

## **OCM International Ltd joins Catalyst Venture Partners' Growth Programme**

**Press Release: 22 November 2011**

*Innovative software solutions company joins Catalyst Venture Partners' Growth Programme to accelerate expansion opportunities within the print tracking and management market.*

OCM is an international company specialising in the tracking of printer usage. By offering an innovative approach to document workflow and output software solutions, OCM allows clients to control who prints what, when and where.

For some companies this can mean a saving of up to 10% of its print costs. According to analyst sources, the cost of supplies used to print a single black-and-white page averages five cents per page. In a company that prints 250,000 pages per day, the costs of supplies alone can total €3.2 million per year.

In addition, output equipment fleets (copiers, printers, facsimiles, scanners and associated supplies) continue to be one of the most under managed and costly assets within many companies, resulting in lost profit of approximately one per cent to three per cent per year.

OCM Director Mr Peter O'Farrelly comments; *"In today's business climate the need to optimise the usage of key applications and hardware within all types of business – is critical whether they are a large global enterprise or a small/medium local business. Organisations are now looking at ways of improving processes and how they can make the most of their resources. Increasing scrutiny within document intensive processes, security access and cost has led us to develop complete integrated solutions rather than single point products."*

O'Farrelly continues; *"Our focus is on our clients, ensuring every effort is made to provide client service excellence. It is this blend of expertise and motivation that is the driving force of our success"*

Since its inception as a software company in 2006, OCM has grown year on year to become one of the leading global solutions providers in this market space with annual revenues of £275K. Both manufacturers and resellers are looking for increased productivity of their billing departments through reduced manual data

collection, improved cash flow and competitive advantage. OCM already has a number of strategic partnerships in place that include industry leader Sharp Electronics, as well as a deal pending with Samsung.

Richard Turner, CEO of Catalyst Venture Partners comments; *"OCM are able to offer a unique proposition to the marketplace. With an innovative software offering, partnerships with industry leaders and an addressable market of \$500 million, OCM are in an excellent position to accelerate their growth. The team are hugely experienced and are offering an innovative approach. We are extremely pleased that OCM have joined our Growth Programme and are looking forward to working with them."*

***For further information contact Rosie Bennett at Catalyst Venture Partners on 01225 331498 or email [rb@catvp.com](mailto:rb@catvp.com)***

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**About OCM:** <http://ocmplc.com/>

OCM is an International Company founded in London, United Kingdom; OCM is a company of dedicated professionals who provide a complete range of software solutions and professional services. Our company employs an experienced team of highly qualified and motivated individuals who strive to provide a high level of service. OCM keeps abreast of new trends, policies and procedures.. Since its conception, and in association with its partners, OCM has grown to become a global solutions provider with locations throughout Europe, Australia and America providing tailored solutions and cost savings across all market sectors.

**About Catalyst Venture Partners:** <http://catvp.com>

Catalyst Venture Partners are a corporate finance and fast growth advisory firm specialising in the health, environmental, media and telecoms sectors. Catalyst works with ambitious and entrepreneurial led companies who are at the early and expansion stage of their development. Whether you are a growing company, seeking development funding or advice, looking for a loan or planning to buy your company, Catalyst can help you turn ambition into reality. We do this by: providing an independent assessment of strategic and commercial focus, assessing the competitive advantage of the proposition, introducing commercial partners, creating a sound financial structure, identifying and negotiating with providers of finance and helping strengthen the management team by recruiting key staff and investor directors.