

News release

22 November 2006

ACCESSPLUS SECURES MAJOR PRINT MANAGEMENT CONTRACT WITH BETTERWARE

Print management and business communications specialist, AccessPlus has secured a substantial print management contract with leading UK home shopping company Betterware. The two year contract, signed in November, was won by AccessPlus' specialist Catalogues and Publications Group and is worth in excess of £5 million.

Says Colin Passmore, Chairman, Catalogues and Publications Division, AccessPlus: "The contract covers the print production requirements for Betterware's nationally recognised home shopping catalogue. With eight editions a year, an average of 96 pages plus a cover each edition, as well as being an extremely high volume job, it was critical that Betterware's print management partner had extensive experience and capabilities in the long-run print market. Our Catalogues and Publications Group at AccessPlus is a team dedicated to managing clients with these specific requirements.

"We demonstrated this experience through the pitching process by proactively presenting new ideas for the printing of the catalogue. We looked carefully at Betterware's current processes and printing applications, and recommended what we felt was a range of more suitable solutions. Betterware has now decided to move the print production from litho to gravure as this is a more appropriate printing method from both a cost and a paper stock compatibility perspective."

Continues Mr Passmore: "This contract will allow the Betterware catalogue production team to take advantage of our extensive experience in the long-run print market, and employ our best-practise techniques to help create greater efficiencies in the print production chain. We recognise there is much more to good print management than just cost saving – as critical as it is – it's also about improving business production processes; so the outcome is not just more cost effective but much more efficient too."

Mr Passmore says AccessPlus also formed part of a key supplier team for the pitch that included Betterware's current repro house, TAG, and photographic studio to ensure there was a co-ordinated approach throughout the print production process.

Says Lyndon Bishop, Production Manager, Betterware: "We have been very impressed with the AccessPlus team right through the pitch process and now during the initial implementation phase. It was obvious during the pitch that AccessPlus had undertaken a significant amount of research and took the time to understand the unique demands of our business. The Catalogues and Publications Group was very proactive and continually provided us with new ideas for the Betterware catalogue. The service we have received from the account team since the contract begun has also been quite simply outstanding. It's clear that AccessPlus has excellent customer service at the heart of its operation."

Says Jason Cromack, CEO, AccessPlus: "The Betterware win is yet another example of the importance we place on the holistic approach to assessing our customer's print management and business communication requirements. The win also demonstrates the creative solutions we offer as a business, in terms of the pitch process and the roll-out of our contracts. In my view, this is what sets us apart from the competition and this is reflected in the considerable success we've experienced in the marketplace this year."

-Ends-

About AccessPlus:

AccessPlus is a leading provider of print management and business communication services. It offers a range of cost-effective, integrated solutions right through the print production chain under its five core service areas: *Print Management; Data Solutions; Document Management; Logistics; and Campaign Delivery.*

AccessPlus utilises its team of experienced and highly skilled personnel and its own innovative proprietary procurement, e-commerce and workflow technologies to streamline the print production and fulfilment process, offering all its customers an efficient end-to-end management service for their print and business communication requirements.

AccessPlus is part of the TripleArc Plc Group of Companies - one of the largest print management and business communications companies in the UK with a multi-million pound turnover.

TripleArc Plc is listed on the Alternative Investment Market (AIM) of the London Stock Exchange.

Media contacts:

AccessPlus:

Sarah Wadsworth/Paul Spiers

amplifier.pr

tel: +44 (0) 1306 646440

fax +44 (0) 1306 646442

email: sarah@amplifierpr.com / paul@amplifierpr.com

web: www.amplifierpr.com