

Cincom Australia Celebrates 30 Year Milestone

Cincom Australia was originally set up to licence and market its TOTAL database management system to the Australian and New Zealand markets. Today Cincom has over 35 people working in Australia, with offices in Sydney and Melbourne. With over 100 clients around Australia including ASC, Thales, Goodrich, Commonwealth Bank, AXA and Mills Display, Cincom has grown to be a major player in the complex manufacturing space as well as providing document production, CRM and product configuration solutions.

ASC has been a client of Cincom for nearly 20 years, having first purchased CONTROL in 1987 to support its manufacture of the submarines for the Commonwealth Government.

With our business continually evolving over the years, it is important we partner with a company that understands our vision, is able to keep track of new technologies available and has the people who have up-to-date skills and expertise, said Jon Moore, Submarine Manager for ASC.

We recently went live with the latest version of Cincoms ERP system, CONTROL:2005, which was implemented on-time and on-budget. This will provide the foundation for improving our business results by integrating our whole-of-business processes and delivering more effective and longer term business intelligence.

Paul Hargreaves, Managing Director of Cincom said: To achieve 30 years of constant growth in the IT industry is no mean feat many other software solution suppliers have come and gone in that time.

I joined the company in 1978. Since then we have seen many changes in business, particularly in the manufacturing industry, but success has always been based on the same formula give customers what they want, when they want it and for the agreed price.

Cincom milestones:

- * Cincom CEO Tom Nies honoured as the longest actively serving CEO in the industry and inducted alongside other industry pioneers such as Bill Gates (Microsoft), Larry Ellison (Oracle) and Steve Jobs (Apple), into the Smithsonian Institutions permanent Computer History Collection in 1995.
 - * Cincom Australia was the first privately held software company to enter into the Commonwealth Government Partnership for Development Scheme in March 1988.
 - * Cincom Australia carried out the first implementation of its CONTROL ERP system into China in November 2003 for Goodrich. Cincom also recently played a pivotal role in the successful global deployment of CONTROL 2003 in Trane Chinas Taicang Facility.
 - * In 2005, Cincom Australia signed a Fixed Term Agreement with the Commonwealth Government to become an Endorsed Supplier to government.
- Cincom Systems, Inc. announced 2005 financial highlights recently which included:
- * A 41 per cent increase in revenue for fiscal 2005 compared to 2004;
 - * Four-year profits reach all-time record levels;
 - * Gross revenue per employee increased from \$153,200 in 2004 to \$193,400 in 2005 for a 27 per cent productivity improvement;
 - * Twentieth straight year of generating more than \$100 million in revenue - a feat unparalleled in the software industry except for Microsoft; and
 - * Return on Invested Capital averaged over 70 per cent for the last two years.

The last four years have been the most profitable in Cincoms 37-year corporate history.

Cincom has also recently launched its Keep It Simple Society website which has been specifically built for business people who are struggling with the ever-changing and rapidly expanding complexities of managing and running a successful business.

The K.I.S.S. website is both a resource and a community to access tools and interact with other business leaders who also want to improve company performance by:

- * Growing revenue;
- * Improving productivity;
- * Minimising business risk; and
- * Overcoming barriers.

K.I.S.S is free. Registration for K.I.S.S entitles the individual to a free K.I.S.S. t-shirt and entry in the K.I.S.S. Rewards Competition. New winners will be chosen every month, and prizes include an iPod Mini, \$50 iTunes packs and various business books.

To visit the K.I.S.S. Web site, visit: <http://www.cincom.com/kiss>

About Cincom

For nearly 40 years, Cincom's software and services have helped thousands of clients worldwide simplify the management of complex business processes. Cincom specialises in the five areas of business where simplification brings the greatest value to managers who want to grow revenue, control costs, minimise risk, and achieve rapid ROI better than their competitors. Cincom serves thousands of clients on six continents including BMW, Citibank, Boeing, ASC, Trane, Thales, Commonwealth Bank, Westpac, Mills Display and Alcatel and has a track record for on-time, on-budget

implementations that result in a faster return on investment.

For more information about Cincom's products and services, visit the Cincom Australia website at www.cincom.com/au.

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