

EDITORIAL

2009 was a difficult year for the world economy, especially in the business sectors of our customers. The effects of this down turn were first felt among our construction machinery dealers industry and more recently by the agricultural machinery sector.

The IRIUM group confronted the effects of the crisis by intensive cost saving measures and by investing in our products to improve the profitability of our customers.

The results of this year provide positive news for IRIUM and our customers, specially in the last quarter.

To respond to this situation, IRIUM is following two major strategies: **Assisting** our customers, and **developing** our products.

Assisting:

- With corporate restructuring imposed by the current economic climate,
- With reorganisation of internal procedures, improved use of technology can provide more value than a simple reduction of costs,
- By better meeting your needs, via our reorganised sales team, user clubs and enhanced marketing department.

Developing:

- New versions with enhanced functionality: Version 800 for iV4 and 1.08 for i100,
- New products: electronic document management iDOC, Business Intelligence BO XI, and touch screen clocking systems,
- New services: server hosting, IT management and support options,
- Technical innovations, moving towards virtual documents, mobility and web. applications.

SOLUTIONS & PRODUCTS



A revolution in the management of your documents and data

Generate, Validate, Publish, Share, File, Organise, Secure, Search

With iDOC, IRIUM paves the way of your document automation with a simple and efficient electronic document management system.

This new product will be integrated in all the IRIUM DMS products and is already interfaced to iV4.

The JOHN DEERE dealer SOGEC/GUENON have installed iDOC, initially to manage their Human Resource data but they will extend its use to all other documents in connection with its DMS.



Migration 1.08 : Touch screen time recording

VVO, the MAN dealer in Drôme - France - upgraded to the new 1.08 version of i100. This upgrade allowed them to install the new touch screen time recording system developed using the new development tools from MICROSOFT.

WELCOME TO ...

Damien COUZINET, *Consultant, back to IRIUM FRANCE after 4 years with IRIUM AUSTRALASIA*

Mathieu ALEXANDRE, *Sales representative with IRIUM FRANCE in Lyon.*

Lydia LE GAC,
Accounting assistant in La Rochelle

A happy and successful
2010
from all at the
IRIUM Group

AGENDA

User Clubs

7th April 2010

CLAAS, Connantre, France.

15th April 2010

DAF, La Rochelle, France.

Fairs & Conventions

8th to 14th November 2009

AGRITECHNICA International Trade Fair, Hanovre, Germany.

3rd to 5th February 2010

CNH PARTS & SERVICE EUROPE Convention, Palais des Festivals de Cannes, France.

8th to 13th February 2010

FIMA International Fair, Saragossa, Spain.

9th to 11th March 2010

Spare Parts Day JOHN DEERE, France.

19th to 24th April 2010

BAUMA International Trade Fair, Munich, Germany.

The groups SOGEC/GUENON, SYNERMAT and the dealer HAVELANGE joined BM LOC, Groupe CHAPAT, Groupe TERRENA, KOMATSU FRANCE and TECHTRONIC TECHNOLOGIE INDUSTRY in installing the new version of BUSINESS OBJECTS: BO XI

This version allows, among other new features, the creation of a Business Intelligence portal, allowing customers to create predefined queries for certain users. It is now possible to automatically generate queries at defined times or depending on specific events (eg. large reduction in sales compared with the previous year).

This is a major improvement for all customers who need accurate reporting to help them manage their business .

iV4 V800: The Green IT solution

IRIUM has chose to adopt a zero paper strategy with the iV4 version 800 available since September 2009, this version offers:

- Transmission of all documents by email,
- Integration with iDOC, the IRIUM electronic document management system,
- Documents produced via StreamServe for the production of statements and reminder letters.

The V800 also provides more than 70 improvements to further enhance the iV4 product .

i40 IMS: A solution for multi-company dealers

The addition of i40 complements the existing i30 product in the IRIUM™ Medium Solution (IMS) range by offering ease of use and many functional features designed for multi-company customers.

The ergonomoy and sophiscated features persuaded DOUILLET and FUTUR AGRI (CASE NEW HOLLAND DEALERS), SODEMAGRI (DEUTZ FAHR) and CORSICA TRUCKS (MAN, NISSAN, ISUZU dealers) to install this product, a decision confirmed by the reputation of the IRIUM group in the Agricultural Machinery and Truck sectors.

NEW CUSTOMERS

AVENIR PRO (FR), i30
Repair Shop in Lot-et-Garonne, France.

BOLMONT MOTOCULTURE (FR), i30
Leisure & garden machinery dealer, France.

CORSICA TRUCKS (FR), i40
MAN, NISSAN, ISUZU dealer in Ajaccio and Bastia, France.

FAUN (DE), i100
Waste collection trucks manufacturer in Germany.

FLANDRES EQUIPEMENT (FR), i30
HITACHI dealer in Pas de Calais, France.

HUBERT AGRI (FR), i30
LANDINI KUBOTA dealer in Mayenne, France.

MOQUAIS SERVICE (FR), i30
Dealer in Montreuil, France.

PANNE (FR), i30
SAME-DEUTZ-FAHR dealer in Doubs, France.

PROJELEV (FR), i30
NISSAN dealer in Languedoc-Roussillon, France.

CUSTOMERS & PARTNERS



Successfull go-live for HITACHI in Australia



After the first go-live in Malaysia in May 2008 HITACHI CONSTRUCTION MACHINERY have now extended their use of i100 to their construction and mining machinery subsidiary HCA in Australia.

The go-live was achieved in less than 1 month in 20 sites and with 500 users. Current activity amounts to 27 000 invoices and 260 000 accounts postings per month.



iV4 - Major acquisition & fusion projects



Agricultural Machinery dealers continue to consolidate, PATOUX and LANNOY, AURIAU and CENTRAL GARAGE, made use of our expertise to consolidate and standardize their databases. Our senior consultants also provided consulting services to help them reorganize their business practices.



FAUN chooses i100



FAUN, the European leader of waste collection trucks, chose i100 for their head office and subsidiaries, a total of 40 users in Germany.

This installation will be extended in 2010 to VIATEC, their company specializing in industrial sweeping machines, and also to their French subsidiary.

Launchs of i30 for JOHN DEERE in Spain



2009 saw further progress for our i30 product in the Spanish JOHN DEERE dealer network. This operation will continue in 2010 with the go-live of two additional JOHN DEERE dealers MAGRINO and COMAGRISA, and two NH: AGROMECHANICA et AUTOMOTOR.

MEDITERRANEAN TRACTORS INTERNATIONAL



At the beginning of November 2009 MTI, a subsidiary of the PARENIN group, distributor for CATERPILLAR machines and spare parts in Lybia went live with i100. The go-live of this large subsidiary confirms i100 as the leading DMS in the CATERPILLAR network, and CATERPILLAR choice of IRIUM as a preferred vendor.

