

@UK PLC

SpendInsight Analysis Service Update

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@UK PLC

16 February 2011

Under embargo until 7am

16 February 2011

@UK PLC

("@UK" or the "Company")

SpendInsight Analysis Service Update

@UK, the AIM-traded eCommerce Marketplace and provider of eProcurement and eCommerce software is pleased to announce that its cloud based spend analysis service, SpendInsight has achieved growth of 290% in the year to 31 December 2010 in terms of the amount of procurement spend analysed.

SpendInsight is a software application that extracts and analyses an organisation's procurement spend down to the individual item level. Through a SpendInsight analysis, an organisation can typically identify average savings of 2.5% on its controlled spending as a result of incorrect pricing and modest price improvements, and an average of 10% on its uncontrolled spending.

The growth has been achieved due to investment made by the Company into fully automating the process using Artificial Intelligence and providing the service via the Cloud.

The increased analysis of products by SpendInsight has positive implications for the sales pipeline of @UK's eCommerce Marketplace product. While SpendInsight identifies where the savings can be made through improved procurement procedures, implementation of the @UK eMarketplace enables those savings to be realised.

@UK's secure eCommerce Marketplace enables buyers such as local authorities, schools and hospitals to buy online from commercial suppliers ranging from large corporations to small to medium enterprises. This allows buying and selling to take place with no paperwork and a reduced chance of errors through transposition, achieving major savings throughout the supply chain.

In conjunction with this increased use of SpendInsight, the Directors believe potential for further uptake of @UK's products has improved following the National Audit Office report of 2 February into commodity purchasing in the NHS which was supported by @UK's SpendInsight software.

The relative performance between @UK's cloud based SpendInsight and historic classification based spend analysis is as follows:-

	Amount of procurement spend analysed		
	Via @UK's cloud Spend Analysis Service	Via @UK's legacy Spend Analysis Service	Total
2008	£1.1bn	£8.0bn	£9.1bn
2009	£15.9bn	£8.0bn	£23.9bn
2010	£62.1bn	£8.0bn	£ 70.1bn
Total	£79.1bn	£24.0bn	£103.1bn

@UK has now built up a pipeline of organisations where it has identified significant savings and will be seeking to convert these to sales of the eCommerce Marketplace in the coming year.

@UK is marketing its Spend Analysis, eCommerce Marketplace to approximately 5,000 public sector organisations. The annual revenue opportunity from public sector buyers is approximately £275 million per annum across all sectors. The follow on supplier opportunity for the 900,000 supplier eCommerce sites required by public sector has a potential size of £180 million per annum. The automation of the analysis process means that @UK is ready should the market move to a faster rate of adoption.

Ronald Duncan, Executive Chairman of @UK PLC commented:

"SpendInsight analysed £62 billion of procurement spend last year up from £15.9 billion in 2009, a growth rate of 290%, reflecting the impact that fully automating the process using Artificial Intelligence and providing the service via the Cloud has had on the market.

"The National Audit Office report of 2 February highlighted £500 million of potential NHS savings. NHS organisations can realise these savings through the combination of SpendInsight and the @UK PLC ecommerce marketplace which enables organisations to purchase items at the correct prices. We expect the publicity surrounding the NAO report will continue to result in increased uptake and conversion of both SpendInsight and Marketplace customers."

Enquiries:

@UK PLC

Ronald Duncan

Chairman

Tel: 0118 963 7000

Beaumont Cornish Limited

Roland Cornish

Tel 0207 628 3396

Threadneedle Communications

Caroline Evans-Jones, Alex White

Tel 020 7653 9850

Notes to Editors

@UK PLC provides secure cloud based eCommerce, eProcurement and email services to businesses and public sector bodies.

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@UK has a key competitive advantage as an eCommerce based marketplace as it ensures that prices are correct from requisition through to payment, where catalogue based marketplaces are unable to support carriage, complex pricing and configurable products.

Quick Links

@UK PLC website <http://www.uk-plc.net>

@UK PLC Spend Analysis <http://www.spendinsight.com>

@UK PLC Hybrid Carbon Footprints <http://www.hybridcarbonfootprint.com/>

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