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Press release

AccessPlus announces major contract win with BAA Plc

AccessPlus (a TripleArc company) announces that it has signed a print management contract with BAA Plc worth up to £15m over a five year period. The contract covers all of BAA's print requirements across their seven UK airports and corporate headquarters.

Together with the earlier contract win announcements this year of Matalan and BMI Healthcare, the Group has won print management contracts worth approximately £25m and sealed a technology distribution agreement with Four51 Inc in the US, in the first three months of 2004.

Jason Cromack, Chief Executive of AccessPlus & TripleArc commented: "This is a terrific win for the Group, further demonstrating the capabilities we have following the acquisition of AccessPlus in November 2003. We have shown that, once again, we can dramatically reduce a company's print spend through our print management division. BAA is set to benefit from our industry experience, our leading-edge technology and the commercial strength that we can offer as an enlarged print management company. We are very pleased to have signed a contract with such an established blue chip organisation."

James Keetley, Group Supply Chain Manager at BAA Plc says: "Prior to the appointment of AccessPlus, our print procurement process was operated very much at the local level, with a number of people and various degrees of print experience, ordering print as and when required. AccessPlus has offered us a comprehensive solution, which will reduce our print costs.

"When we invited tender applications, we knew it was imperative that the successful company should fully understand the operational complexities of providing full print management services and products to a large customer base, have experience in designing and implementing programmes to reduce costs, mitigate risk, and deliver a high standard of customer support. AccessPlus offering will fulfil all our needs and we look forward to working with them"

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