

Axway appoints Brad Twynham as Business Development Manager

Axway, a global supplier of Enterprise Application and Business-to-Business Integration (EAI and B2Bi) software solutions, has appointed Brad Twynham as Business Development Manager.

Based in Sydney, Twynham is tasked with supporting Axway's existing Australian customers, which include Mayne Group, Fosters, PaperlinX, Amcor and Orica; as well as establishing new partnerships with resellers and systems integrators, and deepening existing partnerships. He is also focusing on developing Axway's presence in the retail sector.

"This appointment continues our strategy of managed growth in Australia," commented Drew Seitam, Managing Director of Axway Australia. "Brad brings over ten years' experience in solutions and infrastructure sales together with excellent management experience and a strong track record in team development. We believe he will contribute significantly to Axway's growth."

Twynham joins Axway from business integration specialist, Zettaworks, where he was managing director, Australia and New Zealand. Earlier positions included those of Regional Sales Manager for Vitria, Country Manager Australia and New Zealand for Foundation Technology Services and Country Manager New Zealand for BEA Systems. Twynham was a founder of the specialist IT research company, Computer Market Research that was later acquired by Strategic Publishing.

About Axway

Axway develops and provides Enterprise Application Integration (EAI), Business-to-Business Integration (B2Bi) and Systems Management solutions to quickly and effectively integrate the disparate systems typically found in today's large enterprises. The solutions help organisations get greater value out of their existing systems, and lay the foundations for future growth by simplifying connection to new systems within the enterprise, and externally to partners.

Axway is a wholly owned subsidiary of the 531m EAI pioneer, Sopra Group SA. Axway was established to concentrate on the development and delivery of these products, building on Sopras 20 years of EAI and B2Bi leadership.

Axway grew to over 70m in 2002. The company has more than 500 employees servicing over 5,000 customers in a diverse market made up of retail, logistics, banking, utilities, manufacturing, public sector and telecommunications. Axway re-invests over 20 per cent of its revenues into continued research and development of its products. This, combined with the strength of its parent company, offers stability to customers, and gives them the confidence that they have a solution on which all current and future needs can be met.