

### **SAP consultant itelligence profits from SAP PartnerEdge**

### **itelligence appointed SAP Gold Partner**

Bielefeld, October 19, 2006 – itelligence, the successful full-service IT provider in the SAP environment, has been appointed a new SAP Gold Partner in Germany. The SAP consultants are thus directly benefiting from SAP's new channel program, which differentiates between Gold, Silver and Associate Partners. As a Gold Partner, itelligence meets a number of stringent quality criteria, including, for example, for outstanding product quality, proven industry expertise, high customer satisfaction levels and a highly qualified sales team.

SAP has expanded the market segment for partner sales within the framework of the new PartnerEdge channel program and has been working on a hybrid model, which it has used to process the market for companies with annual sales of up to EUR 500 million together with its partners since the beginning of 2006. The sales limit for partner sales was previously significantly lower at EUR 130 million.

In future, in addition to the traditional target group of up to EUR 130 million, itelligence will address the EUR 130 to EUR 500 million market segment through SAP licenses, consultancy and maintenance. itelligence now also offers highly specialized industry solutions for the automobile industry, wood and furniture manufacturers, the consumer industry as well as the high-tech and manufacturing industry in this segment. itelligence has thus significantly expanded its customer base.

Specific resources and bonus schemes are available to the SAP partners, depending on the partner level. These include sales and marketing support, and expanded access to SAP's technical resources. As a Gold Partner, itelligence can now fully exploit all offers.

Herbert Vogel, CEO of itelligence AG: "Our continuing investments in SAP expertise, technology, and market cultivation of the mid-market are now conspicuously paying off. In awarding Gold Partner status, SAP is confirming our high levels of industry and mid-market expertise. As a Gold Partner, we will continue to convert our competitive advantages into further growth."

itelligence press release

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## **itelligence appointed SAP Gold-Partner**

### **About itelligence**

itelligence is one of the leading international full-service providers 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 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.

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