

SAP consulting firm itelligence expands partner network

Indirect sales channel of itelligence AG announces new partners

Bielefeld, August 19, 2010 – itelligence AG is successfully expanding its indirect sales channel in Germany with SAP Extended Business Member sales. Today, itelligence announces the fourth and fifth partners for its new sales channel. systema, Gesellschaft für Organisationsentwicklung mbH of Bielefeld and W-CONCEPT of Arnsberg are now part of the network, alongside it.flat.de of Illingen, blueCarat AG of Cologne and RNC Consulting of Heidelberg.

itelligence AG launched its new sales channel, which is geared towards supporting SMEs even more effectively and reaching them even more directly, at CeBIT 2010. To this end, IT consulting firm itelligence is cooperating with partners in specific regions or in special sectors, for example with offers for renewable energies, certain areas of the meat and dairy industry or consultancy specialists for individual trading segments such as "lease transactions".

Andreas Pauls, itelligence Sales Manager for Germany and Austria: "We hope to have obtained around ten partners by the end of 2010. Today, we are announcing the fourth and fifth experienced industry partners, which shows that we are on the right path together."

The partners at a glance

it.flat.de is an experienced service provider for advertising agencies, corporate consultants, solicitors, service providers and the automotive industry. This is the ideal way for itelligence to expand its regional concept in the Stuttgart metropolitan region and in the Northern Black Forest.

blueCarat AG provides a highly efficient SAP-based sector alignment for small series manufacturers; machine, plant and equipment manufacturers.

RNC Consulting GmbH has around 20 years of experience in providing tax and auditing consultancy for SMEs, combined with 15 years of experience in SAP technology consultancy with major groups.

itelligence Press Release

Indirect sales channel of itelligence AG announces new partners

The partner network is now rounded off with systema, Gesellschaft für Organisationsentwicklung mbH, which has branches in Bielefeld and Regensburg. Systema specializes in the food, beverage and tobacco industry, in particular meat and dairy processing.

Thomas Rathmann, Managing Director of systema: "With systema's SAP industry expertise and itelligence's SAP expertise, there are also cost-effective SAP launch scenarios for SMEs."

W-CONCEPT GmbH, which has three locations and 20 employees, is another new partner to join the new sales channel. This results in synergies for servicing the Sauerland region and shared advantages in mutual support for servicing SMEs.

Jürgen Wrede, of the W-CONCEPT management team: "With itelligence, we have found the optimum partner to supplement our portfolio. We look forward to a long-term partnership."

Carsten Müller, Indirect Channel Sales Center Manager: "Our business partner concept is being used successfully by the partners. The reason: we work very closely with our partners right from the start, and develop joint success strategies that range from the first contact through coordination in business planning to success in the projects."

The SAP Extended Business Program

The SAP Extended Business Program was launched by SAP as a worldwide program. All companies that take part in the program benefit from their close links with SAP, including in the form of training content, access to knowledge via SAP solutions and current market developments as well as technological innovations. With the new program, SAP is strengthening its ecosystem in the SME sector. Further details of the overall program are also available in English at:

<http://www.sap.com/ecosystem/partners/partnerwithsap/channel/extended-business-program/index.epx>

itelligence Press Release

Indirect sales channel of itelligence AG announces new partners

itelligence is one of the leading international full-service providers of solutions in support of SAP solutions, employing more than 1,650 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 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.

Public Relations:
Silvia Dicke
Tel: ++49 (0) 521-91448 107
Fax: ++49 (0) 521-91445 201
silvia.dicke@itelligence.de

itelligence AG
Königsbreede 1
D-33605 Bielefeld
<http://www.itelligence.de>