

**SAP consulting company itelligence at CeBIT 2008 – the midmarket specialist**

### **itelligence: Strong demand for SAP solutions for the midmarket**

Bielefeld, Germany, 7 March 2008 – The German midmarket is very interested in SAP solutions if they can be deployed quickly and are deeply rooted in industry expertise, as are the solutions from itelligence AG. The background: With the new SAP compact series built on SAP Business All-in-One for sub-industries, the applications are based on the SAP Business Suite and its offerings within the framework of SAP Best Practices. The packages reflect the decades of knowledge that SAP and its partners have acquired regarding the processes of midmarket companies. This knowledge is further reflected in the conception and design of the preconfigured software, exactly tailored to the corresponding industries.

For partners like itelligence, this is an ideal starting point, because as a complete IT service provider in the SAP environment, itelligence offers the necessary midmarket experience from a consulting standpoint. The success of this combination of consulting and software quality have already been seen in the first six weeks of 2008. Five new customers, companies with between 100 to 200 employees, were announced by itelligence today.

Carsten Müller, Midmarket Sales Center Manager at itelligence AG states, "SAP has a very open but pragmatic attitude towards the midmarket. What counts in the solutions are short project times and preconfigured industry knowledge. The precision of the implementation process in the sub-industries is critical for success. A further advantage: We have adapted our marketing and consultation structures according to the demands of companies of this size".

The new customers of the SAP consulting house include companies from the high-tech sector such as the solar energy technology manufacturer, Inventux, from the machinery industry such as equipment manufacturers like Hiller GmbH or Friedrich Hippe Maschinenfabrik und Gerätebau GmbH as well as component manufacturers like Axmann Fördersysteme GmbH or Wilco Wilken Lasertechnik from the automotive industry. These are actually the classic consulting industries of itelligence, although the new customers originate from new segments of these industries. With 100 to 200 employees and sales between EUR 10 million and EUR 25 million, these companies belong to the focus segment for ERP providers such as SAP, SAGE or Microsoft.

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The companies are pursuing various objectives with the introduction of the it.compact solutions by itelligence. Hiller GmbH, with 180 employees and 66 SAP users, places great value on the increased transparency of corporate data with it.compact manufacturing, based on SAP Business All-in-One for component manufacturers.

According to Kurt Frank, Project Manager/Controller at Hiller GmbH, "For us, the last years were marked by a high rate of growth. The individual software implemented in-house could no longer keep up with increasing demands. After a two-year decision process, we decided to purchase a standard software solution. With its solution it.compact manufacturing, itelligence offered us the best overall package of all products available. We believe we have found a software and system house with which we can pursue all possibilities for further development in the mid and long term.

Wilco Wilken Lasertechnik is looking for an ERP system that provides a logistical solution with comprehensive packaging management for its 130 employees / 43 SAP users. Here, it.compact automotive was the right choice. Frank Schöttler, Project Manager at Wilco Wilken Lasertechnik explains, "With it.compact automotive, we believe we have found the best possible solution that extensively covers our special requirements as an automotive supplier and subcontractor – and with a partner with whom we were convinced from the beginning.

In contrast, the start-up company Inventux Technologies AG in the solar industry is based on the foundation of sustainable and very rapid company growth through ERP solutions made possible by the it.compact hightronics solution. Christian Stechele, Project Manager at Inventux Technologies AG states, "A decision in favor of SAP is a secure investment, due to the long term market experience. For Inventux, the innovative Business All-in-One concept paired with the already proven industry experience of our implementation partner itelligence, was the decisive factor. The scalability of the system permits quick implementation and makes it easier to add extensions at a later time. These product features best fulfill the requirements that a fast growing company such as Inventux places on ERP software".

Public Relations:  
Silvia Dicke  
Tel: ++49 (0) 521-91448 107  
Fax: ++49 (0) 521-91445 201  
silvia.dicke@itelligence.de

itelligence AG  
Königsbreede 1  
33605 Bielefeld  
<http://www.itelligence.de>

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**About itelligence**

itelligence is one of the leading international full-service provider for SAP employing more than 1,220 highly qualified employees in 16 countries and in 5 regions (America, Asia, Western Europe, Eastern Europe and Germany/Austria). As a mySAP Business, Service and Support Alliance as well as Global Partner Hosting and Global Services Partner, itelligence realizes complex projects in the SAP environment for over 2,500 customers worldwide. In 2006, itelligence obtained the status as Gold Partner SAP in Germany, U.S. followed in 2007. The company's services range from SAP consulting and licensing to outsourcing and services to proprietary industry-specific SAP solutions. In 2006, itelligence generated total sales of EUR 163.8 million, preliminary figures for fiscal year 2007 show 190.9 million Euros.

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