

PRESS RELEASE

## Software AG survey: Business Process Excellence will drive the economic recovery

- Survey shows that sub-optimal processes are currently stalling a return to economic growth
- Over two thirds of companies are unnecessarily bogged down with process administration
- Business Process Excellence will increasingly be a driver of productivity improvements in businesses and the economy

Darmstadt, Germany, May 6, 2010 – Software AG today announced that Business Process Excellence will help companies to return to economic growth. Based on a survey commissioned by Software AG in the UK, which quizzed over 100 IT directors, the company revealed that businesses are being hampered by poor quality processes that waste time and money. According to 75 percent of IT decision makers, maintaining these sub-standard processes results in too much administration. The findings suggest that businesses need to change in order to fight the recession and pull out of the economic slump. Over 82 percent of survey respondents changed their business processes within the last year in order to cut costs and switch to a flexible infrastructure.

“The successful company of the future will develop new business models based on process excellence”, said Software AG CPO, Dr. Peter Kuerpick. “The past years of recession have shown us that organizations need to be more adaptable. Poor quality processes slow down production, drain resources into unnecessary administration and force businesses into emergency process re-structuring in order to survive. Those companies that divert these resources in to driving efficiency and innovation will return to growth faster”, he added.

The Software AG survey, carried out in December, 2009 showed that 65 per cent said that anything between a quarter and half of their processes could be usefully improved. 69 per cent of respondents said a need to improve existing products and remain competitive was a major business driver.

“It’s important to have visibility of what’s going on across the whole business in real-time and then adapt as appropriate”, continued Kuerpick. “Change doesn’t mean an overhaul of everything in one go, nor ripping and replacing existing software. It’s easier for businesses to first model and design processes and build flexibility and efficiency on their existing infrastructure, at a dramatically reduced risk”.

###

### About Software AG

Software AG is the global leader in Business Process Excellence. Our 40 years of innovation include the invention of the first high-performance transactional database, Adabas; the first business process analysis platform, ARIS; and the first B2B server and SOA-based integration platform, webMethods.

We are unique in offering the world’s only end-to-end - and easiest to use - business process management (BPM) solutions, with the lowest Total-Cost-of-Ownership. Our industry-leading brands, ARIS, webMethods, Adabas, Natural and IDS Scheer Consulting, represent a unique portfolio for: process strategy, design, integration and control; SOA-based integration and data management; process-driven SAP implementation; and strategic process consulting and services.

Software AG had revenues of € 847 million in 2009 and has more than 6,000 employees serving 10,000 enterprise and public institution customers across 70 countries. Our comprehensive software and services solutions allow companies to continuously achieve their business results faster. The company is headquartered in Germany and listed on the Frankfurt Stock Exchange (TecDAX, ISIN DE 0003304002 / SOW).

#### About IDS Scheer

IDS Scheer is part of the Software AG Group and a leading provider of Business Process Management (BPM) software, solutions and services for corporations and public organizations worldwide. With the ARIS Platform for Process Excellence, the company offers an integrated, comprehensive solution portfolio for the strategy, design, implementation and controlling of business processes, allowing companies to continuously improve their overall business performance. Utilizing the ARIS Value Engineering (AVE) approach, IDS Scheer consultants bridge the gap between corporate strategy, business processes, IT solutions and process controlling.

#### Software AG - Get There Faster

Software AG | Uhlandstraße 12 | 64297 Darmstadt | Germany

Detailed press information about Software AG including a picture and multimedia database are available under:

[www.softwareag.com/de/press](http://www.softwareag.com/de/press)

Contact:

**Paul Hughes** <[paul.hughes@softwareag.com](mailto:paul.hughes@softwareag.com)>

Director Media Relations

Telephone +49 (0) 6151- 92-1787

Fax +49 (0) 6151- 92-1623

**Norbert Eder** <[Norbert.Eder@softwareag.com](mailto:Norbert.Eder@softwareag.com)>

Vice President Corporate Communications

Telephone +49 (0) 6151- 92-1146

Fax +49 (0) 6151- 92-1444