

### **Austrian mid-market wholesaler optimizes its business with SAP SAP consultancy itelligence reports introduction of SAP operations at Peter Blau Metall-Halbfabrikate Ges.m.b.H.**

Vienna/Bielefeld, August 9, 2005 – Since summer 2005, the Austrian wholesaler for semi-finished metal products and copper products has been successfully operating with the SAP-based it.trade solution from itelligence. It took the Austrian itelligence consultants just four months to replace the old accounting and materials management systems at Peter Blau Ges.m.b.H.

The Peter Blau company will particularly benefit from the pre-configured industry add-ons in it.trade, such as metal pricing, the hedging that allows prices to be set as well as "contract" formation, in which annual contracts for customer and supplier purchase volumes are already directly in the SAP system. However, it.trade is also preconfigured to satisfy the mid-market operator's requirements in the areas of production and further processing with its chippings management feature, which supports the further processing of residual material and its recycling.

The rapid introduction of it.trade was a complete success for Peter Blau Metall-Halbfabrikate Ges.m.b.H and itelligence AG. As the project leader at the Austrian metal wholesaler, engineer Paul Blau was extremely positive about the introduction of SAP: "We found expert partners in the consultants at itelligence, who not only understand how to work with SAP, but who also effectively implemented industry expertise for us. itelligence consultants' pragmatic and fast "round-the-clock" service made a key contribution to the project's success. As a mid-market wholesale metal company, the use of this consistent ERP solution is a critical factor in defending our competitive position – now and in the future."

There are already further plans at Peter Blau. The implementation of an efficient warehouse management system using Radio Frequency, a warehouse management and Web shop connection for the Business to Business (B2B) sector, is already planned for this fall.

itelligence AG – Press Release

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**About itelligence Business Solutions GmbH**

itelligence Business Solutions GmbH, Vienna, a wholly owned subsidiary of itelligence AG, has had a presence in Austria since 1994. The core competencies of itelligence include strategic consulting and the implementation of complex end-to-end SAP solutions. The company has successfully established itself as a full-service provider in Austria, its customer base comprising renowned Austrian companies.

**About itelligence AG:**

itelligence AG is a leading international full-service provider for SAP employing some 950 highly qualified employees in 15 countries and in 4 regions (America, Western Europe, Eastern Europe and Germany/Austria). As a mySAP Business, Service and Support Alliance as well as Global Partner Hosting and Global Services Partner, itelligence realizes complex projects in the SAP environment for over 1,200 customers worldwide. The company's services range from SAP consulting and licensing to outsourcing and services to proprietary industry-specific SAP solutions. In 2004, itelligence AG generated total sales of EUR 131 million.

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