

P R E S S R E L E A S E

GOVERNMENT MAIL DEPLOYS BLACKBAY DELIVERY CONNECT TO IMPROVE SECURITY AND TRACEABILITY

London: 7th October, 2008 – Blackbay, a provider of robust and secure real-time mobile worker solutions, has announced that its Delivery Connect solution has been implemented by the Government Car and Despatch Agency (GCDA) to provide traceability within its Government Mail Division. The GCDA, an Executive Agency of the Department for Transport, employs around 300 staff and provides two separate services: Government Cars and Government Mail, the Government's internal mail system.

“Government Mail has a critical role to play in the movement of internal mail between Government departments. Security and traceability are key requirements of our customers, who insist upon the highest standards,” said Nigel Bennett, Director of Government Mail for the GCDA. “It was imperative that we deployed a solution that would ensure the complete accuracy and stability of our track and trace system.”

Working closely with the GCDA, Blackbay developed and implemented a solution that met the GCDA's very specific business objectives.

“We needed to understand the challenges associated with the collection and delivery of high profile potentially sensitive mail,” said Larry Klimczyk, Managing Director of Blackbay. “Following a consultation period, we deployed Blackbay's Delivery Connect, running on Motorola MC70 rugged handheld computers. Delivery Connect provides key benefits essential to the successful operation of Government Mail, including electronic signature capture and event time stamping at every point of the delivery process, from job acceptance to collection and delivery, ensuring the highest levels of traceability in the Government Mail secure network.”

The GCDA's customers include Government departments, agencies and other publicly funded bodies and organisations that were previously part of these groups but have passed to the private sector through privatisation or contracting out. “The high profile nature of our customers means that not only do we have to deliver high levels of security and traceability, but also to meet tight Service Level Agreements,” explained Bennett.

“Blackbay's Delivery Connect's route completion tracking capability, combined with its ability to integrate with our back office systems, enables our management team to monitor deliveries and collections in real-time via Blackbay's web portal,” Bennett concluded.

About the Government Car and Despatch Agency (GCDA)

The Government Car and Despatch Agency is an Executive Agency of Department for Transport and is fully accountable to Parliament through Ministers.

It is a full cost recovery agency with a turnover of £18m and over 300 security-cleared staff and bids alongside commercial companies for government transport and mail contracts. It operates predominantly from sites in London, Cardiff, Bradford, Birmingham and Warrington. Its revenue is primarily derived from Government and the wider public sector within the UK.

It operates two core separately branded businesses to meet its principal aim of being government's first choice secure provider for moving people, mail and documents. The two businesses are:

Government Cars – which provides long and short term chauffeur and car hire, an environmentally friendly taxi service, protected security cars and specially trained VIP drivers. The Agency also provides fleet management services; and Government Mail – which provides secure mail services within Government and the wider public sector. The Agency offers mail screening services and secure waste disposal.

The Agency has been in existence in one form or another for more than 60 years. It has driven every Prime Minister since the war and currently provides a car and driver for Ministers, ranging from the Cabinet to the most junior minister in Government as well as other senior officials.

About Blackbay

Blackbay delivers real-time mobile worker solutions that enable business process improvements to Supply Chain and Field Service mission-critical operations.

The Company is a market leader in the rapidly growing enterprise mobility market delivering mobile data solutions for over 15 years to a growing list of premium clients. Its core activity is mobile software application development, offering organisations significant return on investment based upon reduced costs, increased sales and improved productivity and service levels. Blackbay develops its solutions both on the back-end infrastructure and on handheld PDA and Smartphone devices. Its iConnect transaction server allows the company to offer its premium customers a suite of mobility 'products' as part of a fully managed one-stop Mobile Application Service.

Blackbay, who received funding from Close Ventures a leading UK venture capital provider, is a Microsoft Gold Partner with Mobility Competency and one of only 20 organisations to sit on the Microsoft Windows Mobile Advisory Council.

Blackbay's, product line currently consists of the following: Delivery Connect, a mobile freight solution for real-time job tracking; and Service Connect, a business mobility solution targeted at field service business.

For more information on Blackbay please visit: www.blackbay.com

For more information on Close Ventures please visit www.closeventures.co.uk

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