

SAP consultant itelligence announces production startup in the furniture industry Niehoff Sitzmöbel GmbH makes a successful start with SAP

Bielefeld (Germany), September 3, 2009 – itelligence AG of Bielefeld has announced the successful production startup of SAP as the company software at Niehoff Sitzmöbel GmbH, Warendorf. Following an introduction period of around 12 months, Niehoff now has access to state-of-the-art SAP technology with industry-specific refinements for the furniture industry for its extensive intercompany business.

Niehoff Sitzmöbel GmbH can look back on a 30-year growth-oriented history. Today, around 400 employees in Germany and Europe work on successfully producing and marketing dining room furniture. Since April 2009, 100 users have been using it.wood furniture, the new SAP-based company software developed by itelligence. The itelligence consultants thus successfully replaced the previous software, Navision. In particular, an electronic link with customers via IWOform supports the midmarket German company by enabling it to save time and costs.

Project manager Bernd-Theo Niehoff: “We are very pleased with the switch to SAP as we can already see the advantages just a short time after its introduction. The intercompany business and the ability to link customers to our systems are working well. While in the past we achieved a share of 3-5% with our EDI orders, in the near future we are expecting a volume of 25%. That can be managed significantly more efficiently with the new system. Of course, we are also noting a substantial improvement in our IT structure. We now only have one master data source, our business processes are notably more rapid and efficient. On the orders side, it.wood furniture now also provides us with an up-to-date order status in any plant and any sales company at any time. These are competitive advantages that we intend to exploit.”

Roger Kläsener, Manager of Midmarket Sales at itelligence AG: “I am delighted that the successful project at Niehoff Sitzmöbel GmbH demonstrates how midmarket companies in the furniture industry can benefit from an intelligently implemented SAP project.”

itelligence Press Release

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Niehoff-Sitzmöbel GmbH, which was founded by Theo and Gerda Niehoff in the Westphalian town of Warendorf on January 1, 1978, can look back on 30 years of experience. By means of its expansive, contemporary and market-driven collection of dining room furniture, the Niehoff group provides the furniture industry with a wide range of interesting combination possibilities, available in diverse wood and metallic colors with varying upholstery fabrics. Since its beginnings, Niehoff Sitzmöbel GmbH has focused on steadily driving forward the expansion of its business.

itelligence is one of the leading international full-service providers of solutions in support of SAP solutions, employing about 1,450 highly qualified employees in 17 countries and in five regions (America, Asia, Western Europe, Eastern Europe and Germany/Austria). As a frequently awarded SAP partner 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 2008, itelligence generated total sales of EUR 216 million.

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