

Stockholm, 19 December, 2007

## IBS signs agreement with German pharmaceutical distributor

**IBS has signed an agreement with a pharmaceutical distributor in Germany regarding the installation of IBS software for pharmaceutical distribution - IBS Pharma. The agreement includes software, services and hardware with a total order value of SEK 8.2 m (EUR 880,000).**

The agreement with a private pharmaceutical distributor in Germany is the third new customer agreement within the pharmaceutical industry during 2007 in the German market.

*"During the year, we have signed several deals with new customers within the pharmaceutical distribution industry in the important German market. We have a positive view of the German speaking market for the future, not the least within the industries where we have the ambition to be one of the leading business software vendors," says Erik Heilborn, CEO and President for IBS.*

*The new agreement covers a medium-sized installation of IBS Pharma with modules including distribution, warehouse management, returns handling, RF handling, financials, business intelligence and integration. The new business system is planned to go live at the end of 2008.*

*With the system, the customer will be able to automate important business processes handling very high transaction volumes with solid performance and reliability as well as handling all current and future legal requirements regarding traceability and reporting. Other customer requirements include flexibility of the software in order to meet changed needs in the future.*

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**IBS (OMX Nordic Exchange STO: IBS)** is a leading provider of specialized business systems for specific industries such as publishing and book distribution, pharmaceutical distribution, electronics, paper and the automotive industry. IBS focuses on large and mid-sized companies within supply chain management, demand-driven manufacturing, customer administration and financial control. For further information, visit [www.ibs.net](http://www.ibs.net)

**IBS CORPORATE HEADQUARTERS**

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