



## OcucoRelcon announces Acquisition of OpticBox



OcucoRelcon acquired Timebox Solutions today for an undisclosed sum. OpticBox from TimeBox now joins Acuitas and Focus in OcucoRelcon's practice management system portfolio.

OcucoRelcon provides F.O.C.U.S.™ and Acuitas™ practice management systems to opticians of all sizes all over the UK and Ireland, with over 1,000 supported sites. Through its subsidiary DRS, it also sells the market leading laboratory management systems to UK and Irish labs, LabMan.

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

While the market is still seeing new entrants, the more established software players are consolidating. Chris Van Buren, MD of OpticBox 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 OpticBox, the recent merger between Ocuco and Relcon, the acquisition of DRS Computing last year, mean that we will definitely be one of them.'

'Practice Management Systems, although they must be easy to use, behind the scenes they have to be quite complex. Issues such as VAT apportionment, spectacle deposits and NHS payments are unique to opticians, and these are all issues that have and will continue to catch out developers.'

Leo MacCanna comments 'Now that Chris Van Buren has joined us, we have a additional experienced optical management to add to our growing resource base and to reflect in the quality of our products, and customer satisfaction levels'.

### **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 OcucoRelcon 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.