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PRESS RELEASE

MSM a Not-for-Profit Software Specialist

Management Systems Modelling (MSM) is fast becoming a strategic partner for software development within the Not-for-Profit (NFP) sector. Over the past year MSM have gained software development and support contracts with organisations such as the Royal Society and SSAFA Forces Help, which combined with the long term relationships already in place with the Eden Project and the National Trust has helped bolster MSM's reputation of providing premium custom software solutions for varying needs of NFP organisations.

The journey within the sector started with the National Trust in 2002 when MSM started to support the Trust's day to day business activities such as the Property Returns system which records the revenue and visitor numbers from each property and the Regional Information system that logs estate management data. Then in 2006 MSM were awarded the contract to modify the Trust's website, bringing it in line with the Disability Discrimination Act 1995 (DDA.) It is part of a three year contract worth £400k, which also includes further work on the website and on the Trust's back office systems and an on-going technical support package.

In the same year MSM took over the support, maintenance and upgrades of the Eden Project's Delphi ticketing system, as their previous 3rd party developer had admitted they didn't have the infrastructure to cope with such a business critical system. The Eden Project is one of the largest visitor attractions in the UK. As an educational charitable trust the income the visitors generate is valuable not just as business income but to fund maintenance and ongoing research and development. Jon Curry, Head of IT at Eden commented on this project "I think this project has been an excellent example of joint development between MSM and the in-house Eden team, and I look forward to further projects in the near future."

Momentum was generated and focus on the NFP sector provided the stepping stone to secure a strategic contract with the Royal Society. The Royal Society is the pre-eminent organisation supporting scientific advance, with worldwide renown. This project relates to one of their four strategic priorities, investment in the future of science. The Society manages a substantial funding programme for the benefit of researchers. Due to the popularity of the various grant schemes it is essential to manage the grants process electronically. Unfortunately the existing database was proving expensive to maintain and alter, and so MSM won a competitive tender to replace it with a more modern flexible database

In recent months SSAFA Forces Help, who are a leading national charity committed to helping and supporting those who serve in our Armed Forces, those who used to serve, and the families of both, invited MSM to tender for the design and development of a mission critical system to improve the process of managing its casework, following the pitch SSAFA have chosen MSM to deliver the project which is currently underway. As a result of early achievements on that

project, the Royal British Legion, the charity behind the annual Poppy Appeal, have recently engaged MSM to contribute to a strategic IT review.

One of the key aspects to MSM's success working with the third sector is their focus on good IT governance and best practice. To share this knowledge and experience the company hosted a free NFP seminar on IT Governance with guest speakers David Clayden, Salvation Army and Jon Curry, Eden Project, supporting the event and passing on their wealth of knowledge. Overall the day was perceived as a very informative and in-depth overview of governance.

MSM has gone from strength to strength since the company was established in 1998. It boasts an impressive client list including the fore-mentioned clients plus Teletext and Mitsui Sumitomo Insurance to name a few. The fast-growing software house has over £2 million turnover and sales offices in London, Exeter and Bristol.

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Notes to Editors:

Management Systems Modelling Ltd (MSM) was established in 1998 by Thomas Coles BSc. The company specialises in providing a diverse range of clients with bespoke software solutions. The teams' wealth of experience combined with the latest technology ensures that MSM provide clients with tailored solutions to meet their objectives. 98% of projects are delivered on time and under budget, a unique track record in an industry blighted by many failures. Clients include: Royal Society, Eden Project, The National Trust, Victim Support, SSAFA Forces Help, Exeter Friendly Society, Teletext, and Mitsui Sumitomo Insurance.