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Nocom Software and Openshop Initiate Collaboration for E-Business Solutions

Nocom Software, a subsidiary of Nocom AB (publ), and Openshop, a producer of standardized e-business solutions, are initiating collaboration in Sweden, Norway and Finland. This collaboration will provide system integrators, Internet consultants and business partners with standardized solutions for minimizing time-to-market and for the production of advanced e-business solutions for business customers and Internet service providers (ISPs).

Increased availability of standardized e-business solutions means that opportunities for establishment on the market for the production of e-business solutions are no longer limited to system integrators and Internet consultants. Nocom Software and Openshop see collaboration as a way of meeting the needs of system integrators, Internet consultants and other business partners for standardized solutions, enabling them to quickly provide their customers with complete e-business solutions. Nocom Software will become Openshop's master distributor in Sweden, Norway and Finland with responsibility for both sales, marketing and support, and the authorization process and training of Openshop's eSuccess Partners.

"With this agreement, we continue our strategy for expansion in Northern Europe. Openshop has a leading position in Germany and we believe that collaboration with Nocom Software will give us a leading position on the Nordic market as well," says Edwin Binder, Managing Director for Openshop Internet Software GmbH.

Openshop produces cross-platform, Java-based modular solutions. Open architecture and built-in modules that link together e-business solutions with most major business systems make the system easy to integrate into companies' existing IT systems, supply chains and systems for electronic procurement. Solutions are directed to businesses, ISPs and portals, and include complete systems for online auctions and WAP that support ECML and XML.

"Openshop's product line is an excellent complement to Nocom's solutions within e-business and further strengthens our position in this area," says Peter Lämber, vice president at Nocom Software .

"With Openshop's open systems, we can provide our customers with quick and flexible solutions that can easily grow with the company."

The demand for standardized e-business solutions is constantly increasing and according to a 1999 report from the market analysis firm Datamonitor, the Scandinavian market alone will be worth approximately SEK 4.5 billion over the next three years,

Questions about this Press Release will be answered by:

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About Nocom Software AB

Nocom AB (publ) was founded in 1985 and is listed on the Stockholm Stock Exchange Attract 40 (NOCM B). Nocom provides companies with e-business solutions for the Internet and wireless networks. The company is based in Uppsala, Sweden with offices in Stockholm and Gothenburg, Sweden; Oslo, Norway; Helsinki, Finland and London, the UK. The Nocom group employs approximately 220 persons.
The subsidiary Nocom Software AB is an enhanced-value system distributor of Web-related software in the Nordic market. For more information, please see www.nocom.com

About Openshop

Openshop produces e-business solutions for the business (B2B) and consumer (B2C) markets. With open, scaleable technology, Openshop makes possible easy integration of e-business solutions with companies' existing IT systems, next-generation supply chains and e-procurement systems. The technology permits flexible adaptations to emerging technologies, such as those for online auctions, WAP, ECML or XML. Openshop's Ordertainment™ concept combines online ordering with interactive entertainment. An international network of eSuccess Partners sells the modular products, implementing e-business applications with a high level of customization within the mid-range and high-end sectors.
The Openshop Group—which includes Openshop Holding AG and Openshop Internet Software GmbH—has a technological development center in Ulm, Germany and offices in Munich, New York and San Francisco. The total number of employees is 87. Since March 21, Openshop Holding AG has been listed on the Frankfurt Stock Exchange. Besides the founders, shareholders include Intel, 3i Group and Haufe-Verlagsgruppe.