

Growth in the solar and high-tech industry requires scalable ERP software SMA uses flexibility of mySAP ERP industry software from itelligence

Bielefeld, December 12, 2006 – SMA Technologie AG, the world's largest manufacturer of solar inverters, has posted average annual growth of 30% in recent years. In 2005, SMA Technologie AG generated sales of around €172 million with 1,100 employees. The technology company is now adjusting its number of SAP posts, and plans to add 100 users over the next two years with the itelligence mySAP ERP industry software from itelligence, the full IT service provider in the SAP environment.

Seven years ago, when it was starting off as a mid-market player with 50 SAP users out of 200 employees, SMA introduced the mySAP ERP industry software from itelligence with the sales and distribution (SD), materials management (MM), production planning and control (PP), quality management (QM), customer service (CS), financial and assets accounting (FI), controlling (CO) and personnel management (HR) modules. In future, the technology leader will equip around 400 of its 1,100 employees with SAP. At present, approx. 300 SAP users work at the company with mySAP ERP and mySAP CRM on the basis of the MS-SQL server.

Reiner Wettlaufer, board member of SMA Technologie AG, remarked: "The continuous growth of SMA in recent years has shown us that we must be flexible in all sectors in order to maintain and extend our position as technology leader in the solar systems market. The scalable SAP installation by itelligence is the ideal and practical basis for adapting our IT processes quickly. By using the mySAP ERP industry software from itelligence, we have achieved tangible business process optimizations. From planning, procurement and production through to final assembly of our products, we are saving at least two to three days per order."

Press release – itelligence
Growth in the solar and high-tech industry requires scalable ERP software
SMA uses flexibility of mySAP ERP industry software from itelligence

The adaptable SAP system is the essential condition for enabling the North Hesse-based company to keep pace with its rapid corporate development and effectively support its employees in their tasks. With the assistance of the itelligence consultants, a further 100 users throughout the world will be using the SAP processes and functions of the introduced modules in future. For instance, the California branch will also start working with SAP next year. In addition, reporting with the SAP Business Data Warehouse is planned.

The company, with its head office in Niestetal near Kassel and subsidiaries in China, Italy, South Korea, Spain and the USA, is the technology leader in the solar systems market. Innovative inverters from SMA convert the direct current from the solar cells into mains-compatible alternating current. In addition, SMA offers battery inverters for extending AC-coupled island grids. As well as solar systems, SMA develops and produces devices for innovative power systems such as inverters for fuel cell applications and cogeneration. In the Railway Technology division, SMA has a range of products from battery chargers through to complete power supply and diagnostic systems for local and long-distance rail vehicles.

In the last four years, SMA has created around 300 new jobs and plans to tap into other international markets for solar technology, including in Asia. As a result of its innovative corporate culture, SMA Technologie AG was voted one of the five best employers with over 1,000 employees in Europe at the Great Place to Work® Europe awards on May 17, 2006 in Berlin, in the presence of the German Federal Minister of Labor and Social Affairs, Franz Müntefering, and representatives of the European Commission. In 2006, SMA also received the prestigious German "Entrepreneur of the Year" prize and has now been nominated for next year's "World Entrepreneur of the Year 2007", which is to be awarded in Monte Carlo.

Press release – itelligence
Growth in the solar and high-tech industry requires scalable ERP software
SMA uses flexibility of mySAP ERP industry software from itelligence

Meinolf Schäfer, Mid-market Sales, itelligence AG, says: "As a growth company, SMA put its faith in SAP as ERP market leader and itelligence as consultants at the outset, and this is now paying dividends. A sound choice, as half the ERP providers from those days no longer exist. SAP and our consultancy expertise have enabled SMA to implement its corporate objectives very effectively: growth combined with investment security, return on investment and continuous business process optimization. This is an impressive success story for SAP in the mid-market sector, and we are delighted to be part of it."

About itelligence

itelligence is one of the leading international full-service providers for SAP employing more than 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 2,500 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 139.1 million.

Public Relations:
Silvia Dicke
Tel: ++49 (0) 521-91448 107
Fax: ++49 (0) 521-91445 201
silvia.dicke@itelligence.de

itelligence AG
Königsbreede 1
33605 Bielefeld
<http://www.itelligence.de>