

OcucoRelcon Focus User Group Conference – Barcelona

The rain and the cold in the British Isles would make anyone wish they were members of the Focus™ User Group. The annual Focus™ User Group was very well attended again this year, with 86 customers and sponsors who took time out from their busy schedules and practices to come to Barcelona.

“Our philosophy for the User Group Conference can be summed up in one word - partnership.” Says Al Chetwode, Chief Executive of OcucoRelcon. “We are committed to the concept that we can only deliver the benefits our clients need by working in partnership with them. The proof of this can be found in our commitment to feedback mechanisms such as the regular User Group Conferences. The idea is that we meet with our customers every year to review our progress and discuss the future of product development. We are prepared at these events to stand up and ask where they want to take our products and subsequently to do something about it.”

The proceedings started with a Gala Dinner on the Sunday Evening for customers, partners and staff. The User Group Conference was hosted by prestigious guest speakers, covered compelling topics.

The day started with a fascinating presentation by **Fraser Robertson** and **Simon Mills** of **Eyeplan**, talking about “Eyeplan as a New Business Model”. Following that there were various talks from OcucoRelcon people on EDI, Clinical Records and Equipment Links plus a demonstration of “Integra Imaging” followed by an open discussion.



The first hour after lunch was dedicated to three sessions on topics selected by customers for their general interest. **Ben Turley** from **Topcon** spoke about OCT in Optometry. Jonathan Walker talked about Optometry Giving Sight, and the help any practice can give to avoid the untreated sight-related conditions in the Third World, Which resulted in some opticians subscribing on the spot. Concluding this session **Mr Jitu Ravrani** from **Tolley & Partners**, explained the benefits of the “Optical Assistance Course”. The conference finished off with “Focus Freestyle” - the usual mixture of news, plans and discussions about product direction.

Boiler Plate Items:

About OcucoRelcon

OcucoRelcon provides patient relationship management software solutions – *Acuitas* and *Focus* - to more than 1,000 independent practices, medium sized groups and large chains, OcucoRelcon is a market leader in the UK and Irish optical market and has the largest optical software development, delivery and support infrastructure in Europe.

DRS Computing, the optical laboratory software division of OcucoRelcon, is the UK market-leading supplier of Rx lab systems. The company's *Labman* software, operates in more than 60 labs throughout the UK and Europe. OcucoRelcon's full complement of software for the optical supply chain provides a unique platform on which to build partnerships in the online ordering space.

OcucoRelcon, which has offices in Dublin, Cardiff and Oxford, was formed by a merger of Ocuco's UK and Irish software divisions and Relcon Software in August 2006.

About the Ocuco Group

Founded in Dublin in 1993, by Group CEO, Leo Mac Canna, Ocuco is a pioneer of software solutions for the ophthalmic and pharmacy markets. The company's international launch in 1999 brought revenues to €1.5m, growing to €6m in 2006 with further growth envisaged with international expansion.

Leo Mac Canna completed an MBO in 2005, valuing the company at €5m and, following the merger with Relcon, a highly successful share distribution scheme was taken up by the majority of staff and management.

Ocuco's strength is its ability to integrate clinical and retail, the application of leading edge technology and strong industry knowledge, accompanied by high levels of support and service.

Ocuco customers include independent and chains of High Street opticians and pharmacies, optical labs, private ophthalmology clinics, hospitals, eye A&E departments.