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## Compose ties with Tetenal for software distribution

By Simon Nias Monday, 30 April 2007

### Compose System is targeting overseas growth after signing a pan-European distribution deal with German-based company Tetenal.

Compose, which has its European headquarters in Kent, said that the deal, signed on 16 April, proves the merits of its Express Workflow 3 and Star Proof 5 products, which will now be distributed by Tetenal in 18 European countries.

Compose System European sales manager, Steve Donegan said: "This reinforces our belief that people want an open solution, which is what we're offering, and it also strengthens our overseas sales network.

"We've had an association with Tetenal for the past four years, but it's only quite recently that they've moved into the pre-press hardware and software markets."

Compose will retain the option to distribute Star Proof and Express Workflow through alternative channels but, according to Compose, Tetenal has agreed to market its products exclusively.

Donegan said: "This kind of deal is quite unique. What you tend to find is that distributors will take a mix of products from a couple of manufacturers, but because we've known Tetenal for such a long time and they rate and trust our software, they've taken it on as a core product."

Tetenal could not be reached for comment. The distribution deal was revealed last week at Northprint.