

itelligence concludes further global agreement with SAP

SAP Gold Partner Status for itelligence Austria

Bielefeld, November 9, 2010 – itelligence AG, one of the most successful SAP service providers for the midmarket as well as a long-standing SAP Global Hosting Partner and SAP Global Services Partner, announced the signing of a Global Value-added Reseller (Global VAR) agreement with SAP AG today. This makes itelligence one of the first SAP partners to conclude the global agreement for selling SAP Business All-in-One solutions. itelligence has already signed the agreement at the local level in Austria, where it has thus become a new SAP Gold Partner.

Value-added resellers (VARs) sell SAP software licenses in the midmarket segment and also develop industry-specific SAP Business All-in-One solutions. itelligence offers a total of 14 industry solutions based on SAP Business All-in-One. In addition, the itelligence consultants also configure and enhance other products from the portfolio of the ERP market leader.

"Our channel partners constitute a key pillar in the SAP marketing strategy for the midmarket," says Andreas Naunin, head of the midmarket business unit for SAP in Germany, Austria and Switzerland. itelligence boasts distinct industry and solutions expertise, many years of project experience and qualified consultants. With the new Gold Partner Status in Austria, we hope to mutually achieve even faster market penetration and increased growth."

To merit its status as a Global VAR, an SAP partner must prove that it can offer in-depth knowledge and successful products in customer projects in a range of different markets and that it already successfully operates as an SAP marketing partner at a supra-regional level in several countries. The signing of the "Global VAR Agreement" is based on strict quality criteria evaluated by SAP as part of an extensive selection process.

itelligence Press Release

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For the customers, that means that a Global VAR such as itelligence is quality-certified and is involved in the latest developments, product strategies, release updates and new technologies of SAP worldwide at an early stage. Customers also correspondingly benefit as a result.

Dr. Andreas Pauls, itelligence Sales Manager for Germany and Austria: "The new global status clearly emphasizes our position in the midmarket. It stands for uniform, worldwide standards. Our customers can count on this because our SAP expertise, coupled with our high demand for quality, reaches beyond language and country borders. Our customers can use us to take full advantage of the opportunities afforded by modern IT solutions and at the same time fully concentrate on their core business."

itelligence is one of the leading international full-service providers of solutions in support of SAP solutions, employing about 1,800 highly qualified employees in 19 countries and in five regions (America, Asia, Western Europe, Eastern Europe and Germany/Austria). As a frequently awarded SAP partner, among others global value-added reseller, itelligence realizes complex projects in the SAP solution-based environment for over 3,000 customers worldwide. In 2006, itelligence obtained gold-level status as an SAP channel partner as part of the SAP PartnerEdge™ program in Germany, and in the U.S. in 2007. The company's services in support of SAP solutions range from consulting and licensing to outsourcing and services to proprietary industry-specific SAP. In 2009, itelligence generated total sales of EUR 220 million. In July 2010, itelligence was awarded the "TOP CONSULTANT" quality seal.

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