

**SAP consultant itelligence grows in midmarket metal working and construction supplier industry segment**

**Kampmann optimizes its business processes with SAP industry solution it.manufacturing**

Bielefeld (Germany) – October 21, 2008. itelligence AG, the internationally successful full-service IT provider for SAP, is to introduce its SAP ERP industry solution it.manufacturing for metal working together with the itelligence detailed planning cockpit, at the two German sites of Lingen-based Kampmann GmbH and its site in Poland.

Kampmann is mainly counting on this SAP project to deliver more data transparency through standard and integrated company software internationally as well as optimization of its business processes. A large variety of products finished to the highest quality are indicative of Kampmann's successful 36-year history. The wide mix of product ranges from heating, cooling and ventilating technology through construction materials, medical technology and high-tech equestrian care. Around 780 employees helped to generate the revenues of approximately MEUR 76 in 2007.

itelligence AG is to implement it.manufacturing, a preconfigured SAP industry solution specially designed for the manufacturing industry and based on the latest SAP technology, at Kampmann. Its strengths? The solution can be easily scaled and employed internationally. itelligence's industry-specific add-ons for Kampmann include variant configuration and the itelligence detailed planning cockpit for the manufacturing industry. This control station is directly integrated into SAP ERP and uses multi-stage order simulation to determine ideal and realistic delivery dates based on the available capacity.

To do so, itelligence consultants are taking Kampmann's individual corporate strategy into account and designing suitable integration of the IT into the company's multi-stage sales channels which include manufacturers, wholesale and trade. Through this, the IT system will also overcome the problem of mapping a project-oriented contract business with specifications. It will feature a data standard and a file format for the master product data to be exchanged between product suppliers, wholesale specialists and skilled traders.

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With itelligence's help, it will also be very easy to map group structures, hierarchies in sales and extensive pricing in the SAP system.

Hendrik Kampmann, Managing Director of Kampmann GmbH, said: "By employing SAP ERP through itelligence's it.manufacturing, we are supporting the growing, international intercompany business between Germany and Poland. Furthermore, it.manufacturing maps our comprehensive variant configuration as well as ideally accompanying our contract business. We also consider itelligence's international spread and clear SME focus to be additional benefits. itelligence is a partner that is familiar with our industry and speaks our language."

Once the project is concluded in 2010, a total of 680 SAP users worldwide at Kampmann will be working with it.manufacturing. The development, production & quality management and logistics teams will then be linked across several sites in Germany and Poland. Kampmann will use the SAP system in sales processing, procurement, warehouse management, production planning and management, PLM, quality management, customer service, payroll accounting and employee time management, project system, financial accounting and controlling.

Jürgen Wenzel, Head of IT at Kampmann GmbH, said: "Our objective is to reconsider the processes embarked upon and to depict them in the SAP system in a completely new manner. In so doing, we will also break away from our 'antiquated customs' and improve for the future. We will also use itelligence's SAP industry solution in its standard form without individually programming the system as we have done in the past. The SAP solution's high suitability for the industry and the comprehensive degree of coverage that our business processes feature will enable the system to be implemented quite deeply into the manufacturing processes. We expect the introduction of SAP and it.manufacturing to optimize our processes very efficiently."

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Kampmann particularly benefits from SAP's ability to be highly integrated into service-oriented architecture (SOA) in process integration with SAP Netweaver Process Integration (PI). For instance the PLM system CoCreate Model Manager, a Lotus Notes-based CRM system, warehouse management, the Saperion DMS archive system, a catalog system and the IT systems of two logistics service providers will all be connected with SAP Netweaver PI as the 'data hub'. SAP Global Trade Service (GTS) will also turn an electronic connection to customs authorities for the ATLAS process into a reality. Flexible analyses and reports will be created in SAP Business Information Warehouse.

Meinolf Schäfer from itelligence AG's Midmarket Sales added: "We are pleased to be able to support such an internationally renowned customer with this contract. I am convinced that itelligence's preconfigured SAP industry solution it.manufacturing and the long-term investment protection afforded by SAP – the market leader for ERP solutions – will give Kampmann a decisive edge on the market. This is something that we, as an SAP consultant for SMEs, are happy to work towards."

**About itelligence**

**itelligence is one of the leading international full-service provider for SAP employing more than 1,300 highly qualified employees in 17 countries and in 5 regions (America, Asia, 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 3,000 customers worldwide. In 2006, itelligence obtained the status as Gold Partner SAP in Germany, 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 2007, itelligence generated total sales of EUR 190,9 million.**

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