

Integration of mySAP CRM and variant configuration

tecneos and itelligence form strategic partnership

Berlin, Bielefeld, March 9, 2006 - tecneos Ltd. & Co. KG, a software provider for configuration and engineering applications, and itelligence AG, one of the leading providers of complete IT solutions for the SAP environment, announced their strategic sales partnership in Berlin today.

The partnership concerns the joint implementation of configurator projects with CRM connections in the SAP environment. itelligence will add the YVE variant configurator to its portfolio and provide this worldwide. With YVE, Your Variant Engineer, tecneos has developed a configurator that can easily be integrated into the mySAP CRM system without any complications via a standardized interface. This considerably expands SAP-based customer relationship management for customers and significantly reduces the time required to create complex offers, whilst improving their quality.

"Building machines and systems does not start with their design, but rather with sales. All those who can act quickly and efficiently in this area can achieve a crucial competitive advantage. With the integration of YVE in mySAP CRM, sales staff are already able to provide the customer with an offer on site," said Giovanni Bruno, explaining the advantages of integrating YVE in a CRM system.

According to Michael Vollmer, Head of the mySAP Solutions division: "The partnership with tecneos is an excellent complement to the range of solutions offered by itelligence, which considerably expands the range of services in customer relationship management for our customers in our core sectors, particularly for small and medium-sized companies. With the integration of YVE in mySAP CRM, we are now providing the opportunity to automate the technical offer stage to a large extent and to shorten it."

itelligence press release
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About tecneos:

tecneos provides software solutions and services in the areas of configuration and engineering. With YVE, Your Variant Engineer, tecneos has developed an innovative, cutting-edge variant configurator. The configuration rules are entered in the form of processes and, in addition to the selection of a list of the processes required, also include the parameters for the components and component groups via a CAD interface. YVE can thus be integrated into both sales and design. The easy-to-operate, graphic-based user interface for rule entry allows for a significant reduction in costs relating to the project start and servicing, as no programming knowledge is required. Companies using YVE include ZF Lemförder, Drecon GmbH and Claas Automation.

About itelligence

itelligence is a leading international full-service provider for SAP employing some 1000 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. In 2006, itelligence obtained the status as Gold Partner SAP. The company's services range from SAP consulting and licensing to outsourcing and services to proprietary industry-specific SAP solutions. In 2005, itelligence generated total sales of EUR about 139 million.

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