OcucoRelcon announces web-based PMS offering

OcucoRelcon have yet again extended their customer choice offering, by announcing a new web-based delivery model for their highly acclaimed practice management software products Acuitas and Focus.

Customers can now use the software over the internet (known as ASP), without losing the rich functionality and ease of use of a Windows application, and pay for it via a rental model.

"This breakthrough extends our agenda of offering choices throughout our product ranges to customers" explains Al Chetwode, CEO of OcucoRelcon. "Now we are the only company in the market not only offering a choice between two practice management products, but also a choice of delivery and payment method. Optical business can run our software either over the web or traditionally on a PC. We also have a head-office solution for groups, again available over ASP or traditionally using Oracle replication for better communications redundancy. This range of choices is simply not available anywhere else."

Leo MacCanna, Chief Executive of the Ocuco Group adds a note of caution. "ASP is the way of the future, however we don't recommend ASP everywhere. The Internet is still an inherently unstable medium, and unfortunately broadband providers do still regularly lose connections, so web solutions are most really suitable in low volume environments where 100% uptime is not very important, such as part-time or outlying clinics. Opticians who require greater stability should consider traditional software delivery models for at least the next two years until the network infrastructure catches up."

Interested parties are advised to come and see the software in action on stands A10 and A20 at Optrafair.

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.