



MEDIA RELEASE

PULSEN

Northern Exposure: Pulsen Sign on as Nordic Agent for CCSS

CCSS today announces Pulsen Systems Solution AB, (Pulsen) has been named as the sales and support agent for CCSS's IBM ServerProven systems management solutions in the Nordic region covering Sweden, Finland, Denmark and Norway.

The core CCSS family of solutions (QSystem Monitor, QMessage Monitor and QRemote Control) will be offered under Pulsen's 'SAFE' concept of pre-packed solutions to IBM System i customers in the region. With over 40 years of experience in the Nordic market and an annual turnover in excess of 1.1 Billion SEK, Pulsen will leverage their existing Premium Partner IBM relationship together with their strong product knowledge of CCSS solutions to target the estimated 3-4,000 System i customers in the Nordic region.

Pulsen and CCSS share a common belief that systems management solutions should address the specific network challenges of System i environments and offer IT Managers the fastest route to identification and resolution of those issues. Both companies have expertise and a valuable knowledge base of widely used applications such as SAP and Movex together with High Availability (HA) solutions. Pulsen's expertise in this field has seen them emerge as a market leader in HA, having sold more specialist solutions to Nordic customers than any other partner.

Bjorn Oxe, Sales Manager and CEO for Pulsen Systems Solution, says Nordic customers will benefit from the addition of CCSS solutions to the Pulsen offering, "We're interested in building long-term partnerships with companies that share our approach towards creating and maintaining a holistic systems environment where customers can achieve maximum productivity. CCSS solutions are a natural fit for us – the innovation they show does not end with the product offering. Their ongoing developer relationship with IBM, commitment to support services and focus on the real-world customer experience and requirements makes CCSS a valuable partner."

CCSS already has a strong customer base in the Nordic region and globally has built a reputation for excellence across many vertical markets including large automotive, financial, pharmaceutical and manufacturing industries.



For more information about CCSS visit: www.ccssltd.com

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About CCSS

CCSS develops, supports and markets IBM System i performance monitoring and reporting, message management and remote management solutions. An Advanced IBM Business Partner, CCSS develops powerful solutions to support some of the world's most demanding System i environments across many industries including insurance, banking, pharmaceutical and manufacturing. All CCSS solutions are IBM ServerProven.

Existing customers that rely on CCSS's feature-rich solutions include leading organisations such as Volvo, Mattel, Newell-Rubbermaid, The Royal Bank of Scotland, Siemens Medical, RWE npower and Waterstone's.

CCSS is headquartered in Gillingham, Kent, UK with key regional headquarters in Raleigh, North Carolina, USA; Bonn, Germany and Makati City, Philippines together with a global agent network spanning Portugal, Brazil, the Netherlands Switzerland and Sweden.

www.ccssltd.com

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