

## PRESS RELEASE

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THE NEWS DESK

## OCUCO AND RELCON MERGE

Al Chetwode (Relcon) and Leo Mac Canna (Ocucu), pictured below, have created a common vision for the combined company.



Two of the UK's leading optical software companies - Relcon Software and Ocucu Ltd – have merged in a record deal for the optical software sector. Ocucu-Relcon will be the largest optical firm outside the US with combined revenues of over \$8m last year, a staff of 55, a suite of products covering both optical retail and laboratory systems, pharmacy and ophthalmology, and an installed base of over 1000 sites spread across the UK, Ireland and Europe.

Customers will be reassured that all products will continue to be supported and developed into the future. "We respect the fact that the IT requirements of opticians vary," said Al Chetwode. "Acuitas™ and F.O.C.U.S.™ are highly regarded in the marketplace and address different market segments."

Leo Mac Canna continues "Most transactions are driven by financial need or one or other company reaching strategic limitations. In this case new opportunities are opened up to both companies, to improve their respective products, increase market share, provide more options for our customers, and provide more opportunities for staff growth and a strengthened management team to deliver."

Chetwode continues "This merger has grown from a mutual respect for the customer-centric ethos and values of each company; is made possible by complementary products; and will succeed because of our shared vision to become the largest global company in optical software."

Chetwode will lead Ocucu-Relcon and join the Ocucu Group board, headed by Leo Mac Canna. "We see tremendous growth opportunities in the UK software market as all optical practices adopt on-line ordering over the next three years. The purchase of DRS gives us the optical lab expertise and market share, as does our partnership with Optical On-line in the US. Now being a much larger group we have the financial muscle to execute", said Mac Canna.

The interests of their existing, and future, customer partners are of paramount importance to the merger and there is also strong evidence that it will bring unrivalled benefits in the synergies created. "Merging the two companies creates the largest software development team in the industry, bringing together some of the best IT brains in optics," said Chetwode. "The pipeline of software solutions is world class. It will enable practices to enjoy some of the most coveted features from the two rival companies' packages, irrespective of their starting point," agreed Mac Canna.

Relcon has been the most dynamic and fastest growing software supplier in the UK independent and regional chains software market for the past three years, with the acclaimed F.O.C.U.S.™ practice software. Ocucu's strength is also in the independent market and with the successful completion this year of its rollout of the Acuitas™ software to 3000 Vision Express users over 200 stores, is an emerging player in the large chains market. The merged company will have the most comprehensive offering for all market segments, and the largest optical software delivery infrastructure in Europe.

Ocucu Group is also diversified into pharmacy and ophthalmology and is actively seeking growth and further acquisitions in these markets.

Issued for **Ocucu** and **Relcon**  
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