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Posten AB gives BTS large order

Posten AB has asked BTS Group AB to develop and deliver a training program to support the implementation of BPR (Best practice) throughout Posten Production for approximately 6500 managers and employees.

BTS will develop four different simulations and tools, tailor made with regards to the needs and prerequisites of respective target group. All managers and employees will go through one or more modules during 2005 and 2006.

The program's objective is to achieve the change in attitude and behaviour necessary to increase the rate of operational improvements and to ascertain that the set goals are met.

"Posten Production is well aware that the key to succeeding with such comprehensive change is to achieve a necessary change in the behaviour of managers and employees. It is an incredibly exciting change project that will have Posten and BTS working closely together" says Katrin Fagerberg, BTS.

The goal is to in spite of diminishing volumes; maintain an unchanged cost per sorted consignment until 2008, by rationalising the work and creating the prerequisites for a more efficient exchange of experiences between the sorting terminals.

Posten is one of Sweden's largest corporations with more than 35 000 employees and a turnover of more than SEK 25 billion. Posten services 4,5 million households and 800 000 companies each day.

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BTS Group AB is an international training and consultancy company in the field of business acumen. BTS uses tailor-made business simulations to support company managers in implementing change and improving profitability. BTS train the entire organisation to analyse and to take decisions centred on the factors that promote growth and profitability. This generates increased emphasis on profitability and market focus, and supports day-to-day decision-making, which in turn leads to tangible, sustainable improvements in profits. BTS customers are often multinational companies. In 2004, BTS generated a turnover of SEK 206 million and has today approximately 140 employees. BTS is listed on the Stockholm Stock Exchange since the 6 June 2001.