

Customer focus pays off

itelligence strengthens SME sales in Germany with its new SME Sales Manager, Ralf Stoll

Bielefeld (Germany). April 2, 2009 – itelligence AG, one of the most successful SAP partners for SMEs worldwide, is significantly strengthening its SME sales activities. On April 1, Ralf Stoll (40) assumed the newly created position of SME Sales Manager as part of this strategy.

In recent months, the Company has begun expanding its sales structures in line with the specific requirements of its SME customers. In order to meet the challenges of the market (also in view of the current market situation), itelligence is strengthening its sales capacities in the SME new customers segment.

As someone who is thoroughly sales-oriented, Ralf Stoll has taken up the responsibility for a rapidly growing area for itelligence AG. He and his team complement the existing itelligence sales team in Germany, headed by Dr. Andreas Pauls, who will retain the overall sales responsibility for the SAP license and project business in Germany and Austria.

Ralf Stoll has extensive sales and management experience in the SAP environment which he has already demonstrated in his roles as manager for midmarket at IDS Scheer, as sales manager for SAP in the SME segment and regional sales manager at Steeb Anwendungssysteme GmbH.

“With his comprehensive experience, Ralf Stoll will strengthen our management team in sales and, with him on board, we will continue to expand on our leading role in the German midmarket with an even more intensive focus on the new customer business, particularly in the current economic situation,” commented Dr. Andreas Pauls, Sales Manager for Germany/Austria.

Ralf Stoll, SME Sales Manager, itelligence AG added: “itelligence has a clear focus on the midmarket, an SME-oriented solution portfolio as well as distinctive implementation expertise. These form the basis for a sustainable, successful SME business, which I aim to expand further successfully.”

itelligence Press Release

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Press department:

Take advantage of the itelligence picture service and request a picture of Ralf Stoll from silvia.dicke@itelligence.de.

itelligence is one of the leading international full-service providers of solutions in support of SAP solutions, employing more than 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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