

PRESS INFORMATION

- **Strategic cooperation with Heiler Software AG for the development of B2B marketplaces**
- **itelligence establishes venture capital company and acquires interest in Heiler AG**

Frankfurt, Sept. 20, 2000 - itelligence AG and Heiler Software AG, which yesterday announced its planned IPO in the Neuer Markt, have signed a strategic cooperation agreement. Based in Stuttgart and Palo Alto, USA, Heiler Software AG is a technologically leading supplier of complete solutions for Internet-based B2B marketing platforms. The cooperation will extend across different levels.

The two e-business specialists have already established competence centres for the development of new e-business technologies. Their aim: the mapping of all company-wide processes of an industry and hence their full digital integration across all marketing, production, storage and delivery stages. Different product and material compositions can thus be compared and financing, crediting and hedging services be integrated.

In addition to this technological cooperation, combined teams are already working on the installation of vertical marketplaces at key accounts, implementing their first joint developments. Rolf J. Heiler: "Catalogues are the core of any e-business solution. Together with itelligence, we are now developing a catalogue which is truly unique in terms of the services provided and which we expect to make us the leading supplier in this segment in the short term." Functionalities include multi-lingual and multi-currency capabilities as well as client and multi-supplier capabilities, integration into existing e-business solutions and data warehouse modules. For a period of two years, itelligence will hold the exclusive marketing rights in the new software.

To support the cooperation, itelligence will also acquire a 4% venture capital interest in Heiler AG prior to the company's IPO through its newly established venture capital arm. Other renowned investors in the company include Bankhaus Julius Bär (1.9%), SAP (9.4%) and venture capitalist 3i Group (23.4%). In the context of its corporate venture capital activities, itelligence AG will acquire interests in other young technology-based companies in the B2B sector.

Heiler currently employs approx. 100 people. Apart from SMEs, the company's customer base includes large organizations such as DaimlerChrysler Aerospace, Hochtief, Boehringer Ingelheim, Heidelberger Druck and Deutsche Bundesbank. Technology partners are IBM, Oracle, SAP and Siemens. The digital platforms developed by Heiler include "quiBiq.de", one of the largest Internet marketplaces (more than 100,000 products), which also offers the most comprehensive functions.

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As compared to its competitors, which primarily include US players such as Commerce One and Ariba, Heiler sees its greatest opportunities in Europe and Germany. Since the typical back-office systems of German companies are far more complicated (more comprehensive, more detailed, more sophisticated), the demands made on company-wide integration into horizontal or vertical marketplaces are much higher. This is exactly where the strengths of the relatively complex Heiler software are.

Heiler's marketplace technology and itelligence's process know-how perfectly complement each other. The shared competence centres and customer projects help itelligence optimize its e-business competence spectrum, while Heiler's know-how technologically strengthens the company on the buy side of e-business-solutions. On the sell side, it complements, among others, the cooperation with Intershop. In turn, both expand and round off the two itelligence core competencies as an e-business integrator: the comprehensive SAP/MySAP experience in standard software and itelligence's proprietary individual software technologies (e.g. own Java framework for the customization of interactive web applications).

About itelligence:

itelligence AG is the result of the merger between SVC AG and APCON AG. As a comprehensive e-business integrator, the company offers its customers intelligent full-service solutions, from fundamental business consulting and web strategy advice to comprehensive IT development, ERP integration and creative web design. The company has a large customer base comprising over 560 SMEs and 160 major corporations including Ericsson, TUI, Lufthansa, IBM and DaimlerChrysler Aerospace. itelligence AG has been listed on the Neuer Markt (securities code number 730040) since September 4.

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