

NEWS RELEASE

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BiP Solutions wins contract to provide e-tendering solution to UAE Army

BiP Solutions, in conjunction with its United Arab Emirates (UAE) partner ITQAN, has been awarded a contract for the development, implementation and support of an e-tendering portal solution for the UAE Army.

BiP, which has a wealth of experience with the UK Ministry of Defence, and ITQAN, which has created a dominant role within the regional technology industry through implementing advanced application based solutions, will extend their services to the UAE General Headquarters for the Armed Forces, based in Abu Dhabi.

Feras Al Jabi, ITQAN General Manager, said: "Once again ITQAN has achieved a significant first.

"By blending the specialist skills and best practice from BiP with ITQAN's local knowledge and resources, we have established the most advanced, robust and secure e-procurement in the Gulf region. This is indeed a landmark project."

As a pioneer of e-tendering and supplier sourcing, BiP has modelled current paper-based, best practice processes into a fully functioning web based e-tendering service. BiP's modular internet based electronic tendering suite of applications, DELTA (Direct Electronic Links for Tender Administration), is in daily use across much of the UK public sector. The DELTA suite is based on the EU Procurement Directives and best practice in public sector procurement, providing open competition and transparency and reducing discrimination through simple, user-driven processes.

BiP currently hosts the public procurement portals for a number of national consortia and awarding authorities in the UK, including the UK Ministry of Defence.

Ron Burges, BiP CEO said: "BiP is delighted to work with the UAE GHQ in Abu Dhabi. We are pleased our services will now be available in the Gulf Coast Countries and look forward to developing other opportunities in the region."

Scott Smith, BiP Commercial Director said: "I have visited Abu Dhabi on many occasions and am pleased by the commitment of the UAE Army in adopting best practice in procurement solutions. We are looking forward to working with the UAE Army and our partners ITQAN for the long term."

ENDS

Notes for editors:

About BiP:

- more than 22 years' experience in providing public sector contract information and related services, events management, training and consultancy
- based in Glasgow, Scotland
- employs 150 staff
- in January 2006 BiP was awarded the contract to develop, market and maintain the UK Government's first national lower-value contract opportunities portal, Supply2.gov.uk
- a service provider to the UK MoD and many other leading public sector organisations.

About ITQAN:

- providers of knowledge-based, secure decision supporting solutions
- established in 1984
- 100% nationally owned
- a certified ISO 9001-2000 company
- employs a team of 100+ professionals, with offices located throughout the UAE and several channel partners in the gulf region
- winner of the Dubai Quality Appreciation Award for IT Company of the year (services), 1998; Middle East Information Technology Award as the IT company of the year, 1999; and the Gulf Excellence forum Awards, 2000.

Useful links:

For further information on BiP visit www.bipsolutions.com

For further information on DELTA visit www.bipsolutions.com/delta

For further Information on ITQAN visit www.itqan.ae

Issued by BiP Solutions in association with ITQAN.

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