

For immediate release
27th September 2007



Publishing Technology to power BBC web service

BBC Monitoring to capitalise on breadth of publishing services

Publishing Technology, the largest provider of digital, print and sales consulting services for the publishing industry, recently announced its selection by the BBC (British Broadcasting Corporation) to provide a new generation of the BBC Monitoring web platform, a subscription-based service which collates over 3,000 global news sources for use by international businesses, governments and research operations.

With the objective of expanding the commercial reach of this flagship open source intelligence resource, BBC Monitoring selected Publishing Technology for the range of its proposition; services covered by the agreement include digital publishing consultancy, market research, information architecture, web design and maintenance, content conversion and hosting, and – crucially – sales representation, which will facilitate BBC Monitoring's entry into new markets by leveraging the experience of Publishing Technology's PCG division.

"The Publishing Technology package is a compelling prospect for an organisation seeking to enter new publishing sectors," notes Rosy Wolfe, Head of Business Development and Customer Relations at BBC Monitoring. "We needed an organisation that could provide not only top-rate technology, but also the skills to ensure our investment in it is optimised by well-timed and targeted sales campaigns. We're looking forward to enabling new audiences to benefit from the valuable information we provide."

"The deliverables in this deal draw on strengths from right across our organisation," says Publishing Technology CEO George Lossius. "It is a perfect example of the synergies we intended to achieve when merging Ingenta, VISTA and PCG to form Publishing Technology earlier this year. That such a success has come so early in our development is testimony to the effective fusion of three diverse businesses, and speaks clearly to the vision and expertise of our staff. We now look forward to realising more of the cross-selling opportunities that await us."



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About Publishing Technology plc

www.publishingtechnology.com

Publishing Technology plc was formed in February 2007 following the merger of Ingenta plc and VISTA International. The company is the largest provider of digital solutions for the publishing industry, and services eight out of ten of the world's largest publishers. Its technology uniquely fuses online and offline publishing functions to provide end-to-end support for publishers across their full range of processes and requirements. Software and services for online publishing include website design and development, data conversion and enhancement, secure online hosting, access & authentication and content discoverability management. Information Commerce Systems provide flexible infrastructure and tools to enable publishers to repackage, bundle or price content online at the click of a button. Print publishing applications can be configured on a modular basis to meet the specific needs of individual publishers, with components ranging from business intelligence and customer care through to production management and fulfilment. The PCG division provides professional sales and marketing services to publishers including consultancy and research.

The company is listed on the AIM market of the London Stock Exchange and has offices in Europe and North America.