

**INCA, AN AVISEN PLC COMPANY
("Inca" or the "Company")**

Inca announces sale of IBM Cognos® Planning solution to Pochin's Plc

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- **Pochin's Plc will implement the software to facilitate improvements in the Group's financial planning processes**

Inca, an Avisen Plc company and award winning IBM Premier Business Partner, is pleased to announce that Pochin's Plc has invested in IBM Cognos Planning Modeler and Contributor software.

Pochin's Plc, a leading brand in the Property and Construction industry, plan to roll out the software to end users, having identified the need to establish an auditable Group forecasting system capable of producing an integrated profit and loss, balance sheet and cashflow statement.

Paul Sauce, Financial Accountant at Pochin's Plc, commented:

"IBM Cognos appears much more straightforward to use than other forecasting applications that were demonstrated. We were very impressed with the demonstrations and workshops that were provided by the Inca team and are confident that Inca is capable of delivering a solution that meets our requirements and is delivered within the project deadline".

Ian Stone, Managing Director of Inca, said:

"We are pleased that Pochin's Plc has chosen Inca to deliver their planning and forecasting requirements; our years of experience with the IBM Cognos applications will ensure a competent and smooth implementation project and a demonstrable ROI".

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For further enquiries, please contact:

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About Inca

Founded in 2002, Inca is the largest and most successful UK IBM partner, providing customers with the full suite of IBM Business Analytics and Optimisation products. In 2010 Inca not only achieved the prestigious IBM Premier Business Partner status but also received the IBM EMEA Business Partner Excellence Award out of recognition as the European reseller of the year. Acquired by Avisen Plc, an AIM listed company, in 2009, Inca has continued to expand its

software, service and support offerings and grow its business in the UK. Inca currently supports and provides services to over 400 organisations across all industry sectors, and is the IBM Partner of choice for companies who want to gain a clear understanding of business performance through improved business analytics and optimisation processes.

About Pochin's Plc

Pochin's Plc started trading in 1935 as a joinery firm in Manchester. The company has grown significantly over the many decades since and now works with clients and partners throughout the property and construction industry to supply diverse services and total solutions including design and build, traditional contracting, industrial, commercial and residential property development and concrete pumping.