

Press information
2007-July-30

Opus and ISC-Group start an Internet Portal for Business Vehicles and Fleet Management in Germany

Opus Prodox AB (publ) and ISC Business Technology AG have signed an agreement to create an Internet Portal for information and services related to business vehicles and fleet management solutions for small to mid size companies in Germany. A first version under the domain www.triplog.de will be operative in August 2007.

Initially the main focus will be on freelancers and self-employed people who need to have a Drivers Log in their company cars due to new tax legislation as they have to prove to the German tax authorities that the company car is used more than 50 % in the business. The market in Germany is estimated to be approximately 6 million cars (Freiberufler + Selbständige).

The portal which will be owned jointly by the two companies will initially include information, services and a web shop for Opus electronic drivers log system "TripLogPRO". TripLogPRO is the fully automatic driver's log that operates with data from the vehicle and GPS-signals.

In the second step of the co-operation the "TripLogWEB" will be introduced, a service product that will be sold on a monthly fee basis to reduce the upfront costs for the users in order to increase sales volumes.

"This is a very important step to market the TripLog® technology which is new in Germany. The possibility to offer the product as a service will be a key factor to reach the high volume market. The information about the latest tax rules hasn't penetrated the market yet and we are awaiting a boom when the freelancers and self-employed realize that they need to have a drivers log to be able to keep their car as a company car", says Magnus Greko, Managing Director of Opus.

"In Germany there are over one million micro fleets (1-10 cars) and approximately 41 000 companies with more than 10 vehicles. We believe that packaged fleet solutions offered on the portal will be a competitive alternative for small to medium size companies and enable us to gain a large part of the market. Hans-Joachim Jauch, the Managing Director of our subsidiary ISC Opcorner AG, will be in charge of running the project." says Peter Heinold, CEO of ISC Business Technology AG.

The Portal will be advertised on leading German Internet sites and in trade magazines. If the service is a success on the German market the complete concept will be exported into other countries on a franchise basis where the system will be adapted to different languages and legislations.

ISC Opcorner is a subsidiary of the public Swiss group ISC Business Technology AG, which focuses on navigation, track & trace technology and integration to SAP solutions.

This press info is also available in Swedish at www.opus.se

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Opus in Brief:

The business idea of Opus Group is to develop, produce and sell products within Automotive Test Equipment, Fleet Management and Wireless Vehicle Inspection for the global market. The products include emission analyzers, diagnostic equipment, brake testers, wheel alignment, electronic driver log systems, Fleet Management systems and systems for Remote OBD. The group is selling in more than 50 countries all over the world. Opus share is listed on First North (Stockholm Stock Exchange) under the ticker OPUS. The group currently employs 55 persons. The turnover 2006 was 37 MSEK with a continued annual growth rate of 30-50%.

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ISC Business Technology AG in Brief:

The ISC Opcorner AG, which is focusing on navigation, track & trace technology and the integration of SAP-solutions, is a wholly owned subsidiary of ISC Business Technology AG. ISC Business Technology AG as a group of IT consultancies is a rapidly growing business offering a full range of services. ISC's products include hardware and software consulting, proprietary IT platforms, Internet applications and the development of software solutions. The basis is formed by ERP software solutions offered by market leader SAP in Walldorf, Germany. For example, ISC is in charge of quality assurance in SAP software development for a leading automaker. ISC boasts a broad client base, encompassing both large corporate groups and small- to medium-sized enterprises.

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