

Cedilla hits top three spot for Microsoft Business Solutions-Navision

Commitment to vertical market specialisation and a history of technical excellence underpin continued growth for leading systems integrator

Cedilla Systems has consolidated its position as a leading provider of services and technology to the UK SME sector with the announcement that it has become one of the top three Microsoft Business Solutions-Navision resellers in the UK. The company has experienced average year-on-year growth of 27 per cent since it was established in 1991 and has accelerated its growth through careful market research and planning.

Jason Fazackerley, Cedilla's Sales & Marketing director, said the company's strategy of investing in vertical market capabilities, built-on the successful Microsoft Navision product, was reaping significant rewards. "We've always been a growing business that has attempted to find differentiators in the way we approach specific markets, and Microsoft Navision has been our primary focus for the last five or six years. To see the hard work and determination of all our team coming together with the realisation that we are now among the very biggest, as well as being the best, in the Microsoft Business Solutions partner channel is very gratifying."

Cedilla focuses on the SME and mid-market, providing service and consultancy based on the Microsoft Business Solutions-Navision product. The company has invested in developing software systems tailored to the needs of specific industries and vertical markets; Cedilla now has packaged ERP systems for waste management, metals distribution and financial services companies. This is an approach that has contributed hugely to recent success.

Microsoft Business Solutions sales director Nick Brown applauded Cedilla's efforts: "This is exactly the sort of thing we like to see from our partners – Cedilla have taken the Microsoft Navision product and worked out how best to make it apply to particular markets. Then, by careful investment in their own people, they have developed the right knowledge and skills to sell effectively to their chosen verticals."

Earlier this year, Cedilla was the subject of a management buy-out, led by managing director, Mike Dickson. In 2002 Cedilla was the recipient of the Navision Solutions Centre of Choice award and has won awards for its innovative use of Navision technology.

Ends

Notes To Editors

About Cedilla:

Cedilla Systems Ltd specialises in the development and implementation of tailored business software solutions for small to medium sized businesses in the UK. Cedilla's success has been built on the powerful Navision software range, an ERP software package from Microsoft Business Solutions which is sold and supported in 108 countries worldwide. Cedilla is a Microsoft Certified Business Solutions partner, staffed by certified professionals dedicated to providing customised solutions, training and support services.

Press Contact:

Sean Fleming, Clarity Public Relations

Tel: 0118 925 5975

Email: sean.fleming@claritypublicrelations.co.uk