

Çedilla Demonstrates the Cashflow Benefits of REgenerist at CIWM 2004

19 May 2004: Çedilla Systems, a specialist technology provider to the waste management sector, returns to the CIWM conference and exhibition in Torbay this year to demonstrate how its solutions can help companies save money and improve cash flow.

Çedilla will be using the show to demonstrate the real and tangible ROI (Return on Investment) that can be achieved by using the REgenerist business software solution. Experience of working with in the industry has shown that a typical mid-sized waste management company (with turnover of £750,000 per month, or £9 million per year) could save around £14,000 per year and free up as much as £172,000 of liquid assets by using a system such as REgenerist.

Such savings are only in one area of the business (i.e. improved cash flow management). From their stand at the CIWM show, Çedilla hope to demonstrate a number of scenarios where waste management and recycling companies can achieve quantifiable savings or profits from investing in integrated software solutions.

These benefits are possible as REgenerist is a complete ERP (Enterprise Resource Planning) package designed specifically for the waste management industry. It covers a wide range of business processes from financial systems to package tracking and it speeds up the time taken for a company to receive payment for the work it has done. Çedilla is the sole UK distributor of REgenerist; it is also one of the top three resellers in the UK of the award-winning Microsoft Navision business application. It launched REgenerist at last year's CIWM Conference and Exhibition; the launch generated a great deal of interest.

REgenerist is already used throughout Europe by over 50 waste management businesses, but was only launched into the UK by Çedilla at CIWM 2003. Since then, Çedilla has undertaken implementations of REgenerist in a number of UK companies. The industry sectors covered by these organisations include glass recycling, metal recycling and a UK compliance scheme. The interest in REgenerist has been so great that Çedilla ran a series of roadshow events in order to showcase the capabilities of the software. These took place in March 2004 at venues in Manchester and Reading and gave individuals the opportunity to see how the product could improve their business processes first hand.

The success of REgenerist is a result of a substantial investment by Çedilla, who are committed to developing a product that can cater for the wide-ranging needs of the waste management industry. As Sales and Marketing Director, Jason Fazackerley explains: "When we first looked

into this market we immediately became aware of the huge need that there is for software to support business processes across a broad range of companies in the waste industry. REgenerist is able to offer real financial benefits to our customers. As a fully-integrated ERP solution we believe that there is no better product available within this industry. In the first year of supplying REgenerist we have seen the high levels of success that we expected and are looking forward to our continued work with and development of the product."

The CIWM Annual Conference and Exhibitions takes place in Torbay from 15th to 17th June. Demonstrations of REgenerist will be taking place at stand 578 for the duration of the exhibition. Çedilla consultants will be on hand to discuss your individual requirements. You can also find details of the product at www.regenerist.net or contact Çedilla on 0161 705 6000 (email: regenerist@cedilla.co.uk)

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About Çedilla Systems:

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

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