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## **Launch of a new Product (KW200) for the Sage 200 Market**

Datum International Limited ("Datum" or "the Company"), the Independent Software Vendor and author of KnowledgeWorker the Enterprise Content Management (ECM) software platform is pleased to announce the release of a new product called KW200 for the Sage 200 marketplace.

The product has been developed in association with its partner FD Systems (FDS), Sage's No1 Partner in the UK. To facilitate the integration work, Datum developed a new set of web services which allow any third party application to be easily integrated with KnowledgeWorker and allowing that application to utilize KnowledgeWorker's powerful and critically acclaimed Document Management, Workflow, Collaboration and Search modules.

The Sage 200 Suite of business management software helps organisations with a typical turnover of £1m-£20m to coordinate their whole business: from customer-facing systems, through back-office processes, to core activities such as retail/wholesale, construction, manufacturing and engineering.

The software helps staff work together more effectively and limited or expensive resources are optimised. Managers have instant access to company-wide information and are equipped to plan for the future.

Nigel Griffiths, Commercial Director at FD Systems comments; "we are very excited about the opportunity KW200 presents for the Sage market. Having already deployed KnowledgeWorker for some of our Enterprise customers using Sage 500 & 1000, we look forward to providing this same level of capability to our Sage 200 customers.

ECM is one of the fastest growing segments of the IT market, but most systems available today are expensive and out of the reach of most SME businesses. We are able to offer not only a world class ECM product to our customers, but one that is fully integrated to their Sage 200 Business system. We are confident that most of our customers will see a payback within a few months by saving significant amounts of time by finding critical business information in seconds instead of hours or even days.

The Purchase Invoice Processing solution is a case in point; many companies pay tens of thousands of pounds for just that single feature, which just one of the features of the KW200 product. With over 5,000 installed Sage 200 sites in the UK alone, we are confident that this will be a significant revenue opportunity for our company."

Les Paul, CEO of Datum International comments; "Datum is delighted to be working with FD Systems on bringing such a compelling value added service to the Sage 200 market. We see this as being the first of several collaborations with FDS to provide the whole of the Sage market with access to our world class ECM application. With an increasing emphasis on compliance and driving down costs, most businesses are seriously considering deploying Content and Business Processing Management systems. With KW200, Sage users will be able to get these benefits coupled with a fully integrated business solution."

KW200 provides Sage 200 with Inbound (received) and outbound (generated by Sage 200) Document Archiving, Scanning, Purchase Invoice Processing and the ability to store any type of content against Customers, Suppliers, Products and Projects. Over 80 screens within Sage 200 have access to KnowledgeWorker functionality and provide essential features which will help Sage 200 users save a great deal of time and resources, creating competitive advantage. KW200 is the most integrated solution of its kind for the Sage 200 market.

Priced from as little as £5,000, Sage 200 users will be able to harness the full power of ECM within their business. The Microsoft Outlook Integration enables users to drag-n-drop emails

directly into Customer or Project folders and will allow access to all your Sage and other corporate documents from within the single portal. As standard, KW200 also comes complete with a full Purchase Invoice Scanning solution with Workflow Approvals. This one feature alone would pay for a typical installation in just a few months.

As an optional extra, users are able to deploy the full Workflow engine which incorporates a browser based drag-n-drop business process designer which will enable Sage 200 users to automate almost any kind of process within their business, from simple document approvals through to full blown enquiry and case management systems.

Datum and FDS are already developing a new add-on module for Purchase Requisitioning which will allow browser based local and remote users to generate requisitions for products and services managed by the Sage Product and Stock files. The requisitioning system will collect and get approvals for required items and then pass them to the Sage system for automatic Purchase Order generation. This will be the first of many such workflow and business process add-ins to be made available.

The Directors of the issuer accept responsibility for this announcement.