

# NEWS RELEASE



**DATE:** August 12, 2009

**CONTACT:** Jessica Dzara  
jdzara@sunflowersystems.com

---

## **SUNFLOWER ANNOUNCES ASCOT ASSOCIATES AS SOLUTIONS PARTNER**

SAN RAMON, CA – Annams Systems Corporation, dba Sunflower Systems, and Ascot Associates LLC announced today a strategic alliance in which Ascot will provide services and expertise in the areas of business development, sales lead generation and strategic sales initiatives for both software and services primarily within the Sunflower Systems product line. Ascot is initiating market development activities within strategic verticals not currently served by Sunflower and will closely collaborate with Sunflower to deliver customer-based solutions into current and new markets with asset management needs.

“Robert Kaehler and Andy Anderson have worked with Sunflower Systems in the past and they have excellent knowledge of our industry and are very well respected by their peers” said Naeem Raza CEO of Sunflower Systems, a market leader in the Enterprise Asset Management market. “To continue our growth in current markets and add additional vertical markets, Sunflower Systems is further investing in business development activities. We look forward to our relationship with Ascot Associates, which will help us serve new markets and increase our dominance in existing markets.”

“This is a great opportunity for both organizations to address a significant void in the general asset management marketplace, particularly for enterprise level customers”, said Robert Kaehler, President of Ascot Associates. “Sunflower is a natural fit for Ascot’s customers who are adopting a strategic asset management program and require a comprehensive product offering to address complex challenges across their widespread organizations. The Sunflower Assets product suite delivers superior levels of functionality and performance in even the most challenging environments”.

Ascot will work either independently or in conjunction with the Sunflower team to deliver solutions to the market, depending upon the situation and client needs. In all cases, customers who deploy Sunflower products will enjoy a direct relationship with Sunflower for product support and ongoing customer service.

### **About Sunflower Systems**

Sunflower Systems is an enterprise asset management solutions company specializing in the deployment of software tools and business processes to improve asset management operations. Sunflower’s portfolio of solutions enables organizations to reduce costs, improve decision-making, accountability and regulatory compliance for all types of assets. The Sunflower solution suite also includes scanners, mobile PCs, asset labels, RFID technologies and a wide range of services including software implementation, training, consulting and operational support. Sunflower Systems supports the property management needs of federal government agencies, universities, government contractors, national laboratories and corporations from offices in San Ramon, California and Arlington, Virginia.

**About Ascot Associates**

Building Better Asset Management. That's what drives us at Ascot Associates. We focus 100% on the discipline of asset management, and our extensive experience enables our team to provide a range and variety of products and services to help you build better systems – making your organization more productive, more efficient, more competitive and ultimately more profitable. Along with business process engineering and documentation, Ascot Associates guides development of standards-based property plans, performs compliance testing, training and workshops, systems integration, technology assessment, and software implementation and integration services – to achieve the strategic objectives of your organization, including metrics-driven performance management. For more information, visit [www.ascotassociates.com](http://www.ascotassociates.com).

**Trademarks**

Sunflower Systems and Sunflower Assets are registered trademarks. Other names may be trademarks of their respective owners.