

Allied Powers On

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Allied Powers Ltd

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Webdevelopment gets development funding from3i

Allied Powers has taken a stake, and is providing the Chairman, for this exciting company at the forefront of Web Publishing.

Since our formation in early 1996 we have been providing a range of services from bespoke design and technical development through to strategic consultancy and the hosting of peoples' Internet projects. The company founders have been involved with the web, publishing and business process systems since their emergence.

We have brought together a group of IT professionals, multimedia designers, software engineers and media people to develop exciting client projects and produce leading Internet and Intranet software for business use.

Our vision has led to the launch of Mediasurface a content management system which contains a high performance database and publishing work flow Intranet.

Our second product, Net-surface, is scheduled for release in early '98 providing a highly functional Intranet workflow and collaborative working environment to any type of business.

In addition to our alliances with key London based web agencies we have close ties with SUN Microsystems in the UK, Oracle in Europe and JavaSoft in the States.

Kewill buys ElectricMail

ElectricMail joins Kewill Systems Plc in a deal managed by Allied Powers Ltd.

The alliance of the UK's most respected Internet Solutions company with a market leader in EDI and Supply Chain Management systems came into force at Cambridge & Walton-on-Thames, on Wednesday, Nov 5th 1997.

ELECTRICMAIL

ElectricMail Ltd, leaders in corporate Internet Systems Engineering, was acquired today by Kewill Systems Plc, the London Stock Market listed, multinational group of companies focused on Electronic Commerce, Supply Chain and Manufacturing systems.

In a deal worth £3M in cash and stock, Kewill have acquired the entire share capital of ElectricMail. ElectricMail will retain its headquarters in Cambridge and will receive the funding and logistic support it needs to fully exploit its leadership position in the Internet market.

ElectricMail Ltd have been pioneers in building commercial strength Internet and Intranet systems since its foundation in 1991 by John Stewart and Leo Smith, who identified the potential of the Internet long before it became fashionable.

Stewart and Smith had previously enjoyed considerable success in guiding the meteoric growth of TCP/IP software specialists Unipalm Ltd in the late 80s.

John Stewart, Marketing Director comments:

"We understood the opportunity of the Internet as the global communications backbone and with ElectricMail we have concentrated on building systems that deliver the resilience, security and control that our corporate customers demand for their mission critical applications.

We are really excited to team up with Kewill, gain access to their impressive customer base and benefit from their support and financial muscle."

With a focus on delivering robust and secure Internet Connectivity with reliable E-mail and Web services to its broad base of over 1000 corporate and government sector clients, ElectricMail brings a wealth of practical network engineering expertise to the Kewill Group.

Leo Smith, Technical Director is excited with the potential of the alliance:

"We look forward to teaming up with Kewill to deliver the next generation of Internet based EDI and business-to-business commerce systems. Between us we can deploy the entire range of systems and skills needed for 21st Century

Trading."

Kewill
systems

Employs about 500 staff in four divisional groupings across the UK, USA, Austria and Germany. With sales of approximately £40M p.a.

Kewill Group companies deliver systems covering the entire range of supply chain management: directing the movement of goods and data through Design, Manufacturing and Accounting, Warehouse Management and on to customers through Electronic Data Interchange (EDI) and On-line Commerce.

In recent years Kewill's Electronic Commerce division has shown strong growth through innovative EDI systems which link the majority of the UK's leading Retailers and Home Shopping Groups to around 4000 of their suppliers.

Kevin Overstall, CEO of Kewill Group explains:

"Within the Kewill Group we can now deliver the complete scope of electronic commerce systems.

We are well poised to meet the demand as the marketplace discovers the benefits of on-line trading over the next couple of years."

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Adaptive Solutions for Business

In November 3i Thames Valley, along with Interregnum Venture Marketing, launched the StepITup initiative to back emerging IT businesses, and in March the first investment to be made under the new initiative was the £350,000 start-up of Adaptive Solutions for Business in conjunction with Allied Powers.

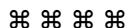
The Ringwood-based company has originated from a spin-out from Abbey National and has been formed specially to exploit new advanced technology developed by its management team led by Dick Powell during their time with Abbey National's OD department. The new software - The Adaptive Framework - enables businesses to have a fully integrated approach to managing people, systems and processes. Operating in a market worth £94

million in the UK and forecast to grow 30 per cent each year, Adaptive Solutions will target UK financial services organisations. The funding through the StepITup initiative enables it to concentrate on product, marketing and people development, before full roll-out in 1998, and has also enabled the company to arrange strategic support, including the introduction of John Elsdon as part-time chairman and Samit Kho-



sla as non-executive director. This support has been essential to the company's future as Dick Powell explained: "It means that we now have the necessary management skills in place, and sufficient funding to support development and commercialisation of our innovative products."

Steven Clarke of 3i explained the new investment opportunity: "The StepITup initiative is deliberately titled as it puts companies on the first rung of the ladder and offers support to go higher. The investment in Adaptive Solutions represents an ideal seed capital opportunity, matching a strong technical team, who have developed an innovative product, with additional executive support, which together with the financial support offered by the initiative goes some way in removing the barriers to growth often faced by emerging businesses and ensures that Adaptive Solutions' products are translated from early stage development to commercial success." Sales & marketing director Andrew Walker commented on 3i's involvement: "3i has been very supportive, showing a willingness not to sacrifice long-term goals for short-term profits."



Trans-Send International

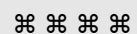
Trans-Send International gets funding from Japan Technologies to develop the full communications product range.

Malcolm Messiter commented; "We now have the funding to establish ourselves as a leading player in the creation of communications products."

Allied Powers was instrumental in arranging funding for Trans-Send for this important part of its development.

John Elsdon says; "The Company will be able to provide a full communications suite with voice and data handling facilities with confidence."

Trans-Send sets new sights towards space. - See SMC below



SMC Fax takes Satellite communications to new heights



Trans-Send has formed SMC a new division to address the mobile satellite communications market.

This division provides specialist software to transfer voice, data, and fax over portable satellite phones. This is an emerging market,

the satellite phones have just become commercially available and SMC which has Inmarsat approval has developed fax software to

include encryption, compression and security where necessary to address this opportunity.

