



## **IQS' Record Growth for Enterprise Quality Management Proves Quality is a Strategic Change-Agent**

*2007 Growth Rate of 40% Exemplifies Manufacturing Focus on Reducing Waste and Delivering Better Products to Market*

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IQS, the leading provider of Enterprise Quality and Compliance Management Software, announces record sales of its IQS Enterprise Quality and Compliance Management software for 2007, a testament to the critical importance of leveraging product quality as a driver of cost reduction and competitive advantage. IQS posted a record growth of 40% for 2007 and anticipates increased growth for 2008 as companies turn to quality programs to reduce waste, create leaner and more competitive organizations. IQS was overwhelming chosen by customers because it provides an end-to-end solution that goes beyond compliance and quality control, and actually improves the way products are delivered. In cost-sensitive economic times, solutions that solve a headline-generating business problem like quality – AND reduce costs, go to the top of buyers lists.

"IQS has been proven across many industries as a critical and strategic change-agent, not only for quality and compliance, but also providing fundamental business improvement. Quality has a direct impact on cost reduction. Our clients have repeatedly documented hard savings from reduced defects, scrap, and labor that pay for the product ten times over. In today's economy, this kind of project goes to the top of the list," says Michael Rapaport, CEO of IQS. "Our enterprise quality solution connects every division, department, team member and supplier with the real-time quality data to allow companies and their suppliers to build products right the first time, saving labor, rework and warranty costs. Our customers don't just talk about savings – they can document them."

IQS customer case studies clearly validate the efficiencies gained and costs reduced by implementing the IQS enterprise quality solution. Results include:

- Lowering PPM from 5679 to 556 in 12 months
- Reducing product rework to 2.5%
- Reducing audits from days to hours
- Saving hundreds of thousands of dollars in audit preparation costs annually
- Recovering \$6M in supplier costs due to bad parts
- Taking a company from Three Sigma to Six Sigma in 12 months

IQS also grew its customer base by 38% in 2007. Quality was once considered the domain of automotive and aerospace, but in what seems an epidemic of quality issues, IQS' recent growth was lead by medical device and a wide variety of discreet manufactures. IQS has also added several pet food clients during 2007.

"Regardless of the industry or product manufactured, IQS gives companies an incredible competitive advantage in a time where product quality is highly scrutinized in the media and by customers," says Lori Gipp, VP of Marketing for IQS. "Our customers use IQS save money and reduce risk. They understand their quality processes are more manual and waste-laden than other areas that have already been automated, and smart companies see quality and compliance as a way to save money – not just a sunk cost."

IQS was recently named by Manufacturing Business Technology magazine as an MBT Top 40 Emerging Software Vendor. This award recognizes IQS for its domain expertise in quality, for having formulated emerging technology for business process optimization, and for providing a unique, comprehensive quality model that works across industries and in global operations.

### **About IQS**

The IQS software helps companies reduce costs by improving quality. Since its inception in 1988, IQS has been a leading provider of enterprise quality and compliance management software to the manufacturing sector. Considered by industry analysts to occupy a leadership position within the market, IQS' solution comprehensively manages all of the activities necessary to meet the complete set of regulatory and customer requirements across the enterprise and extended supply chain. For more information, please visit [www.iqs.com](http://www.iqs.com).

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