



For Immediate Release
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Niche Technology Appoints New UK Business Development Director

BRIDGEND, WALES – Mike Gardner has joined Niche Technology, the world's leading supplier of police records management software, (RMS) as Business Development Director for the UK market.

Mike joins Niche Technology with 20 years experience of working in and with police forces across the UK. He will be focusing on raising awareness among UK police forces of Niche RMS's potential to meet a growing national focus on convergence. There is a growing recognition that using a patchwork of systems is both inefficient and ineffective; both in serving forces needs internally and in supporting information sharing between forces.

Mike believes that, now more than ever, UK police forces are keen to work in partnership with each other and says Niche RMS is the best technology available to increase effectiveness across the board.

Mike worked for South Wales Police between 1989 and 2001. He also has seven years commercial experience, working with Computacenter as a Client Development Manager in their Criminal Justice Division, and latterly at Unisys where he was Client Account Executive for Regional Police.

"I have been aware of Niche Technology since the year 2000, and the fact that the company was enjoying an unprecedented growth curve within the police market," Mike explains. "The leading RMS provider in the UK, their product's functionality is second-to-none, including its capacity for mobile applications and the strong Microsoft presence, which underpins the RMS with key technological and infrastructure benefits."

One of Mike's aims is to help forces understand the collaborative possibilities with RMS to help them work together better- either sharing one RMS installation or using InterNiche, a capability that enables peer to peer information sharing between forces. Successful working examples of both are available among Niche users worldwide, including Ontario, Canada's OPTIC cooperative and the information-sharing structure currently being built by Welsh forces.

"Niche RMS is the ideal option for the demands of today's police work in the UK," says Mike. "There is an upsurge of forces wanting to talk to us and the potential to build on the current market share is the challenge in the immediate future."

Mike lives in Bridgend, South Wales with his wife Juliet and son Oliver.

ABOUT NICHE TECHNOLOGY AND NICHE RMS

Niche Technology is a privately owned company incorporated in Canada and the UK, specializing in law enforcement software. Niche Records Management System (Niche RMS) is used by more than 75,000 sworn officers worldwide, and current implementation projects will see that number rise to over 100,000. The system is being used to create efficiencies and improve performance across a range of operational policing functions. Niche RMS is currently used by over 50% of Canadian police officers; 27% of UK police officers in 12 forces; 20% of Australia's police officers; and is now in production use in the US. Eight of the 25 largest police services in the English-speaking world have selected Niche RMS as their core operational police system. For more information, go to www.nicherms.com.

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