

Sword Group signing deals from Australasia to Europe and everywhere inbetween

“Substantial contract renewals of over €70m across various European Union bodies on top of several new wins backs up the incremental growth in our backlog”

Blue chip clients and Government agencies continued to shows their trust in Sword's ability to deliver business critical applications across the globe.

The software portfolio success starts with Sword Ciboodle, Ciboodle has had an impressive win ratio with over €10m signed from a large client distribution including: Sears (USA), Queensland Police (Australia), Eskom (South Africa) and Admiral Insurance (UK), delivering industrial strength CRM solutions.

Sword Insurance, formed from the merger of Sword Intech with Sword AgencyPort has had an impressive year with many logo additions, amongst them, Liberty Mutual (USA), AON (UK), Concord Insurance (US) and Pembroke (UK) pushing the insurance division revenue to over 40% of the software portfolio, making this division the largest single portfolio within the Group.

The Group's other software businesses including Sword Apak, Sword FircoSoft, Sword CTSpace and Sword Achiever all successfully bid and won new customers with a collective value over €10m. Wins included deals from Royal Bank of Scotland (UK), Daimler (Germany) and Mazda (UK), for Sword Apak. ECHarris (UK), Duke Energy (USA) and Veterans Affairs (US) for Sword CTSpace. Sword Fircosoft and Sword Achiever gained transaction through smaller value deals but higher number of new logo signings.

The Solutions success has been mainly across mainland Europe, with new project wins for Directorate of Legal and Administrative Information and Health Systems for SISRA in France. Whilst, exciting new developments are underway in Switzerland with projects for Identity Management and protection for the Swiss state of Vaud.

Further Government contracts have also been awarded throughout Benelux (Social Affairs) and Switzerland (NPO UN Agency) in Geneva, implementing state of the art solutions built on the latest Microsoft platform, and other countries such as New Zealand (Patent and Trademark Office).

Finally, our right-sourcing strategy which combines our near and offshore businesses is now providing real strategic advantage by speeding up the release of new features for Sword's software division and lowering its blended cost base for its solution business. Overall the size and scale of the Group now has reached the all important critical mass required for sustainability.

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Sword Group

Employees: 1,808 (30/06/2010)
Stock Information
EURONEXT PARIS - Compartment B
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ICB: 972 IT Services - SBF 250 - IT CAC

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