



## OcucoRelcon announces Acquisition of SAS

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OcucoRelcon has acquired the SAS (practice management software) business unit from Integrity Software for an undisclosed sum.

OcucoRelcon provides F.O.C.U.S.™ and Acuitas™ practice management systems to opticians of all sizes all over the UK and Ireland, now with over 1,200 supported optical sites. Through its subsidiary DRS, it also sells the market leading laboratory management systems to UK and Irish labs, LabMan™.

SAS pioneered PC based systems in the UK optical software industry, and its early customers are pioneers of the optical practice computerization. The acquisition by OcucoRelcon will continue to provide these valued customers with access to the latest systems and industry initiatives in what is fast becoming the largest user base in the UK.

'This is a very exciting move', commented OcucoRelcon's CEO Al Chetwode. 'The SAS development philosophy has been very similar to our own – focused on tangible benefits. We expect to achieve synergies through access to a larger product base and the deep well of experience the SAS team brings to the wider company.'

While the market is still seeing new entrants, the more established software players are consolidating. Mike O'Neil, business manager of SAS comments 'It is a finite market – there are only so many independent practices in the UK, and that means there can only be a few successful suppliers. This acquisition of SAS strengthens the company's position.'

Leo MacCanna comments "Now that the SAS team has joined us, we have a additional experienced optical management, support and development experience to add to our growing resource base and to reflect in the quality of our products, and customer satisfaction levels'.



*Pictured – “Colleagues Re-united” Nigel Bedford of OcucoRelcon and Mike O'Neil of Integrity/SAS, previously colleagues at SAS for many years, come together under the same software company banner once again*

**ENDS**