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**Leading global supplier of drug delivery devices fully integrates acquired company to have one version of the truth**

Feltham, UK - January 07, 2011 - SAP UK & Ireland today announced that Bespak, a leading supplier of drug delivery devices for injectable and inhaled products has integrated acquired organisation Bespak Injectables (formerly The Medical House) onto SAP Business All-in-One. Headquartered in the UK, Bespak employs over 500 people and manufactures more than 600 million medical devices each year. Bespak provides the capability and expertise to reduce time to market, allowing customers' products to be developed, tested and manufactured faster and with minimised risk, whilst complying with the EEC Medical Device Directive and the US Food and Drug Administration (FDA).

Bespak has been an SAP customer since 1998 with the system supporting the administrative, manufacturing and distribution functions. In November 2009, Consort Medical PLC acquired The Medical House PLC and began the integration of the re-branded Bespak Injectables into its Bespak division. In order to drive further efficiencies out of its existing SAP investment and to integrate Bespak Injectables' data to provide administrative synergies, Bespak began moving the company from its existing IT systems onto SAP Business All-in-One.

"Ensuring we have accurate, timely information across the business is imperative to Bespak as we are dealing with critical medical products which need to comply with stringent FDA regulations," commented Mark Newman, SAP Service Manager at Bespak.

Bespak identified the opportunity to expand the use of its well established SAP system and made the decision to integrate Bespak Injectables' systems with Bespak's so began the search for a systems integrator.

Newman continued "We selected Chelford because of their knowledge of the system, the strong references they had, the fact that they were highly regarded by SAP and that they also understood fully what we were trying to achieve and wanted to work with us as a team to ensure we would get the results we wanted."

"The implementation was relatively straightforward because we were moving Bespak Injectables over to an existing SAP solution. The integration was rapid and took only 60 days from start to finish. We are pleased that the integration means that there are huge benefits Bespak will realize; they now have a robust platform for growth and better financial reporting with faster closing for month end with more accurate information," said John Brennan, Chelford (part of the intelligence group of companies)

Stephen Read, Director of SME, SAP UK & Ireland commented; "This is yet another successful implementation with our valued partner Chelford. Their understanding of our solutions and dedication ensures that we have successful implementations and happy customers. I am delighted that Bespak has chosen to invest further into SAP Business All-in-One and I look forward to continuing our relationship moving into the future."

#### **About SAP**

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(\*) SAP defines business software as comprising enterprise resource planning, business intelligence, and related applications.

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