

New Directors

Philippa Aldrich

Sandy Aldrich and Philippa Aldrich have been appointed as non-executive directors of ROCC Computers Ltd.

Sandy has been a Justice of the Peace since 1971, specialising in family justice. She moved to the Supplemental List in 1997. Sandy served for 10 years as a counsellor at the Citizens Advice Bureau and has been a social worker. She initially trained as a photographer at art college.

Philippa Aldrich is a solicitor with a leading City firm. She was educated at Oxford University and has been, and will continue to be, the company's property lawyer.



Sandy Aldrich

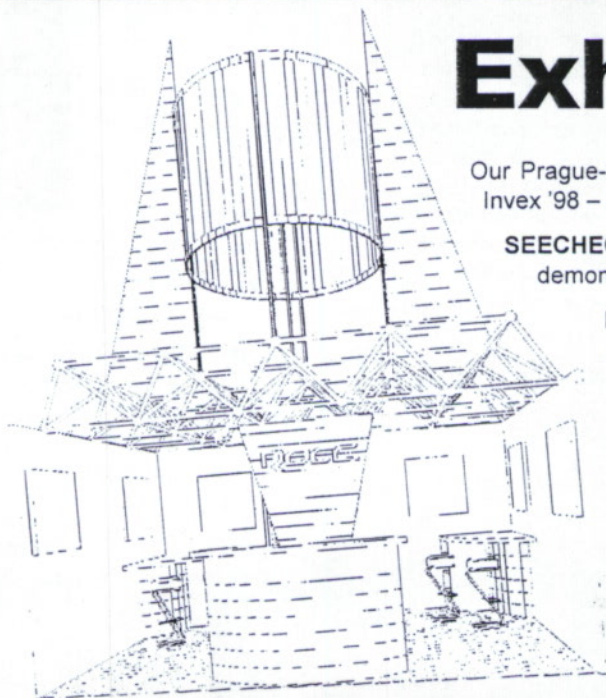


Exhibiting

Our Prague-based sales operation ROCC SRO will be exhibiting at Invex '98 – Brno from October 5-9 1998.

SEECHECK Recognition and Storage Retrieval systems will be demonstrated.

Pictured is a designer's drawing of what the ROCC stand will look like.



When the competition started, the programmers at Brighton were well in the lead. As it progressed the tables turned and direct marketing, funnily enough, started to pick up points.

The declared winner was **Chris Maywood!!** with runners-up **Justin Thorne** and **Steve Agace** (Justin is a friend of Steve's).

Wins

Coupe du Monde – the World Cup 1998. Originally set up four years ago when England had not qualified for USA 94.

This was a way of keeping people interested in a competition in which England was not participating.



This year, however, there was greater interest both from ROCC employees and Chris Maywood's Sunday league football team. A total of 53 people entered the competition and paid a stake of £5. Each person had to select what he or she thought would be the top 12 finishing countries. That said, the more attacking sides would collect more points. It turned out that teams such as France and Brazil had high scoring matches. Prize money was 1st £150; 2nd £75 and 3rd £40.

Fundamentally, the competition was a sweepstake involving a lot of luck although a good knowledge of international football would stand one in good stead.



Chris and Steve celebrating their winnings.

Issue

37

July 1998

From the Editor



This month, Newsline profiles the credit control department, which has never been featured before.

Beryl Hutchin editor

Credit Controlling

The credit control department is part of the Finance Division and is of paramount importance to the company's very existence - playing a significant role in bringing in monies owed by clients. Its responsibilities include raising invoices and statements for clients, issuing credit notes, chasing bad debts and providing contract information to the other divisions as and when requested. Credit checks are made on prospective clients and potential suppliers and a great deal of time is spent answering client enquiries concerning software, to spare parts, to hardware and so on.

Autobilling is also its responsibility. This is where a client is paying for rental and/or maintenance services on a regular basis.

Heading this department is credit control manager **Peter Watts** who joined in 1974 and has seen major changes within the company, not only to its organisation but also in the way it does business. When he joined, the company was on the road to becoming a highly successful proprietary data entry manufacturer. Today, it has moved into the total solutions marketplace offering a range of software products, encapsulating professional services and IT maintenance services (ITMS). The other segment of its activities covers contracts electronics manufacturing (CEM), born out of the old proprietary business.

Peter's team is made up of credit control administrator **Linda Geraghty**, an employee for some seven years. She is responsible for contacting ITMS, CEM and the Systems Division's CLASSIC and SEECHECK clients who have failed to pay their invoices on time - a job she does with great dedication and determination. Not many clients escape paying ROCC due to Linda's continual



persistence in chasing up debtors. Once hooked she will not let go until the money is in the bank.

Heather Cumming is a fairly recent member, having joined the team as part-time sales clerk about seven months ago. Her task is to raise all the client invoices for the different business arms and ensure that they are sent out on time.

The final team member is finance administrator **Ron Saulsbury** who works two days a week. Ron joined us in 1975 and was formerly our travel administrator, a job he performed with great efficiency. On more than one occasion, he has booked the editor on a flight at the last moment and found some excellent hotels in fairly remote areas. Miss the service Ron!

His role is now two-fold: he handles the company's insurance business and has also been tasked with sorting out the confusion which arose in the aftermath of the re-organisation within many of the local authorities. Overnight many councils disappeared and others joined up with others to become unitary authorities. This left Ron with a mammoth task of finding out which authority has taken over the MICRORATE products and tracking down which council/authority has to be invoiced.

Peter told Newsline that Ron has well and truly got his teeth into this project and is producing very positive results.



Peter Watts is pictured at the top of the next column and with his team of (l to r) Ron Saulsbury, Heather Cumming and Linda Geraghty in the foreground.

"These next few months," said Peter "are being devoted to the migration of the company's financial accounting system from the CLASSIC WMS financial management system (FMS) to the UNICLASS FMS on a UNIX platform. These are testing times for all us, as the two systems are due to run in parallel on October 1.

"This will certainly streamline the company's accounting system. User departments within ROCC, subject to the levels of security built into the system, will be able to make enquiries on a client's contract and account, or on a supplier's account, giving me and my team more time to concentrate on ensuring that our clients pay on time."

They certainly play an important role and one that the department performs with great panache.

Credit Control - the Organisation

Kevin O'Neill
financial controller

Peter Watts
credit control manager

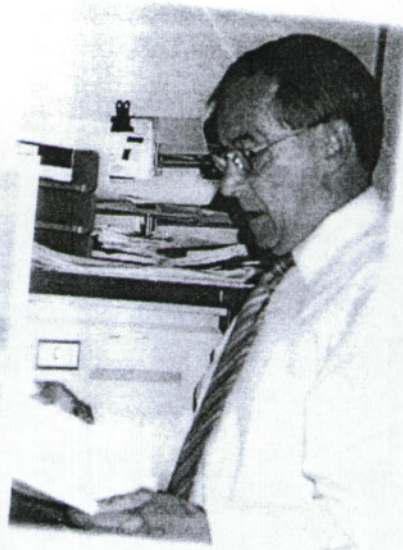
Linda Geraghty
credit controller

Heather Cumming
sales ledger clerk

Ron Saulsbury
finance administrator



Linda is pictured chasing up a debt. "It's in the post or will call you back" are the usual excuses she is given for non-payment of an invoice.



Ron's tasks include sorting out the Aramis accounts.



Heather is seen checking on a sales invoice.

Appointments

Systems Division - Brighton

Ann Clifton has been appointed as support manager for ICR pre-sales. She was promoted earlier this year to senior consultant.

Ann joined the company in 1983 and brings a great deal of expertise to her new role. Newline wishes you well.



Peter Court has come on board as a project manager for the UNICLASS product range.

He was previously with Street-based Clarks International for 15 years, his final appointment manufacturing systems analyst. Peter worked the first five years in manufacturing and the next 10 in computing.

Peter is married to Denise and they expect their first child in February 1999. During his leisure time he plays tennis, keeps fit and enjoys cooking and reading.



Rochdale

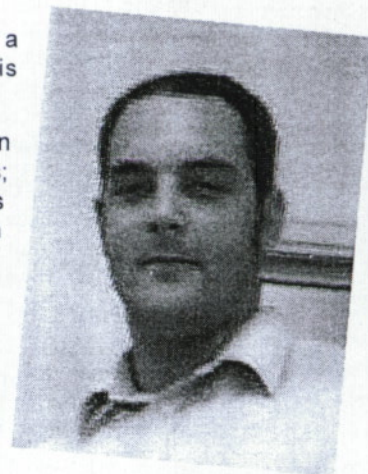
Alex Hooton has joined us a programmer for the ROCC Aramis product range.

Previously he was employed as an accountant for a firm of hairdressers; four years with the Inland Revenue as a revenue officer and three years with Hoskyns Plc as a programmer.

Academic qualifications: BTEC national diploma in computer studies.

Two things take up Alex's leisure time and are his pride and joy. His dog Smokey Joe, a Canadian Chesapeake Bay Retriever, similar in looks to a Labrador but with a curly coat, and

his Kawasaki ZX9R motor bike.



Lisa Kivel has rejoined as a marketing assistant - her brief to concentrate on assisting in the sale of the MICRORATE for Windows product.

Welcome back Lisa - I'm sure that you feel by now that you had never left us.

