



Infotech signs strategic agreement to provide expert services to global Smallworld User Community

**Hyderabad, India – April 26, 2005** Ten Sails, the location technology business builder and Infotech Enterprises, a leading geospatial services company announced today that they have entered into a strategic alliance to offer a unique mix of solutions, services and technology expertise to the global Smallworld user community. Their global presence and delivery capability will enable the companies to comprehensively address the needs of customers in the US/Americas, UK/Europe and Australia/Asia-Pacific markets.

Bringing together several hundred person-years of geospatial technology innovation and experience, the Ten Sails-Infotech alliance is strongly positioned to support Utility and Telecom businesses using Smallworld based solutions across the whole technology lifecycle. Joint services that will be offered include consultancy, best practices reviews, software architecture, application design and development, and software implementation and customisation. The companies will also be able to help organisations needing to undertake migration to Smallworld 4.0 as well as providing data management services, including data conversion and migration, and application maintenance and support.

This release is timed to coincide with GE Smallworld's European User Conference, taking place in Stockholm. Both companies will be present there.

**Richard Green, Ten Sails' CEO** commented: *"We are delighted to formalise our long term relationship with one of the world's premier providers of location and geospatial technology services and look forward to collaborating on many successful projects in the future".*

**BVR Mohan Reddy, Infotech's Chairman and CEO**, said: *"I am excited about the unique synergy that the Infotech-Ten Sails alliance brings to market. Combining our deep knowledge and experience around Smallworld technology, a keen understanding of business requirements, cost-efficient delivery models and worldwide market presence, we offer existing and new customers a superior value proposition as they look to maximise their return on investment on the technology."*

## About Infotech

Founded in 1991, Infotech Enterprises ([www.infotechsw.com](http://www.infotechsw.com)) is a leading provider of geospatial and engineering design services to the utilities, telecom, transportation, government and manufacturing industries worldwide. Infotech currently employs over 3,000 resources across 17 global locations and is certified to CMMi 5, ISO 9000 and BS7799 standards. A public company, Infotech has equity participation by United Technologies Corporation.

## About Ten Sails

Ten Sails ([www.tensails.com](http://www.tensails.com)) was formed in 2002 by executives and founders of market-leading GIS company Smallworld, to assist both early stage and established companies turn ideas into sustainable businesses. With over 300 man-years of experience in the spatial technology and finance sectors, Ten Sails offers companies services that include strategy, execution and transactions.

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