

Sword : Opens new office in Houston (U.S.) and signs the first contract worth 2.439 million Euros

New Houston Office (Texas, United States) - 8 employees

Sword has opened a new office in Houston, Texas – United States, which will specialize in:

- Document Management (EDM), using the expertise already established through Sword contracts with the United Nations in New York,
- Change Management: Evolution of company processes, within the context of ERP implementation; these services range from consulting (redefinition of processes) to on-line help, encompassing e-learning, among other things.

The Houston business units will be integrated in Sword Inc.

Contract worth 2.439 million Euros

Thanks to the synergy with SWORD DDS UK, our leading Change Management business unit, Sword Houston signs its first deal with a large American oil company.

The contract is in the amount of 2.439 million Euros, for a period of 18 months, and is renewable twice. In addition to the help from existing London experts, 7 people will be recruited and hired locally.

Sword in the USA

Sword is already present in the United States in connection with its other local subsidiaries :

- **Sword, Inc.** in New York, specializes in Document Management (EDM) and Change Management,
- **FircoSoft, Inc.** in New York, handles all American business, offering software solutions for the automated repair and reformatting of SWIFT payment messages (STP)

Sword US clients : Sword, Inc.'s major American clients include :The United Nations, Honeywell,Infineum,Wyeth Ayerst Laboratories,

- The major American and Canadian clients of FircoSoft, Inc. in the STP domain include : First Union, JP Morgan, Royal Bank of Canada, Bank of Oklahoma, DeutscheBank, DG Bank, Banamex, Bank of Montreal, CIBC.

The organic growth of Sword in the USA (currently 10% of the annual revenue) is budgeted to reach more than 40% of 2002 revenue. This revenue contribution should be comparable to the average organic growth of all the BU. Sword revenue can be broken into :

- Great Britain 35%
- France 41%
- USA 10 %
- Other countries (principally Scandinavia and Germany) 14%

Sword Group expects to publish 2001 revenue on January 15, 2002 and will be listed on the Paris stock exchange on March 12, 2002 (subject to the agreement of the authorities).

Sword Group : created on November 17, 2000 – president : Jacques Mottard

Sword Group has an international strategy and has solid partnerships with Fortune 500 companies.

The offer is based on four niches in which Sword is a leader :

Change Management, Electronic Document Management, STP (automatic repair/ reformat of SWIFT payment messages), Intellectual Property.

Other activities which are expected to boost company growth : network architecture, e-procurement, web-to-host, client relationship management, web content management, and supply chain management.

Sword contacts

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