

Extensive cooperation between IBM and itelligence

itelligence implements SAP Business One on IBM xSeries eServers

Frankfurt, March 12, 2003 - The IBM Small and Medium Business division, Stuttgart, and itelligence AG, Frankfurt, will join forces to market SAP Business One solutions to small and mid-sized enterprises. itelligence, a full-service provider for SAP, and IBM have announced an extension of their existing partnership to this market segment. From March 2003, the two companies will offer SAP's SME solution, SAP Business One, bundled with IBM xSeries eServers. Following the launch in Germany, the initiative will be expanded to other countries served by itelligence. After several years of successful cooperation in the marketing of SAP industry solutions based on mySAP All-in-One, IBM and itelligence are now extending their distribution partnership to solutions on the basis of SAP Business One developed for small and mid-sized enterprises.

The two companies plan to jointly implement integration scenarios for automotive suppliers, strongly represented in Europe. Here building on itelligence's experience with the development of the industry solution for automotive suppliers, it.automotive supplier. This will be the first interaction of SAP Business One with it.automotive supplier, for an industry characterized by mid-sized enterprises operating on a global scale. The objective is to offer automotive suppliers Business One projects which enable them to optimize their processes and cut their costs by using Business One and it.automotive supplier to achieve a rapid return on investment (ROI). The extensive partnership with itelligence AG, a close SAP partner, underlines the importance of IBM's global SME initiative.

Stefan Bürkli, Vice President of the IBM SMB division for Germany, Austria and Switzerland, said: "Small and mid-sized enterprises increasingly demand end-to-end solutions. However, such a heterogeneous market segment cannot be served with a single product. This is why itelligence and IBM are intensifying their partnership for SAP Business One and mySAP All-in-One with the objective to offer these companies efficient, customized SAP industry solutions at low cost. In cooperation with IBM, itelligence will offer preconfigured SAP industry suites on state-of-the-art IBM eServer technology for the smooth operation of mission-critical business applications."

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Ralf Klemisch, Director Business Unit SAP Germany, added: "The extension of our partnership addresses the core requirements of our mid-sized Business One customers: They need both flexibility and high investment security. itelligence and IBM ideally complement each other. Together they ensure the creation of business infrastructures with very high-quality consulting services and hardware."

The enterprise software solution, SAP Business One, has been specifically developed for small and mid-sized enterprises and is only sold and installed through the indirect channel by SAP. The full-service provider, itelligence, is among the SAP partners selected to implement SAP Business One already during the pilot phase. itelligence AG will start to market the Business One solution as a Sales Service Partner of SAP in the course of this year.

About IBM SMB

For more than 25 years, IBM has developed dedicated end-to-end solutions encompassing software, hardware and services for small and mid-sized enterprises. The IBM Small and Medium Business division cooperates with over 45,000 IBM Business Partners worldwide. For further information, please visit the homepage of IBM SMB at <http://www.ibm.com/de/mittelstand>.

Über itelligence AG:

itelligence AG is a leading international full-service provider for SAP employing some 1,450 highly qualified employees at 44 branches in 19 countries. As a mySAP.com Channel, Service and Support Alliance as well as Hosting Partner 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 and individual software solutions. In 2001, itelligence AG generated total sales of EUR 182.9 million (ISIN DE 000 730 040 2).

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