

## Press Release

10 January 2012



### Absys Cyborg, a subsidiary of the Keyrus Group, pursues its growth strategy by acquiring the Breton integrator SBI

*Absys Cyborg, leader in the integration of the product offering of the publisher Sage, reinforces its presence in the Western region by completing the acquisition of the company **SBI**, a Breton specialist in the integration of the Sage ERP X3 and Sage PME (small- and medium-sized businesses) solutions.*

**Levallois-Perret, 10 January 2012 : Absys Cyborg**, a subsidiary of the **Keyrus** group and a major player in the implementation of, and the provision of support for, management solutions intended for small- and medium-sized businesses/industries and group subsidiaries, announces that it has acquired the company **SBI**, a long-standing integrator of **Sage** products.

**Absys Cyborg** thereby reinforces its presence on the French market and aims to become **Sage's** main partner for the Sage ERP X3 product offering, which represents a comprehensive solution supplying as standard a functional richness which is essential to the effective management of the business (Finance, CRM, Sales, Purchases, Stocks and Production).

This tie-in allows the company to move on to a new stage in its development project centred around this line of products and to capitalise on areas of business-line expertise which have historically been developed by SBI : Electronics, Trade, Import – Export,...

Set up over 20 years ago in the Finistère area, **SBI** is a regional company with 12 members of staff which has made its mark in partnership with leaders in the software and hardware-manufacturing market (HP, IBM, Adonix and Sage).

Focused today on **Sage's** product offerings, the **SBI** team is made up of senior consultants with a wealth of experience derived from their numerous successful projects in various sectors of activity. It is a profitable company whose 2011 turnover stood at 1.3 M€, up by 7% in relation to the previous financial year. It today has 180 loyal clients who value a localised, quality-driven approach.

With 365 members of staff and 3,800 clients, and faithful to its development strategy centred around its two long-standing publisher partners, **Sage** and **Microsoft Dynamics**, **Absys Cyborg** achieved a turnover, during the first 9 months of 2011, of 28.4 M€, up by 10% in relation to the previous financial year, confirming its ability to grow rapidly and in a profitable manner.

Jean-François **Bonnechère**, Chief Executive Officer of **Absys Cyborg** comments : " *The acquisition of the company is very much a part of our growth and development strategy ; moreover, it allows us to increase our regional presence in the Western region. Jean-Yves **Lavalou**, with whom we have a shared vision of the development of our business, will head our operations there from now on, those operations now being based in Brest, Rennes and Nantes.* "

Lionel **Josset**, Chief Executive Officer of SBI, becomes Head of services within **Absys Cyborg**. He comments : " *Our clients need demands increasing technical expertise and a growing innovation dimension. We are delighted to share our savoir-faire with that of the **Absys Cyborg** teams and, in return, to build on their skills.*"

Jean-Yves **Lavalou**, Chairman of SBI and henceforth Regional Director – Western Region at **Absys Cyborg** explains his tie-in choice : *"Everyone at SBI promoted this tie-in project. It seemed to us that **Absys Cyborg** constitutes the best guarantee of continuity and of quality for the staff and the clients. The Western-region market being very dynamic around the **Sage** product offerings, this tie-in with **Absys Cyborg** provides us with supplementary means and access to new tools."*

**Absys Cyborg** will bring together all its Western-region staff on 9 February 2012 and will do likewise with all its clients during the month of March, so as to discuss the new organisation and the **Absys Cyborg** value offering.

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## ABOUT KEYRUS

A major player in the field of consulting on, and the integration of, Business Intelligence and e-Business solutions for key accounts and of ERP/CRM solutions for the Mid Market, **Keyrus** today employs 1,500 staff in 11 countries and assists its clients in the optimisation of their performance by offering them a full range of services in the following areas :

- Management Consulting
- Business Intelligence - Performance Management
- e-Business – Web Performance
- Management solutions for the Business (ERP/CRM)

The **Keyrus** Group is quoted on the Eurolist of Euronext Paris (C/Small caps Compartment - ISIN Code : FR0004029411 – Reuters : KEYR.LN – Bloomberg : KEYP FP)

Further information at : [www.keyrus.com](http://www.keyrus.com)

## ABOUT ABSYS CYBORG

Created in 1987, **Absys Cyborg** is the key national player in the marketing and the deployment of **Sage** and **Microsoft Dynamics** solutions.

**Absys Cyborg** numbers 365 staff and is involved with 3,800 clients. The company enjoys a wide coverage in France and abroad, with 16 representations. **Absys Cyborg** is a 100%-owned subsidiary of the **Keyrus** Group. **Absys Cyborg** is a member of the Partner Power International grouping.

Further information at : [www.absyscyborg.com](http://www.absyscyborg.com)

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