

FYi doctors chooses Ocuco.



Leo MacCanna, CEO of Ocuco agrees deal with Alan Ulsifer, CEO and President of FYi doctors.



Ocuco's market position in the retail software sector continues to expand globally. Following recent announcements from the company of deals in Mexico and Sweden, Ocuco has announced a new major deal worth €1.5m with FYi doctors, a 75 store Canadian chain of eye doctors with full optical dispensaries. Ocuco will supply Acuitas Enterprise, its flagship optical retail management software suite across their estate. The deal agreed covers 100 locations, securing the relationship into the future.

"This major contract for Ocuco in Canada validates our global position in the optical software space. We are delighted to have come out on top in FYi doctors' selection process. Being successful in the global arena means having the right product, infrastructure, rollout and support capabilities and providing a compelling return on investment, to bring a win-win for both parties", commented Ocuco CEO, Leo MacCanna.

FYi doctors will benefit through improved processes and performance at the clinic level, and centralised control and global visibility at head office. Within the head office, Acuitas will provide integration between the ordering, inventory control, accounting and lab management systems.

According to Dr. Alan Ulsifer, FYi doctors CEO & President, and Ernst & Young Entrepreneur of the Year award recipient, "having robust, configurable, scalable IT infrastructure is at the core of our aggressive expansion plans for FYi doctors. We are confident in our choice of Ocuco to see us through this growth phase and beyond. Looking at Ocuco's proven track record of delivering on-time, on-budget optical enterprise rollouts was a determining factor in our decision. We feel that Ocuco is the top company in the optical software market to reliably enterprise an enterprise of our size, providing real-time information at our head office. This is key to our growth plans."

With the deal now agreed, Ocuco will begin to localise its suite to the Canadian market. Localising for this market is uniquely complex, with Canada's provincial healthcare reimbursement rules and their bilingual culture.

About OCUCO

Ocuco has the largest optical software delivery infrastructure in Europe. With a development team of 30 and an operations team of 40, Ocuco can deliver to small and large chains in a timely fashion. In the past, Ocuco has rolled out at rates of up to 30 stores a week in the Vision Express chain.

Offering a single software product across a wide geographical spread is quite involved. Localising the product for each new region involves language translation, incorporation of local fiscal regulations and modification of the product offering to suit local optical industry norms.

The Acuitas suite of optical retail management products are localised for UK, Ireland, France, Spain, Switzerland, Mexico, Sweden, Italy and Canada with plans in place to localise for USA in 2011.

Ocuco Key Facts:

- Ocuco is the biggest software supplier to opticians in Europe.
- Represents growth from €2m t/o in 2004 to €8.2m in 2008 (Audited).
- 6,500 sites using its software worldwide up from 200 in 2004.
- 96 staff in 2010 up from 20 in 2004.

Founded in Dublin in 1993 by now Group CEO Leo Mac Canna, Ocuco is a pioneer of software solutions for the optical market.

Ocuco provides patient relationship and business management software solutions to service independent practices, medium sized groups, large chains, optical labs, ophthalmology clinics, eye A&E departments and hospitals.

Ocuco has offices in Dublin, Cardiff (UK), Chipping Norton (UK), Bordeaux (France), Cremona (Italy), Barcelona (Spain), Manchester (USA), Vancouver (Canada) and Queensland (Australia).

For more information on Ocuco please visit www.ocuco.com.

About FYi Doctors

FYi doctors is a private optometry owned eyecare services company with its head office located in Calgary, Alberta and a fully automated production and distribution facility based in Burnaby, British Columbia. FYi doctors is currently one of Canada's largest providers of ophthalmic products and services with over 75 locations across the country.

For more information on FYi doctors please visit www.fyidoctors.com.