

Drawbase News – For Immediate Release

## **Drawbase Software Announces New Distribution Partner**

### *Drawbase Software Welcomes Engrawe Consultancy*

December 5, 2006 – Randolph, NJ –Drawbase Software is pleased to announce our newest Channel Partner, Engrawe Consultancy. With headquarters in Chennai, India Engrawe becomes the newest addition to the international Drawbase Software distribution channel.

With over 10 years of experience in the CAFM, ERP and CMMS market spaces, Engrawe brings an experienced and deep knowledge base to the Drawbase Software community. Engrawe will be focusing on new and exciting marketplaces which will include India, Singapore, Malaysia, the United Arab Emirates and other GCC member countries. “I am very excited about the expansion. It will allow us to focus on new and quickly growing marketplaces where Drawbase has been under represented. With over 20% of the worlds large building cranes currently in Dubai and other Middle Eastern areas, a tool like Drawbase should be very quickly adopted” said Evan Kontos, President of Drawbase Software.

“We represented another CAFM application, but when we saw how much more robust, mature and truly user configurable Drawbase was we realized that it would enable us to offer our clients a much more effective solution, especially when integrating with existing legacy ERP, such as SAP, PeopleSoft, Oracle Financials, as well other business systems. The inherent capabilities of the product allows us to spend more time implementing our clients business processes as opposed to having to develop toolsets which already exist in Drawbase”, said Giridhar Kesavan, the Director of Engrawe.

Drawbase, the flagship product of Drawbase Software, has been known worldwide for over 18 years for its integrated CAD, spreadsheet, database management and reporting capabilities. This unique ability to meld electronic drawings and database information makes the product an ideal solution to help organizations manage facilities and real estate holdings. Industry analysts have coined the term Integrated Workplace Management Solution (IWMS) of which Drawbase is an integral component.

The Drawbase product suite also contains a number of integrated applications that address specific issues such as asset and personnel move management, coordination and tracking of building system and IT infrastructure information, integration with maintenance management products and more. Customers point to ease-of-use, configurability and integrated applications as the key reasons to standardize on Drawbase for facility and real estate management.

### **About Drawbase Software**

Drawbase Software [www.drawbase.com](http://www.drawbase.com) has been a worldwide supplier of Integrated Workplace Management Solutions (IWMS) since 1988. Our innovative products and implementation services combined with the strength of our partners has established Drawbase as the leading supplier of solutions for the facility and real estate management markets. We provide our clients with state of the art technologies and best practices that enable them to reap the maximum return on their investment in space and related assets. Customers include ADP, The World Bank, General Dynamics, Thomson Financial Services, U.S. Dept. of Treasury and Young and Rubicam.

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