

## **Real Software sets market standard by creating TiCoSa**

### **- Virtual market place TradCom registers its one thousandth user -**

**Kontich, June 5<sup>th</sup> 2002. – With its new TiCoSa software, Real Software has created a market standard in the past six months named TradCom. TradCom NV (PLC) is the most important business-to-business web site for e-commerce in over 700,000 goods and services. This week TradCom welcomed its one thousandth registered user. The technological foundation of TradCom is TiCoSa and it is supplied by Real Software, which specialises in computerising company procedures. TiCoSa is short for 'Time and Cost Saving'. This e-procurement package has been very successful in the business world and is the foundation which underpins the other market leader, TradCom.**

TiCoSa is an e-procurement package which enables the customers to organise their purchases from suppliers exclusively via the Internet. “With TradCom, Real Software has clearly set a new standard for TiCoSa. We find that our package has stimulated the minds of many customers and potential customers. It is time for us to reap the reward,” says Patrick Pingnet, Director of Collaborative Commerce at Real Software. "Our customers, the producers, expect a quick return on their ICT investments (ROI). They can achieve this by increasing efficiency in their supply and delivery procedures (Supply Chain Management). Procurement is a very important part of this procedure,” says Carine Huysveld, General Manager of the Division Manufacturing & Maintenance.

The software is the basis of the TradCom virtual market place. Eric Croon, Managing Director of TradCom NV (PLC) explains: “TradCom is a joint venture of five companies active in the industrial supply of indirect goods and services (Baudoin, Breva, Corporate Express, Boma, and Real Software). TradCom has 18 suppliers, including Atlas Copco, Miko, and Gedas. By combining their goods and services on the Internet in a joint catalogue and providing it with Real Software’s TiCoSa e-procurement software and a simple ERP link, they have given users the opportunity to simplify their purchasing process dramatically. In this way users can achieve significant savings in their time and money. Over 700,000 various goods and services are bought and sold on TradCom. The use of a single, interface, a single search engine, and a single database structure for the catalogues makes ordering a quick, simple, and accurate process.” This week the one thousandth user registered on the platform.

Johan De Wilde, Purchasing & Transportation Manager at Umicore, a customer since the establishment of TradCom in September 2001 says: “TradCom is far and away the best that the market has to offer. No other market place or selling site has got such strong search methods and helpful tools as TradCom. The development of the available tools on TradCom is also remarkable.”

For further information:

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***Over Real Software NV (PLC)***

*Real Software was established in 1986. In 2001 a group turnover of 208.6 million Euros was achieved with a company profit (EBIT) of 20.1 million Euros or an EBIT margin of 9.6 %. The Real Software group presently has a workforce of 1700. Since 2002 the group has been organised into four divisions: Banking & Insurance, Manufacturing & Maintenance, Business & Government, and Retail. The group offers a full range of software services, ranging from the development and implementation of its own products, projects to order, and outsourcing, to advice, implementation, and sales with regard to products of third parties such as SAP and JD Edwards. The company exports Belgian technology to places such as Luxembourg, the Netherlands, France, Germany, and Switzerland. Customers include companies such as Du Pont de Nemours, Carrefour, Johnson & Johnson, Merck Sharp & Dohme, Biogen, Renault, the Paris Metro, TF1, EDF - Electricité de France, SNCF, PTT Post, NedCar, Philips, Bandag, Goodyear, and Fortis Bank.*