

## Press Release

Trend for ERP outsourcing

### **immologis chooses Pironet NDH as SAP hosting partner**

Cologne, 17 March 2009 – In future, immologis will not just establish SAP systems for corporate clients, but it will also assume responsibility for ongoing operation and maintenance. To this end, the SAP consulting company, with a focus on the real estate sector, has allocated the assignment for the realisation and provision of a corresponding SAP hosting environment to Pironet NDH. Furthermore, both companies will work together closely on future SAP projects as integration and hosting partners. Pironet NDH will operate the SAP environments for immologis customers in its own high-security data centre.

In the search for a suitable SAP hosting partner, a decisive factor was that the future partner should not be in competition with immologis in other areas of operation. “Almost all certified SAP hosting partners offer SAP consultancy themselves. Conflicts of interest are pre-programmed. In this respect, as a pure specialist in the operation of business-critical systems, Pironet NDH is precisely the right partner for us”, explains Siegfried Döring, Managing Director of immologis GmbH.

Just a short time ago Pironet NDH initiated a new partner management program that aims to quickly and systematically develop a market position in the growth fields of application outsourcing and Software as a Service (SaaS). The focus of the partner strategy is on consultancy companies and independent software vendors (ISVs) that can tap into new customers on their own using an enhanced service offering.

“In our collaboration with immologis, we combine consultancy and sector expertise in the SAP environment with Pironet NDH’s many years of outsourcing experience”, says Peter Lenz, who is responsible for partner management in the ITK Outsourcing business division of Pironet NDH. “Customers benefit from specific specialist knowledge and at the same time receive professional holistic solutions under one roof.”

#### **About immologis**

Consultancy: Accounting, controlling, real estate, servicing, logistics, project management;  
Services: Application management, basic, support; Technology: Development of Java / ABAP, SAP ERP, SAP NetWeaver, interfaces, integration; Solutions: project management, methods and tools, pre-configured SAP systems, portal-based add-ons, BI.

#### **About Pironet NDH**

Founded in 1995, Pironet NDH offers innovative solutions for the creation, synchronization and distribution of digital content of any kind, as well as for the optimization of internal and external business processes. The company's main areas of expertise include consulting and creative services, software products and the operation of business-critical infrastructures and applications. The technology firm listed on the stock exchange with headquarters in Cologne employs more than 450 people in several offices in Europe. Clients include both medium-sized companies and international corporate groups. Further information at: <http://www.pironet-ndh.com>

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