

Relcon Software acquires the optical software business of DNS

October 1st 2003 –

Relcon Software Ltd and DNS Ltd are delighted to announce the acquisition by Relcon of the optical practice management and recall system business of DNS.

Reason for the acquisition

Relcon and DNS management believe that the many and convergent similarities in functionality between F.O.C.U.S.[™], Relcon's market leading practice management solution, and DNS's practice management software will enable Relcon to offer a single system for opticians combining the best features of both. Relcon is also confident that, with its increased scale, it will be in an even better position to continue offer its client base the best and most stable practise management software available in the market, and an outstanding support infrastructure.

DNS Profit to be supported by Relcon

As part of the acquisition, Relcon has agreed to assume responsibility for all support for DNS optical systems with immediate effect.

Plans for F.O.C.U.S. /Profit

Relcon is committed to continuing to provide support for the two DNS products, Profit and Profit for Windows, for a minimum of two years from the date of acquisition. However, finite resources mean that the development of enhancements and new modules will be concentrated on Relcon's comparable product, F.O.C.U.S.[™] – a Windows system that has been fully tried and tested in some of the UK's busiest practices since 1998, and already has a large user base. The development process will now include reviewing and incorporating the best features from Profit that are not currently in F.O.C.U.S.[™].

Relcon will be offering an extremely cost-effective upgrade path for users of Profit to upgrade to F.O.C.U.S.[™], which will enable them to take advantage of both the enhanced features that F.O.C.U.S.[™] offers today, as well as access to as the new features that Relcon is continuing to introduce on a regular basis. Some recent enhancements are listed on the Relcon website.

Conclusion

In conclusion, Relcon firmly believes this move is in the best interests of users of both Relcon and DNS systems.

'This is an exciting time to be involved with practice management' commented Al Chetwode. 'Many opticians are not receiving the same business focussed solutions and input into the process offered by innovative companies such as Relcon. We believe that the combination of Relcon's software and optical expertise, allied with our financial and management resources, at last gives UK opticians the opportunity to invest in truly great, cost-effective computer systems supplied by a well-financed company that has a long term and strategic commitment to fulfilling all of their computer requirements.'

Editor's Notes

Relcon Software

Relcon Software Ltd is a software company based in Cardiff, with subsidiary offices in Chipping Norton and York. One of the few companies in this marketplace with an Ophthalmic Optician on the board of directors, it has been supplying the F.O.C.U.S. Practice Management system to selected optical clients since 1998. Major clients include Conlons Opticians of Liverpool; Black and Lizars in Scotland; and numerous independent practices throughout the UK.

For more information, visit Relcon Software on the web at www.relcon-software.co.uk , or contact Relcon Software:

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