

## PRESS RELEASE

### itelligence AG is the biggest SAP reseller worldwide

Frankfurt, 31<sup>st</sup> January 2001 - According to the latest figures, itelligence AG now sells more SAP software than any other reseller in the world. In 2000, the company marketed SAP reselling licenses worth over DM 50 million. For 2001, some DM 100 million are expected. SAP sales are undergoing a major change: Last year, the mySAP.com e-business platform already accounted for a good 50% of all licenses sold by itelligence, with its share rapidly increasing in the course of the year. In 2001, the percentage of mySAP.com licenses should increase to 80-90%.

itelligence's business model is particularly attractive due to the fact that the sale of a license often leads to a long-term customer relationship. In addition to profitable consulting business, the company continues to secure an increasing number of service and outsourcing contracts. This year, pure license revenues are expected to account for over 20% of itelligence AG's total revenues.

itelligence's strength in the SAP environment and its ability to market licenses is based on the company's comprehensive business model. Due to its extensive consulting know-how ranging from strategic advice to system integration and web design, itelligence can offer its customers throughout the world complete solutions which meet their individual requirements and fulfil even the most complex functions. itelligence's long-term experience in key industries as well as its proprietary software packages for particular industries (it.trade, it.metal, it.agency) also play a key role.

itelligence maintains a particularly strong market position in the USA where the company has established itself as the biggest SAP reseller. Meanwhile, itelligence has become the exclusive reseller for all SAP products in sixteen US states. What is more, the number of big consulting customers in the USA is also on the rise.

At the recent presentation of the 2000 SAP Awards in Las Vegas, itelligence AG received more awards than any other local partner of SAP: In addition to the first and second prize in the category "Single Biggest Contract", the company was also ranked second in the category "Highest Number of Deals".

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itelligence AG's strategy is built on two main pillars: On the one hand, the company will continue to expand its close technological and marketing partnership with SAP. On the other hand, itelligence plans to further develop its proprietary software technology in order to be

able to develop customized solutions which meet the complex individual requirements and integration challenges faced by its customers.

Together these two pillars form the core competence of itelligence's business model which is designed to create the leading international developer and one-stop integrator of complex IT and e-business solutions.

**Reminder:**

**Established in 2000 through the merger of the SAP service provider SVC AG with the Hamburg-based software specialist APCON AG, itelligence AG is listed at Frankfurt's Neuer Markt. The company employs 1,400 people in 19 countries and has a total of 43 branches.**

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