

Pearsons signs REgenerist to handle growth in recycling

Paper recycling specialists choose Microsoft-based system from Cedilla

12 September 2007: Cedilla Systems, a specialist in delivering business applications for the waste management and recycling sector, has announced that Pearsons Thetford Ltd, the Norfolk-based waste and recycling specialist, has purchased REgenerist.

Pearsons currently recycles around 65% of all the waste it handles, and expects this will grow to in excess of 85%. The REgenerist solution will support these very high levels of growth.

REgenerist is based on Microsoft Dynamics NAV (formerly Navision), and is the most comprehensive packaged ERP (Enterprise Resource Planning) solution for waste management & recycling companies. It has a proven track record of delivering real business benefits to waste management and recycling customers. Research carried out by Cedilla has found that a typical mid-sized waste management company can save thousands of pounds through the administrative and financial processes of REgenerist – just one of the system's potential benefits.

Pearsons started life in 1945 as Waste Paper Merchants, and is a family-run concern with a fleet of over 45 materials collection vehicles, serving over 4,500 skips, containers, roll-on-roll-off, can banks, plastic banks and wheeled bins throughout eastern England. It has a combined group annual turnover exceeding £8 million, and around 100 employees.

The 18-user REgenerist system will be used to link various aspects of Pearsons' business, to control weighbridge transactions, plan transport routes, and overall, manage the operations from contracts and orders held in REgenerist through to accounts.

Pearsons will also make use of technologies such as voice over IP (VoIP) and enhance communications through the telephony application programming interface (TAPI) integration from within the CRM solution which is integral to the REgenerist system.

Jo Pearson, Managing Director at Pearsons, said: "The waste and recycling sector is growing rapidly at present, a situation which can present as many challenges as opportunities. At Pearsons we recognised the need to invest in reliable, proven technology solutions. REgenerist has been developed specifically for businesses like ours and we are looking forward to seeing it help our continued growth plans evolve."

Jason Fazackerley, Sales and Business Development Director at Cedilla, said: "Increasingly, companies in the waste management sector are dealing with growing pains as they react to the sudden growth the sector has faced overall. A fully-integrated business application such

as REgenerist can offer cost control, compliance management, operational efficiency and rapidly available management information; all critical success factors.”

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About REgenerist:

REgenerist is an ERP (Enterprise Resource Planning) software solution powered by Microsoft® Dynamics™ NAV, and has been implemented at over 100 organisations throughout Europe.

REgenerist is one of the most technologically-advanced ERP solutions available today for waste management and recycling business, and is sold and supported in the UK and Ireland by Çedilla Systems.

About Çedilla Systems:

Çedilla is a Microsoft Gold Certified partner for Business Solutions and ISV, staffed by certified professionals dedicated to providing customised solutions, training and support services. 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 Dynamics NAV (formerly Navision) software range, an ERP software package from Microsoft Business Solutions, which is sold and supported in 108 countries worldwide.

In July 2007, Cedilla was acquired by Qurius, Europe's largest Microsoft Dynamics partner – www.qurius.com

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