

Williams Woodward partnering for success with UNIT4

- UNIT4 Services Partner of the Year
- Delivering Agresso project and programme management, implementation and training
- Preferred upgrade and implementation partner for the HE/FE markets
- Extending market reach across public and private sector

Press Release March 2014

Bristol, UK, 6th March 2014, [UNIT4 Business Software](#), the UK subsidiary of UNIT4, the global leader in software that supports business change, has today announced that independent project management and solution implementation consultancy Williams Woodward has been named UNIT4 Services Partner of the Year and given preferred upgrade and implementation partner status. This existing partnership sees Williams Woodward and UNIT4 work more closely together to design and deliver UNIT4 Agresso ERP solutions aimed at the higher and further education (HE and FE) market as well customers across a more diverse range of industries and sectors. It also represents further progress with UNIT4's strategy to extend both market reach and growth through the formation of strategic alliances with experts like Williams Woodward.

The process of selecting, purchasing and deploying business and finance solutions is under considerable scrutiny and organisations from all industries and sectors must demonstrate efficiency in terms of cost and time at all stages of the process. As a result, the expertise of systems implementers is being sought by customers increasingly, as organisations look to drive efficiency, effect change quickly and with minimal disruption and risk, while maximising return on investment in new technology. Founded in 2006, Williams Woodward has built its reputation working with customers across different sectors and industries and gaining invaluable knowledge and direct experience in these areas; implementing business systems such as Agresso and managing change across organisations of all sizes and complexity.

Anwen Robinson, Managing Director for UNIT4 Business Software in the UK and Ireland, commented: "We have worked with Williams Woodward for over eight years and are impressed with both their experience of our solutions and their approach with customers, which is based on a thorough understanding of the people and organisational dynamics involved in project and systems change management. Increasingly, such credentials are important to customers who are looking to partner with project management and system implementation specialists who can demonstrate an understanding of the internal and external change drivers and their objectives when it comes to system design and deployment, as well as having a thorough knowledge of the software market and those all-important vendor relationships. Consequently we believe the time is right to extend the relationship and work together more closely to deliver enhanced services to our public and private sector customers across the UK and Ireland and specifically the FE sector where we have a strong track record and Williams Woodward has exceptional knowledge and experience."



UNIT4 and Williams Woodward have worked together already on some complex projects with HE and FE colleges including Plymouth College of Art, Leeds City College, Hartpury College, University of Chichester, University of Teesside and Ravensbourne College.

Andrea Williams, Founder and Managing Director for Williams Woodward, added: “Working with customers to select and deploy technology that will help manage and make change happen within their organisations is at the heart of everything we do. In working with UNIT4 we have found a solution partner who shares this vision too and has, in Agresso, an ERP solution which delivers the depth and breadth of finance and business functionality that organisations need in order to understand their performance with clarity and immediacy. In addition, it is architected to make system changes quickly and easily as the needs of the organisation change and crucially at any time; before, during or after the implementation. This flexibility combined with functional excellence sets Agresso apart from other ERP solutions and we look forward to working with UNIT4 to take advantage of the many opportunities we feel this partnership will bring to us as a team.”

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About UNIT4

UNIT4 is a global, cloud-focused business software and services company aimed at helping dynamic public sector and commercial services organisations to embrace change simply, quickly and cost effectively. The Group incorporates a number of the world’s leading change embracing software brands including Agresso, our flagship ERP suite for mid-sized and large services intensive organizations; Coda, our best-of-class financial management software; and FinancialForce.com, the cloud applications company formed with investment from salesforce.com.

With operations in 26 countries worldwide, revenue of €490.5 million was realized in 2013.

In the UK we focus strongly on the public sector, where we are the leading provider of ERP systems to local government and post-16 education organisations, as well as having a considerable presence in the emergency services and health sectors. We also focus strongly on professional services organisations and a range of commercial sectors including Financial Services, Retail and Media and Publishing. Overall we aim to be the UK’s foremost business software company, providing solutions that transform the delivery of public services and comprehensively support commercial organisations in their ability to adapt and prosper in rapidly changing environments.

UNIT4 is headquartered in Sliedrecht, the Netherlands and has over 4,000 employees. It is listed on Euronext Amsterdam by NYSE Euronext and is included in the Amsterdam Midcap Index (AMX).

For more information on UNIT4 or any of its operating companies, please visit the website at www.unit4software.co.uk, follow us on Twitter @UNIT4_UK or visit our Facebook page <http://www.facebook.com/UNIT4BusinessSoftwareNV>



About Williams Woodward

Williams Woodward Limited was established in 2006 by Andrea Williams and Clive Woodward. Since its formation, williamswoodward has established itself as experts in successfully managing and developing ERP projects.

Our success has enabled us to build a professional team with an in-depth understanding of ERP systems which is supported by wide ranging expertise in business strategy, training and technical know-how. All our team members have a proven track record in the successful delivery of business system implementations and business process improvements.

For more information on Williams Woodward Limited, please visit the website at www.williamswoodward.co.uk and follow us on Twitter @WWLimited.