

Atturra Limited ABN 34 654 662 638

# **ASX Announcement**

21 March 2022

# Atturra extends QAD partnership following Kettering acquisition

## Key highlights:

- Atturra expands QAD sales and service operations in Australia
- More than 20 additional QAD clients will transfer to Atturra, supplementing more than 50 acquired with Kettering
- Atturra becomes the key reseller and distributor for QAD ERP and Supply Chain Services in Australia, New Zealand and Fiji
- Atturra to boost sales force supporting QAD solutions and marketing

**Sydney, Australia:** Leading advisory and technology solutions provider Atturra Limited (ASX: ATA) (Atturra) today announced a significant expansion of its partnership with global ERP and Supply Chain solutions provider QAD following Atturra's acquisition of key QAD reseller Kettering Professional Services Pty Ltd (Kettering) earlier this month.

As part of a restructuring of its operations in Australia, QAD will transfer service and support functions in Australasia and the Pacific to Atturra under an expanded partnering agreement. Atturra had already assumed responsibility for more than 50 QAD customers in Australia through its acquisition of Kettering.

QAD is a leading provider of enterprise software to the manufacturing sector, offering a suite of solutions designed to support complex ERP and supply-chain requirements. Its clients in Australia include DeBortoli Wines, Hive + Wellness (for Capilano Honey), Bundaberg Brewed Drinks, Gourmet Garden, Orora, Amcor, Bickfords, dnata, Nanosonics, and Saluda.

Atturra will boost its sales force and service team dedicated to QAD solutions as part of a drive to expand the QAD client base in the region.

## **QAD Chief Executive Officer Anton Chilton said:**

"We're delighted to be partnering with Atturra as a primary reseller and services partner in the region. Having been QAD's senior representative in Australia and New Zealand prior to taking on global roles with QAD, I know first-hand the potential of the Australasian market for our solutions. Kettering has been a strong and value adding partner of QAD for many years, with this acquisition and with Atturra's proven track record as a partner for global providers in Australia, we are excited about the opportunities this next phase of our partnership will foster. Atturra brings a strong customer focus and deep technical skills - we're very confident their team will drive growth for QAD under the new relationship."

### Atturra Chief Executive Officer, Stephen Kowal, said:

"Atturra is very excited to be working with QAD as their primary services partner in the region. Our acquisition of Kettering positions Atturra as the natural partner for QAD in the region and we believe the partnership has a strong future.

QAD's solutions meet a clear and growing need in this market. Domestic manufacturing capability is growing in importance and local manufacturers need the sort of support QAD offers as they grapple



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with supply chain complexity. QAD solutions will ensure our manufacturers have world class processes, and integrated supply chain and comprehensive visibility across manufacturing operations, suppliers, customers and trading partners.

The partnership will deliver Atturra more than 70 active QAD clients in total by fiscal year end, and we expect to build on that with an expanded sales force. There is particularly strong potential to introduce QAD solutions to Atturra's wider client base and we look forward to capturing that opportunity."

### - ENDS -

This announcement is authorised for release by the Board of Directors of Atturra Limited.

### **About Atturra**

Atturra is an ASX-listed technology business providing a range of enterprise advisory consulting, IT services and solutions, with a focus on local government, utilities, education, defence and federal government, financial services and manufacturing industries. Atturra has partnerships with leading global solutions providers including Microsoft, Boomi, Software AG, Smartsheet, QAD, Infor and Solace and its clients are some of the largest public and private-sector organisations in Australia. For more information about Atturra visit <a href="https://www.atturra.com">www.atturra.com</a>.

# **About QAD**

QAD Inc. is a leading provider of next-generation manufacturing and supply chain solutions in the cloud. Global manufacturers face ever-increasing disruption caused by technology-driven innovation and changing consumer preferences. In order to survive and thrive, manufacturers must be able to innovate and change business models at unprecedented rates of speed. QAD calls these companies Adaptive Manufacturing Enterprises. QAD solutions help customers in the automotive, life sciences, consumer products, food and beverage, high tech and industrial manufacturing industries rapidly adapt to change and innovate for competitive advantage.

Founded in 1979 and headquartered in Santa Barbara, California, QAD has 30 offices globally. Over 2,000 manufacturing companies have deployed QAD solutions, including enterprise resource planning (ERP), digital supply chain planning (DSCP), global trade and transportation execution (GTTE), quality management system (QMS) and strategic sourcing and supplier management, to become an Adaptive Manufacturing Enterprise. To learn more, visit www.qad.com or call +1 805-566-6100. Find QAD on Twitter. LinkedIn. Facebook. Instagram and Pinterest.

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