

**SAP commerce solutions for SMEs successful**

### **SAP consultancy itelligence announces partnership with Denker & Lenker**

Bielefeld, July 31, 2007 – itelligence – the full-service IT provider for SAP headquartered in Bielefeld, Germany, and Denker & Lenker GmbH have concluded a sales partnership for marketing it.trade, the wholesale commerce solution from itelligence. Both partners will place their own particular emphasis on the wholesale sector in their joint marketing. Denker & Lenker will include the it.trade solution from itelligence in its sales portfolio.

According to Wolfgang Harbaum, Commerce Business Development, “With this partnership with Denker & Lenker we will considerably strengthen our sales presence in the market. Denker & Lenker brings a wealth of experience in our target segment of midmarket wholesalers into the partnership. Together we will be able to more quickly achieve our goal of establishing the leading SAP industry-specific solutions. “

Both partners complement each other with their respective core competencies. As a leading full-service partner of SAP, itelligence will provide SAP consulting expertise and comprehensive outsourcing offerings for SMEs. Here, itelligence can already refer back to extensive practical experience gained from successful projects in the wholesale sector. Renowned customers, such as the book and periodical wholesaler Könemann or Fliesen-Zentrum Deutschland, are among the consultancy’s customer base.

Together with itelligence, Denker & Lenker will bundle sales resources for the joint sales and marketing activities and address new, special wholesale sectors with the SAP All-in-One solution it.trade.

As Peter Mischok, Denker & Lenker CEO explains, “Through the Denker & Lenker GmbH partnership with itelligence AG, we will become one of the leading providers of SAP solutions for wholesaling.”

Press Release – itelligence

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Denker & Lenker GmbH is a wholly-owned subsidiary of Igepa IT-Service GmbH in Münster, Germany, in which Igepagroup in turn holds a participating interest. Together with papertec GmbH, the in-house IT services provider of Igepagroup, an IT comprehensive solution was developed and put into practice. Thus, today 32 locations of the paper wholesaling group Igepa are linked to the Igepa's own data center in Berlin. Both Münster-based companies are important innovators and practitioners in the ongoing development of process optimization and IT system infrastructures. New elements are jointly developed and implemented. Beyond their traditional business areas, Denker & Lenker GmbH offers new key services, from strategy consulting and process optimization to IT consolidation and project management.

### **About it.trade – the flexible commerce information system**

it.trade is a comprehensive enterprise resource planning solution based on SAP ERP 2005, which is exemplified by its short launch time. All essential processes – from purchasing to warehousing to sales – are included. Especially the industry-specific extension of the SAP standard with retail requirements, such as point-of-sales, catalog data integration and optimization of master data administration, ease the implementation and use of the software. Furthermore, the country-specific requirements for bookkeeping have already been taken into account in advance.

- Integrated solution
- Scalable to a company's growth
- Adaptable to changing customer needs
- Long-term, comprehensive cost controlling
- Expandable components for future requirements
- Controlling logistic and business processes
- Investment security
- Expanded, collaborative business processes
- Integration of enterprise resource planning in portals
- Open system architecture
- Prepared for international usage and branch office-oriented
- Certifications: qualified SAP All-in-One solution

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#### **About itelligence**

itelligence is one of the leading international full-service provider for SAP employing about 1,100 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 2,500 customers worldwide. In 2006, itelligence obtained the status as Gold Partner SAP in Germany, Switzerland, UK and U.S. followed in 2007. The company's services range from SAP consulting and licensing to outsourcing and services to proprietary industry-specific SAP solutions. In 2006, itelligence generated total sales of EUR 163.8 million.

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