The key features of Software Organiser 4.0 include:

- **Licence inventory** - creates a centralised inventory of all licensing records, agreements and renewals that meets with FAST and ITIL standards
- **Automated reconciliation** - provides an instant compliance position by auto matching software audit data, from any audit tool, with the Licence Inventory
- **Compliance reporting** - prints or exports to Excel the compliance position of installed applications and Client Access Licences (CALs)
- **Maintenance renewal management** - manages the renewal of all types of time-limited agreements
- **EDMS support** - stores and views scanned licensing documentation
- **Works with any audit tool** - electronically imports software audit data from your audit tool to determine compliance
- **Purchase history** - views purchasing trends with suppliers by product
- **Cost analysis** - analyses software spend by product by supplier
- **Supplier management** - discovers who your suppliers are and what they supply
- **Task management** - manages the process of Software Asset Management
- **Helpdesk integration** - delegates tasks to other departments
- **Easy to learn and use** - you can start using the product immediately
- **Recommended and used by FAST Consultancy Services** - supports all stages of the Federation Against Software Theft's Standard for Compliance.

About BCS

BCS has over twelve years experience in developing working solutions to real licence management problems. It is a recognised leader in the development and delivery of software licence inventory and software compliance solutions, providing software licence management products complemented with specialist software licensing and software asset management training. Right2use is the development arm of BCS.