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Press release

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New strategic partnership between BVRP Software and Questar in Italy

BVRP Software found the ideal partner in Questar to distribute its best-selling software in Italy. Through this agreement and by widening the geographic scope of its software distribution, BVRP Software is confirming its ambition of being the first "Global Republisher".

Entirely in line with its strategy, BVRP Software has decided to partner with Questar to distribute all its best-sellers in Italy, whether published or republished by the group.

Bruno Vanryb, founder and Chairman of BVRP Software states: "As announced, we are continuing to deploy on all strong growth markets worldwide. This much wider coverage will enable us to offer a unique distribution network to software developers including BVRP. Indeed, the group has become a choice partner by offering to distribute software of publishers of all sizes, already known or deserving to be, under their own brand or under the BVRP brand, through the group's powerful sales network. After France (AB Soft), the United Kingdom (Guildsoft) and Germany (MicroBasic GmbH), we are delighted that we can now cover the Italian market thanks to Questar."

Questar is the ideal partner for BVRP insofar as they fully meet the criteria laid down by the group:

- Questar covers all the distribution channels in Italy (retailers, wholesalers and e-commerce);
- Questar addresses the consumer and enterprise markets;
- Questar is well established in Italy since already distributing best-selling software such as Crystal Reports, PaintShop Pro, Scansoft, etc.

David Orban, CEO of Questar, states: "We are very glad of this agreement with BVRP which will allow us to round out our catalogue: our offer will become even more attractive for our customers with the addition of new best-sellers such as BlackICE or DivX Video Duplicator! "

About Questar

Questar, founded in 1993, is a company focused on local adaptation, republishing and distribution activities of innovative software products with high quality and high interest for the Italian market. One of the Questar's main strategy driver is the ability to sign agreements with important international software vendors; to them Questar offer a complete support for the Italian market becoming a "virtual local subsidiary".

About BVRP Software

With subsidiaries spread over France, Great Britain and the United States, the BVRP Software group, a worldwide leading designer and publisher of communications software, is also a major supplier of personal and professional software designed for Mobility, Security and Internet use. BVRP Software products are marketed in over 100 countries through e-commerce, OEM partners and IT resellers. The group booked €43.2m in revenues in 2001. BVRP Software has been listed on the Nouveau Marché of the Paris Stock Exchange since December 1996 (Euronext: 5478).

Your contacts

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