

## **Global Manufacturer of Biological Products Selects Epicor(R) to Support Growing Product Line and Expansion Requirements**

The Associated Press

Epicor Software Corporation (<http://www.epicor.com/>) (NASDAQ: EPIC), a leading provider of enterprise business software solutions for the midmarket and divisions of Global 1000 companies, today announced that Novus Biologicals (<http://www.novusbio.com/>), a leading manufacturer of high-quality biological products used to facilitate and accelerate scientific research in the bioscience community, has selected the Epicor 9 next-generation enterprise resource planning (ERP) solution. Epicor provides Novus Biologicals with powerful functionality that will help facilitate future profitable business growth.

Headquartered in Littleton, Colorado with operations in Cambridge, UK, Novus Biologicals carries more than 170,000 products and makes them widely available to bioscience researchers around the world. Prior to selecting Epicor, Novus Biologicals relied on a legacy information system; however, the company reached a point where they were becoming inefficient in their daily work processes, necessitating the hiring of additional employees to handle the double-entry work required to synchronize information in the system. Epicor ERP was selected to deliver seamless front-to-back office integration so information entered anywhere can be available everywhere -- providing Novus Biologicals with the single system of record they required to achieve enterprise-wide visibility of their customers, products and services worldwide.

"Selecting Epicor's highly scalable and flexible ERP solution was critical to supporting our expansion plans and consolidation strategies," said Scott Osgood, vice president of IT for Novus Biologicals. "As a result of our substantial product line growth, Novus Biologicals is expanding into new markets and geographies prompting us to invest in a modern enterprise-class system that can support our global business requirements. Epicor will automate tasks, streamline business processes and synchronize backend operations allowing us to focus on strategic activities that will help us facilitate profitable growth."

With Novus Biologicals' product line rapidly growing into international markets, staying on top of business became unbearable with their old system. "The opening of our UK office was the tipping point which led us to search for a global business management solution," added Osgood. Epicor's global ERP platform provides them with multi-country, currency, and language support, as well as multisite management tools that will centralize, streamline and automate financial processes.

Further, Novus Biologicals expects to decrease inventory carrying costs due to

better planning, scheduling and tracking capabilities with Epicor's extensive range of supply chain management (SCM) tools. "Understanding the position and availability of our products throughout the world allows us to deliver our products and services faster and at a lower cost to our customers," said Osgood. Additionally, Novus Biologicals is using Epicor Commerce to integrate their Web site and Epicor ERP system to improve the quality of customer interactions by managing demand faster and more efficiently.

"We are excited to provide Novus Biologicals with a flexible business solution that will scale with the company as they grow now and in the future," said James Norwood, senior vice president, worldwide product marketing for Epicor. "Epicor will allow Novus Biologicals to focus their attention on strategic growth activities by enabling them to be more efficient in the management of their business operations and responsive to the needs of their customers on a global basis."

**About Epicor Software Corporation** Epicor Software is a global leader delivering business software solutions to the manufacturing, distribution, retail, hospitality and services industries. With 20,000 customers in over 150 countries, Epicor provides integrated enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) and enterprise retail software solutions that enable companies to drive increased efficiency and improve profitability. Founded in 1984, Epicor takes pride in more than 25 years of technology innovation delivering business solutions that provide the scalability and flexibility businesses need to build competitive advantage. Epicor provides a comprehensive range of services with a single point of accountability that promotes rapid return on investment and low total cost of ownership, whether operating business on a local, regional or global scale. The Company's worldwide headquarters are located in Irvine, California with offices and affiliates around the world. For more information, visit [www.epicor.com](http://www.epicor.com) (<http://www.epicor.com/>) .

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