

PRESS RELEASE

Warburtons Choose iQlink For Simple, Fast Purchase Order Approval in SAP using BlackBerry smartphones

Warburtons, one of the top five grocery brands in the UK, needed to save time in their purchase order (PO) approval process. Senior managers away from their desks were holding up PO approvals so Warburtons looked for a solution using BlackBerry smartphones. iQlink's Sky Technologies Innerware™ solution successfully met their objectives.

20th September 2007

In August 2007, within just 4 weeks, iQlink mobilised Warburtons PO approval process in SAP® using BlackBerry® smartphones. Warburtons were aware that the operational board and senior managers could use their BlackBerry smartphones for more than just email and diary management and with many senior managers frequently working away from the office, iQlink helped managers to link to their SAP system through their BlackBerry, dramatically speeding up the approval process.

Senior managers required the ability to review outstanding PO details on their BlackBerry following an automated email being sent to their device from their SAP system. The manager needed to quickly release purchase orders, request more information or reject the PO and then send an email to the person who created it to advise them of their action. The solution also needed to be easy to use and to continue working when no connection (GPRS signal) is available and synchronise to SAP when the connection is re-established.

iQlink's Sky Technologies Innerware™ solution was able to meet all of their criteria, quickly and easily integrating SAP to BlackBerry smartphones and requiring little resource during implementation. iQlink specialises in connecting remote and mobile workers via all types of mobile device to SAP using Sky Technologies' SAP Certified mobile solution that sits *within* SAP, eliminating the need for middleware.

Following a smooth implementation Warburtons senior managers are now able to process purchase orders faster than before. The solution provides a full audit trail and originators are kept in the picture throughout the whole process. The interface is user-friendly which has minimised training costs and facilitated user acceptance of this new business process. Management productivity has improved and Warburtons feel they are making better use of their investment in BlackBerry devices. Bob Beard, Purchasing Director of Warburtons told us "We are delighted with this solution from iQlink because it is really easy to use and we have received great feedback from our senior managers. It has removed a bottleneck in the business and means that we are able to process purchase orders much more quickly".

As a result of the successful implementation, Warburtons are now investigating other mobile requirements within the business where they can build further on their investment in SkyMobile with iQlink. Damien Ghee, IT and Programme Director of Warburtons said, "The success of this project has now got us thinking about where else mobilising SAP could realise quantifiable business benefits. Our management is comfortable with this new technology and understands its potential for improving the productivity of our mobile workforce".

Technical information:

- Innovative technology which is SAP Certified
- No middleware is required; the solution sits *within* SAP
- Automated processes enabling PO approval to be quicker and easier for managers
- Little resource required during implementation

For additional information on the news that is the subject of this release, contact Paul Viney or visit www.iqlink.co.uk. Photos are available on request from hilary.dingle@iqlink.co.uk.

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About iQlink Ltd

iQlink is the Premier Partner for Sky Technologies products in the UK. iQlink was formed in 2004 to bring innovative SAP-centric solutions to market in the UK, offering software sales and consulting. iQlink works closely with SAP UK, its customers, channel resellers (VARs) and alliance partners to deliver the Sky Technologies Innerware™ solution suite, which extends SAP out to the workforce and point of business. .

Its founder, Paul Viney, has over 12 years experience working with SAP software, 8 of which were spent at SAP UK in various senior management roles and 4 years setting up and developing a successful implementation and services company specialising in SAP implementation in mid-size companies.

Sky Technologies Pty Ltd

Sky Technologies was founded in 1998 and its head office and R&D laboratory are in Melbourne, Australia. The company has operated internationally since 2002 covering the Asia-Pacific region, North America (since 2004) and Europe where it opened operations in 2005. The European distributors are in the UK, Hungary and Spain.

Warburtons Ltd

Warburtons employs over 4,500 people, is actively managed by the fifth generation of the Warburtons family – Brett, Jonathan and Ross. The company produces more than two million bakery products a day, which it distributes across the UK from its thirteen bakeries and eleven depots. Warburtons is one of the top five grocery brands in the UK (AC Nielsen).

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