

### **itelligence concludes another global agreement with SAP SAP Gold Partner Status for itelligence China**

Bielefeld, November 18, 2010 – itelligence AG, one of the most successful SAP service providers in the midmarket as well as a long-standing SAP global hosting partner and SAP global services partner, has signed a global value-added reseller (VAR) agreement with SAP AG. This makes itelligence one of the first SAP partners to conclude a global agreement for selling SAP® Business All-in-One solutions. itelligence has also signed the agreement on a local level in China and has thus become a new SAP gold partner in China.

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

“Our channel partners are an important pillar in our go-to-market strategy for small businesses and midsize companies,” said Ian Hui, VP of SME and Channel in SAP China. “itelligence has a long-standing industry and solution expertise, proven project experience as well as qualified consultants. The new gold partner status in China enables us to accelerate our joint market penetration as well as increase our growth rate.”

To merit its status as a global VAR, an SAP partner must prove that it can offer in-depth knowledge and successful implementations in customer projects in a range of different markets and that it already successfully operates as an SAP 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.

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

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Andreas Leidloff, Regional Director of Asia/Pacific: "Not only am I very proud about the signing of the global VAR agreement and the SAP gold partner status in China, I'm also pleased that Chinese customers will be among the first worldwide to profit from this initiative. Once again, that underscores the fact that we have successfully tailored our high-quality SAP Business All-in-One solutions from Germany, such as it.automotive supplier for the automotive supplier industry and it.component manufacturing for the manufacturing industry, to the special requirements of the Chinese market. In this way, our Chinese customers gain a considerable competitive advantage for their expansion."

**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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