

**ASQ Nederland changes its name to Real Solutions Nederland  
and becomes important spearhead for Real Software's  
one-stop-shopping in the Netherlands**

Utrecht, September 26th 2000. ASQ Nederland, member of the Real Software Group and important player on the Dutch market for distribution and logistic, changes its name to Real Solutions Nederland.

The change of name will give ASQ Nederland more visibility, and help to commercialize Real Software products like ReMax (ERP) and Real Portfolio (portfolio management) in the Netherlands. This is completely in line with the strategy of the Real Software Group that wants to realize its one-stop-shopping concept in the Netherlands. Furthermore, after the recent agreement with KPN and Nedcar, and the years of collaboration with Océ, this is a new important step in the conquest of the Dutch market.

**ASQ Nederland: a brief presentation**

ASQ Nederland has been active in the IT sector for more than 10 years now and currently employs 40 employees. The 1999 turnover amounted to more than 5 m EUR. Since many years the company has been an IBM partner, and also works together with Progress, Microsoft and Sun. ASQ Nederland is a member of the ASQ Group, active in Belgium and the Netherlands. Originally the ASQ Group only developed AS/400 applications, but it also offers solutions for other platforms: Progress, Oracle, Microsoft and Java.

**Strong product offering**

One of the well-known ASQ products is **WICS** (Warehouse Information and Control System), a platform-independent warehouse and distribution application for logistic companies and distribution centres. Some important customers in the Netherlands are Wegtransport BV, De Rijke Transport – Warehousing, Verkerk Transport & Logistics BV and Millennium Logistics BV acting for AMD (Advanced Micro Devices).

**ODISY** (Open DIStribution SYstem) is a package developed for the wholesale business and distribution companies from different sectors, with a.o. modules for webshop, e-Commerce and assembly. Some interesting references are Raab Karcher Bouwstoffen BV, Borgh BV and Zakkencentrale BV.

Furthermore, ASQ Nederland also offers **EXTASY** (EXTended Accounting SYstem) for the financial administration and **SMART** (Sales and MARketing Tool), an application for sales & marketing follow-up also available in a web-enabled version under the name of ESM@RT. In particular this CRM application has a lot of success, in the pharmaceutical sector, but also in the logistic sector, where Van Gend & Loos BV is the most important customer with 600 users.

Real Solutions Nederland also disposes of the required technological knowledge for the development of e-Commerce solutions, and the web-enabling of its own applications.

**Real Solutions Nederland becomes spearhead in Real Software's one-stop-shopping in the Netherlands**

The wide product and service range of ASQ Nederland will be completed. Real Solutions will actively commercialize ReMax, Real Software's ERP package.

Up to now ASQ Nederland was not active in the financial sector. With the sale of Real Portfolio the company will open a totally new market. Real Portfolio is the Internet-based portfolio management system of the Real Software Group.

Furthermore, the Dutch presence of Sycron, another Real Software subsidiary that mainly develops point of sale systems for the retail market, offers an opportunity to work closer together in the future and to increase the synergy. Naturally, the ultimate goal is to realize the one-stop-shopping in the Netherlands.

**The Netherlands: growth market for Real Software**

The Netherlands have always been a growth market for Real Software, thanks to important product sales. Rimses, Real Software's maintenance package, numbers some 50 Dutch customers.

The start of the complete outsourcing of Nedcar's automation activities, together with KPN, means the definite breakthrough in the Netherlands. In addition to the long relationship with Océ this new agreement offers Real Software a solid platform for its expansion in the Netherlands.

(End press release)

For further information:

**REAL SOFTWARE**

**Dina BOSCHMANS**

Marketing Communications Manager

E-mail : [Dina.Boschmans@realsoftware.be](mailto:Dina.Boschmans@realsoftware.be)

Prins Boudewijnlaan 26, 2550 Kontich (Be)

Tel. +32.3.290.23.11 - Fax +32.3.290.23.00

**REAL SOLUTIONS NEDERLAND**

**Ferry JANTZEN**

Managing Director

[Ferry.Jantzen@realsolutions.nl](mailto:Ferry.Jantzen@realsolutions.nl)

Burg. Verderlaan 15 e, 3544 AD UTRECHT

Tel. +31.30.666.00.50 – Fax +31.30.662.13.95

*Real Software was established in 1986. In the first half of 2000, the company recorded consolidated operating revenues of 128.1 million EUR and an operating profit of 20.0 million EUR. The group currently employs a staff of more than 2600. Real Software offers a comprehensive range of software services ranging from the development and implementation of its own products, over tailor-made solutions and consulting (including implementation and sale) for third-party products. The company exports Belgian technology to countries such as the Netherlands, France, Germany, Ireland, Switzerland, the United States and the Far East. Real Software customers include companies such as Du Pont de Nemours, GIB, Océ, Johnson & Johnson, Merck Sharp & Dohme, Biogen, Renault, the Paris Metro, TFI, EDF – Electricité de France, SNCF, the Dutch Post Office, Nedcar, Philips, Shopi, Goodyear, KBC Bank and Fortis Bank.*