

Finnish libraries strengthened - competitors join forces in the libraries sector

Axiell Bibliotek AB is strengthening its position in Finland by buying shares in the Finnish company Akateeminen Tietopalvelu ATP Oy.

The partner is the Finnish company ATP Oy, which has more than 200 Finnish public libraries as its customers. This matches the number of customers of Axiell's Finnish company, Ab Axiell Kirjastot Oy.

With the acquisition of ATP Oy, Axiell will obtain a strong management team for its Finnish company, as the management will come from ATP. The new Managing Director of Axiell Kirjastot Oy will be Janne Rouhiainen, presently Managing Director of ATP Oy. Seppo Lindström from Ab Axiell Kirjastot Oy continues in the management of the company.

This new collaboration in Finland will provide new opportunities for synergy, and it will be possible for Axiell to compete with the big international vendors, which are operating in Finland. The Finnish company Ab Axiell Kirjastot Oy will now be able to maintain its development at the Nordic level and still incorporate Nordic library aspects into this development. The Finnish company can take advantage of common resources and expertise for the benefit of the Finnish libraries and can concentrate on further and more rapid development of new services and functions for the libraries.

As a concrete result of this new cooperation, the Finnish development forces are being merged into a single company in Finland that will give even more strength.

It is a pleasure for both partners to announce their new cooperation, which will take effect at the start of 2008.

Axiell Bibliotek AB's Managing Director Jerk Sintorn says, *"The partnership that we have entered into with the management of ATP Oy is a very interesting one. They have already demonstrated their strength through successful management, and we are now looking forward to combining our forces to build a strong company in Finland.*

I am quite sure that the Finnish libraries will gain from this new partnership. The libraries will discover new possibilities for even closer cooperation with one another."

Janne Rouhiainen, Managing Director of ATP OY and one of the owners, says, *"I am very happy that Finland now has a library software house big enough for future products and for keeping software development here in Finland. The common progress in the library field has required a lot of size and strength. Although ATP is a steady and profitable company, we have been looking for an international partner. As a Scandinavian company, Axiell is the best possible partner, because it is focused on library systems."*

Akateeminen Tietopalvelu ATP Oy

Akateeminen Tietopalvelu ATP Oy is a Finnish company specializing in library management systems. Its products are used in more than 200 municipal libraries in Finland. The main focus has been on developing innovative Microsoft-based products for the needs of today's libraries.

Axiell Bibliotek is the leading supplier of IT systems and services to Nordic libraries – and also one of the six largest companies worldwide in this industry. Axiell as a supplier is dedicated solely to libraries as a target group and has its focus on library development. Axiell develops technically advanced library management systems in close cooperation with customers. In addition to library management systems, Axiell also sells RFID and automated self-service stations to libraries together with Bibliotheca A/S. Read more at www.axiell.com

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Facts about ATP and Axiell Bibliotek

ATP

Akateeminen Tietopalvelu ATP Oy (here referred as "ATP Oy") is a Finnish library management company, which has existed since 1992.

ATP Oy has developed

- ATP Origo, a Windows-based library management system used in more than 200 municipal libraries in Finland.
- Web-Origo – Web-based library software product for end-users, which can be used both with ATP Origo and Library 3000.
- Origo Acquisition, a new electronic acquisition system. It is in use in libraries in the Helsinki Metropolitan District (Helsinki, Espoo, Vantaa, Kauniainen).
- ATP Reservation, a Web-based system for making and processing reservations at library workstations.
- Library 3000, DOS-based library automation software product. A terminating product. In use in 4 municipal libraries.

ATP Oy has 15 employees.

In 2006, turnover was 2.17 million euro.

Axiell Bibliotek AB

The company consists of a parent company and three subsidiaries, Axiell Bibliotek AB in Sweden, Axiell Bibliotek A/S in Denmark and Ab Axiell Kirjastot Oy in Finland.
The parent company will change its name to Axiell Library Group on 1 January 2008.

The company was created in the mid-1980s, when Axiell became the first supplier in the Nordic region to market a local library management system. In 1996, this resulted in the launch of a complete graphic local library system, which implemented all of the established library standards as one of the world's first suppliers. This development has continued, and today Axiell Bibliotek is the leading supplier of IT systems and services to Nordic libraries.

More than 900 libraries in the Nordic countries are using Axiell's systems.

120 persons are employed in Axiell Bibliotek.

In 2006, turnover was 152.5 million Swedish kronor (16.2 million euro).