

MEDIA RELEASE

CCSS Extends European Reach with new Resources for Swiss and German Markets

Sept 19, 2007 – CCSS, the IBM System i monitoring solution specialist, today announces an extension to their European sales organisation. The sales expansion builds on two key European markets, Germany and Switzerland, with the appointment of key senior sales executives. Rainer Nickel joins the existing German sales team and Manfred Petersen is responsible for increasing CCSS sales in the Swiss market.

The recent expansion marks CCSS's ongoing confidence in the European server software market. Industry Analyst IDC agrees the German server market continues to experience healthy trends in 2Q07 with IBM, the leading vendor, enjoying a 30% market share of the total unit shipments which are close to 89,000 according to their German Quarterly Server Tracker.

Bonn based CCSS in Germany is already the preferred System i monitoring solution provider of leading national and internationally recognised brands such as tea, cereal and health product manufacturing giant, OTG and the globally ubiquitous McDonald's. As part of their strategy for the two regions, CCSS will focus on vertical markets such as pharmaceutical, finance and manufacturing where they have a compelling global client list already.

Between them, Switzerland and Germany already boast eight of the world's leading pharmaceutical companies, many hundreds of prominent financial institutions and a formidable manufacturing industry. The IBM System i is especially popular for these industries as the platform is amongst the most robust, secure and reliable available today.

Managing Director for CCSS, Ray Wright, says the European expansion is the latest in a series of strategic moves that the company has undertaken in the past 18 months, "Last year was significant for us in relocating some of our senior members of staff from the UK to the US. Coupled with this, we launched CCSS Asia in the Philippines to more directly serve System i customers in the AsiaPacific region. Now, by increasing our sales presence in Europe we can offer direct global sales coverage with more dedicated resources for our growing customer base."

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

Notes for Editors:

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