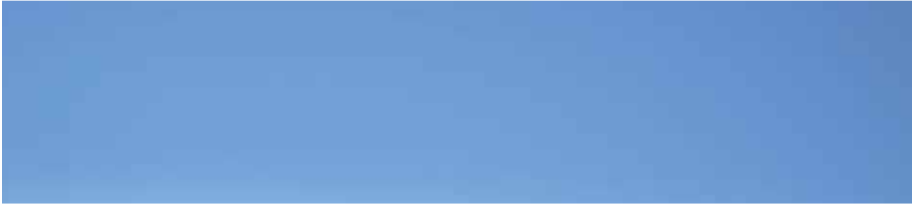


Annual Report 2008



Market and Employees

THE EQUIPMENT.

4

MOUNT VINSON

Mount Vinson, or the Vinson Massif, is the highest point of the Ellsworth Mountains located in the west of the Antarctic, around 1200 kilometers away from the South Pole. Although this mountain isn't all that difficult to climb from an Alpine viewpoint (as the technical difficulties are approximately on a par with those of Mont Blanc), a real challenge is posed by climatic conditions such as temperatures and gale-force winds. Due to the almost complete lack of infrastructure in this region, mountaineers have to transport all their expedition gear themselves, making it absolutely essential for them to be in excellent physical condition.



Antarctica

Name	Mount Vinson (Vinson Massif)
Elevation	4.892m
Location	Antarctica
Range	Sentinel Range
Coordinates	78° 34' 59" S, 85° 24' 59" W
First ascent	1966, N. Clinch





Market and Employees

THE MARKET

REALTECH AG is a company with international operations, which focuses primarily on Europe with its main markets in Germany, Spain and Italy. In order for a business to be a success, it relies on both extensive knowledge of its target markets and continuous observation of international and regional economic development. If both companies and expeditions to climb mountains are going to achieve ambitious goals, the basic prerequisites are comprehensive planning and organization. Whereas those who go on expeditions pay particular attention to the weather forecast and regularly check the physical fitness of each member of the group, the management of REALTECH always keeps a close eye on the economic forecasts.

The crisis in the financial markets reaches the real economy

The first signs of a worldwide economic and financial crisis became apparent in mid-2008 and a few months later the crisis in the financial markets finally spilled over into the real economy. In October, after years of steady growth, the worldwide economy began its downward trend. The start of 2009 saw important economies such as the USA, Japan, Great Britain and some countries in the eurozone in recession. As a result, the prospects for the economy in 2009 look decidedly gloomy at the moment. This is because the risks in financial markets have still not been resolved – in spite of the initial signs that the situation had stabilized. At the same time, the central banks and government are making strenuous efforts to counter the downward trend. For example, in mid February US President Barack Obama forced through an economic stimulus package worth USD 790 billion. In Germany the Federal Government made available around EUR 80 billion in two packages of measures to revive the economy. All other European nations, too, have supported the economy with similar schemes. The goal that all countries share is that they wish to avert a deep economic downturn, which will drag the world economy into a massive recession that will last for years and at the same time will have a serious negative impact on the quality of people's lives.

Against the backdrop of these developments, the experts at the International Monetary Fund (IMF) are expecting economic growth worldwide to be just 0.5 percent in 2009, compared to 3.4 percent in 2008. However, they think the world economy will see growth of 3.0 percent again as early as 2010. Developing and emerging economies will continue to be the motors that drive the economy, although their growth will slip to 3.3 percent in 2009 from 6.3 percent in 2008.

According to the IMF economists, the economic performance of the eurozone will shrink by 2.0 percent in 2009, compared to growth of 1.0 percent in 2008. The experts expect Germany to see a reduction in its Gross Domestic Product of 2.5 percent after growth of 1.3 percent in 2008. This estimate shows a deterioration in the forecast issued by the German Federal Government in January 2009, which assumed that the economy would contract by 2.3 percent.

The IT industry

In view of the prospects for the economy overall, the outlook for the IT sector in 2009 remains relatively stable. There is no doubt that it will be a difficult year, because companies worldwide must reduce their costs. However, this increasing financial pressure also has a positive side. In the view of Frank Gens, Senior Vice President and Chief Analyst at the market research organization IDC, it will speed up processes of change which have been underway for a

Before climbing Mount Vinson: from here onwards, mountaineers have to carry everything through the polar wastes themselves.



The experts at EITO are predicting that expenditure on IT will grow in 2009 by 2.0%.



number of years: “If the world economy is only growing slowly, it acts like a pressure cooker in the IT market, because it speeds up the pace of developments and new technologies and business models will gain acceptance more quickly in the market.” An example of this is that companies are increasingly integrating their commercial IT with production systems. This allows the entire value chain to be integrated – from planning and purchasing to delivery, invoicing and service.

Analysts at the prestigious market research and consulting company Gartner are assuming that the IT market will scarcely see any growth in 2009. They say that the best-case scenario is that IT budgets worldwide will grow by 2.3 percent but the worst-case scenario predicts that they will shrink by 2.5 percent. However, the most likely outcome is that the IT market will stagnate. The experts at EITO (European Information Technology Observatory) are more optimistic, as they think the IT market is capable of growing by 2.7 percent in 2009 to EUR 983 billion.

According to IDC, IT expenditure in Europe, the Middle East and Africa (EMEA) will rise by 3.0 percent in 2009, compared to 6.0 percent in 2008. Experts were recently predicting growth of 6.0 percent for 2009 but the effects of the financial crisis have caused them to lower their forecast. In this context, IT investment in Western Europe is expected to grow by 1.2 percent, whereas the growth areas of Central and Eastern Europe, the Middle East and Africa are growing at between 8.5 percent and 9.4 percent.

Gartner is expecting the IT market in Europe to grow by 2.8 percent at best, although a contraction of up to 0.8 percent is more realistic. The experts at EITO are noticeably more positive about the IT market in Western Europe, predicting that expenditure on computers, software and IT services will grow in 2009 by 2.0 percent to EUR 315 billion. They say that the countries that will drive growth in Europe are Poland, the Czech Republic and Rumania, with China, India and Russia delivering growth in the emerging economies, where there is still a need to develop their IT infrastructure to catch up with other countries.

In Germany a forecast from BITKOM, the national association for the industry, expects to see growth of around 1.5 percent to EUR 67 billion in 2009. BITKOM President Prof. August-Wilhelm Scheer is forecasting: “IT expenditure will probably continue to grow slightly, in spite of the turbulent economic conditions. Expenditure by business on IT will continue to grow, even during an economic downturn. Information technology is of strategic importance for companies in an economic crisis because it allows them to make their operations more efficient and cost effective.” Also, increasing demand for IT can be expected from public bodies, because their investments are not likely to be dependent on the economic climate. Customers in the public sector account for a fifth of IT expenditure.

■ Software and IT services drive the IT market

Experts assume that rising expenditure for software and IT services is the main driver in the IT market. According to EITO the revenue achieved by suppliers of software and IT services in 2009 will increase by 3.4 percent to EUR 677 billion worldwide. They went on to state that suppliers in Western Europe can increase their revenue in 2009 to EUR 228 billion, a rise of 3.2 percent. Here these companies will probably increase their sales in Germany by 3.1 percent to EUR 49 billion.



In the market for IT consultancy REALTECH is firmly established as a well-known partner for companies of all sizes and in all sectors.

IDC is expecting that expenditure on software in Germany will rise by an average of 5.0 percent over the next few years. They go on to say that the German market for IT services will be somewhat more subdued on account of the depressed economic situation but it will continue to grow. Matthias Kraus, an analyst at IDC, is expecting IT services in Germany to grow by 3.3 percent in 2009.

Overall, the different estimates by the market analysts also reflect the uncertainty that currently prevails in the market. Hardly anyone can assess how the worldwide economic crisis will impact on individual markets and industries in detail.

■ **Solutions in demand for business processes**

Even over the last few years it has become apparent that companies are increasingly linking their business processes to information technology. Organizations are increasingly implementing appropriate business process management solutions to plan, control, monitor and optimize their business processes. These applications are generally based on service-oriented architecture (SOA), which helps companies to network existing software systems and their business processes as efficiently as possible.

This market is one of the IT segments with the strongest growth. According to a study by the market research company AMR Research, companies invested around USD 28 billion in SOA projects in 2008 alone. It is expected that SOA products and services will generate revenues, which will rise to USD 52 billion by 2012. In view of the complexity of the projects, organizations are often dependent on support from outside organizations. The Scientific Society for Management and Consulting (WGMB) has calculated that, in Germany alone, companies invested just under EUR 1 billion in SOA consulting services. This sum will increase in future, because the companies wish to extend their consultancy budgets in this area.

■ **THE BUSINESS MODEL**

Nowadays mountaineers can conquer even the highest mountains in the world with the help of the latest technology. For sometime now an ascent of Mount Everest without a notebook computer, satellite telephone and a GPS system would be inconceivable. The same can be said of business. Over the past few years, IT has developed to become a crucial competitive factor, because it allows processes to be streamlined whilst, at the same time, adjusting a company's own services quickly and flexibly to the customer's requests. There are hardly any business processes in a company that can manage without IT. This applies to all areas and departments, whether it is Purchasing, Warehouse Management, Production, Sales or Human Resources.

In the past, the cost of information technology been seen as a burden but nowadays it makes a crucial contribution to the success of the business. IT systems allow companies to differentiate themselves from the competition by offering better services. Nowadays nobody would attempt to provide first-class customer service without the use of IT. IT solutions that deliver optimum performance and are coordinated provide the companies with invaluable advantages in the market place. A company that has once mapped its business processes in its IT systems can always optimize those processes more quickly than competitors, when required to do so in the future.

In other words, the better the IT support for individual employees in their day-to-day work, the more efficient is the operation of the company. For example, decision-makers always need reliable figures to manage their company. Here, too, innovative IT solutions help to provide managers with fast and accurate information about the current status of the business on the basis of performance indicators. This allows the managers responsible to make strategically important decisions on a solid basis and to continue to improve the company's competitive performance. Active management of business

processes also ensures that companies can adapt their internal processes to market requirements and statutory regulations efficiently – and without any technical obstacles.

IT solutions are helpful when it comes to designing more transparent company processes, providing information on which to base decisions, networking processes across different sites and improving cooperation with external partners and suppliers. However, increasing reliance on technical systems also increases the responsibility of the IT department. Employees are now not only responsible for the technology but increasingly they are also responsible for smooth running of business processes that are critical for the company. Nowadays many processes are based on IT systems and the IT specialists are responsible for maximizing the availability of these systems. Parallel to this, the systems are becoming ever more extensive, the technologies more complicated and the application environments more complex. One way out of this dilemma is to provide solutions for managing the system. These important tools help those responsible for the IT to understand, manage and optimize the distributed and heterogeneous applications and IT systems more effectively.

REALTECH has the experience and knowledge to deal with the current demands of the market. Highly specialized consultants and developers know what is required in the company and computer centers and always design solutions tailored to meet the individual needs of customers.

■ Wide range of services

In the highly competitive market for IT consultancy REALTECH is now firmly established as a well-known partner for companies of all sizes and in all sectors. REALTECH, which was founded in 1994, has continued to develop from a pure technology consultancy firm for SAP systems into an expert consultancy for business processes and projects of strategic importance. Comments made by Peter Sondergaard, Global

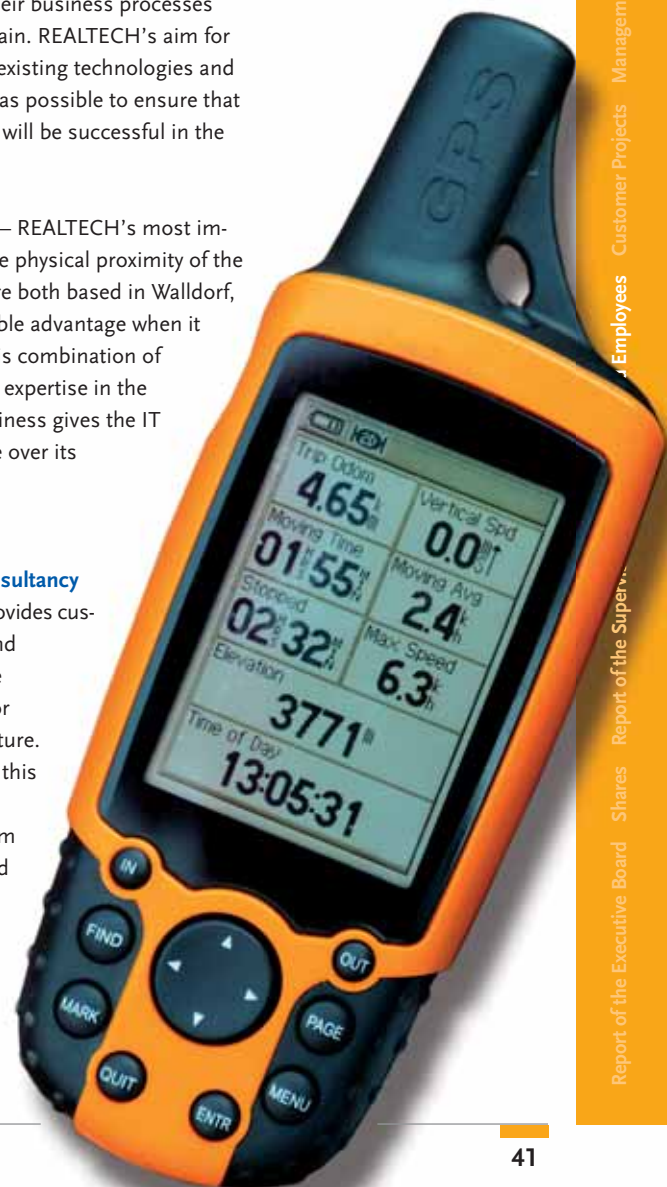
Head of Research at the market research organization Gartner, highlight why this development is so important: “The next big thing in IT is not technology. It is cost-cutting, risk management and compliance.” In REALTECH’s opinion it is also the efficient combination of current information technologies with a company’s individual business processes.

Today REALTECH offers a broad portfolio of services, ranging from consultancy on technology to strategic business processes. The consultants offer expertise, solutions and concepts, which provide their customers with the best possible support as they optimize IT aspects of their business processes along the entire value chain. REALTECH’s aim for all projects is to use the existing technologies and IT systems as effectively as possible to ensure that the customer’s business will be successful in the long-term.

SAP is – and will remain – REALTECH’s most important partner. The close physical proximity of the two companies, which are both based in Walldorf, gives REALTECH a valuable advantage when it comes to knowledge. This combination of technical knowledge and expertise in the process consultancy business gives the IT service provider the edge over its competitors.

■ Business process consultancy

Strategic IT consulting provides customers with an end-to-end approach that lays all the necessary foundations for operating SAP infrastructure. REALTECH has taken up this issue at an early stage, aiming to ensure long-term success both for itself and for its customers. When implementing SAP projects, companies place an emphasis on a





**REALTECH's theGuard!
software family controls
the pulse of the entire
IT environment.**

holistic view of business processes and the technologies used. REALTECH consultants analyze business processes, paying attention to the entire IT environment, and pinpoint ways in which companies can optimize these processes. This results in clear statements regarding the productivity, return on investment and total costs of an IT project within a defined period of time.

■ **SAP consultancy**

The company's consulting business also includes SAP technology consultancy and SAP strategy consultancy. REALTECH provides its customers with reliable support in this field, as they optimize, consolidate and operate their IT systems. Well-trained specialists support customers in rationalizing their IT processes and structures in order to achieve tangible, permanent savings in computer center operation. In terms of consolidation consulting, REALTECH ensures reliable and cost-effective operation of both new and existing IT infrastructure, and thus helps companies to set up simple, homogeneous system environments with consistent business processes. Key areas are the improvement in SAP systems and SAP environments, consultancy on optimum and cost-effective operation of SAP environments and end-to-end optimization of business intelligence systems, from the logic to the infrastructure.

■ **Software Solutions**

The second pillar in REALTECH's portfolio of services is its sales of software solutions developed in house, which are closely aligned to customers' requirements. The company's software business develops innovative products so that IT systems can be operated reliably. REALTECH's applications ensure that business-critical processes are not out of action and assist administrators to find possible faults, thus speeding up processes. Experts can operate the IT system more efficiently, the better the aids and tools used by the IT department. Instead of increasing the workload of highly qualified IT experts with routine work, these tasks can be performed by REALTECH's software tools. This allows the IT department to

concentrate on their core competencies and implement innovative projects, which again increase the efficiency of the company.

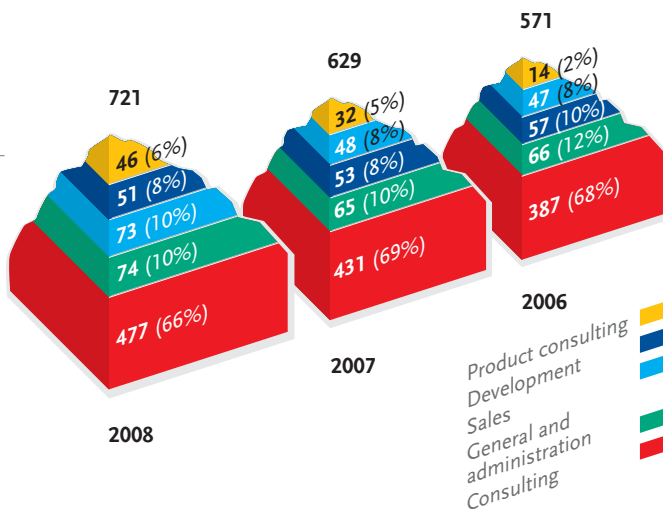
theGuard! software family developed by REALTECH allows organizations to automate their IT services more extensively. These products control the pulse of the entire IT environment – from the network through to databases, right through to applications. The various theGuard! products monitor IT systems largely automatically, identify possible sources of errors early on, and provide IT managers with suggestions as to how weak spots can be remedied quickly and efficiently. As a result, organizations can benefit from reliable IT systems with minimum downtime. For many years customers have valued theGuard! family of products as one of the best-performing system management solutions worldwide.

A further focus of REALTECH's product range entails software tools developed especially for SAP systems. To name a few examples, these applications create powerful automated interfaces to other systems while also increasing efficiency, quality and security for program and data modifications in SAP systems.

■ **Optimum support along the value chain**

It is REALTECH's aim to provide optimum support for the customers' business processes throughout the entire value chain. With its two pillars of consulting and software the company is built on solid foundations which will allow it continue to be a successful player in the market. Over the last few years this company, which used to specialize in technical SAP expertise, has become a strategic consulting partner in the field of business-critical IT projects, thus allowing it to become firmly established in this high-margin segment of the market. A clearly defined business model contributes to this success, as do competent employees who operate on the basis that the aims, requirements and interests of the customers are the most important aspects of their work.

EMPLOYEES BY SECTORS
(end of year)



EMPLOYEES

Despite the financial and economic crisis, there is still a substantial need in the IT sector for well trained specialists. At the end of 2008, the federal association for the industry, BITKOM, estimated there to be around 45,000 job vacancies for IT experts in the German economy – 2,000 more than at the end of the previous year. The great majority of these jobs are offered by the suppliers of software and IT services. Today's IT projects primarily consist of consulting services, individual programming and training seminars," states BITKOM President Prof. August-Wilhelm Scheer. "A great deal of manpower is required for this." Experts predict that software developers, programmers and SAP consultants will also be among the most sought-after IT specialists in 2009. REALTECH has adjusted early on to this foreseeable development on the job market in that the company constantly promotes education and further training for its employees. On top of this, REALTECH benefits from being one of the most attractive employers in the industry.

On December 31, 2008, the Walldorf-based IT specialist had 721 employees on its payroll – 92 more than a year previously. Out of these employees, 262 worked in Germany, compared to 239 employees on December 31, 2007. Around 64 percent of the company's employees work at the Group's international sites (previous year: 62 percent).

Basis for success

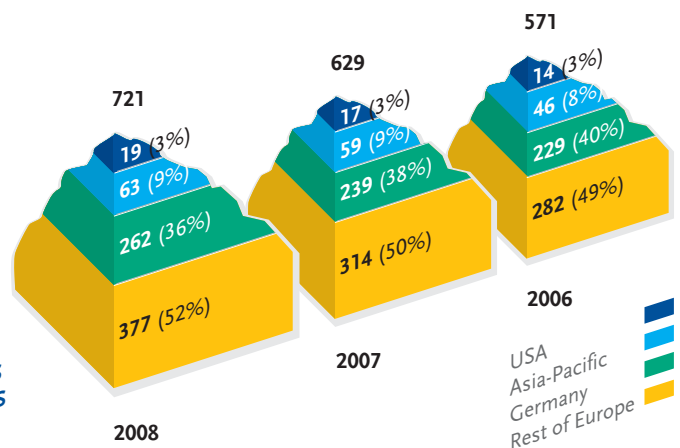
In the service and consulting sector in particular, business development is substantially dependent on the quality of employees. Employees are generally considered to be a company's most valuable asset, and this is truly the case at REALTECH, where employees constitute one of the most important pillars for business success. Thanks to their expertise, motivation, competence and team spirit, REALTECH is progressing one step at a time towards the top. Day in day out, they secure REALTECH's market position as a consulting specialist not only for SAP environments, but also for business processes and projects of strategic importance.

Customers and partners appreciate the high level of qualification of REALTECH's employees, their dedicated approach to their work and the reliability of the information they provide. This has the result that customer satisfaction is one of the most important aspects of our service and thus gives us a key competitive edge. Both in our core consulting business and in software development, the customer orientation and service focus of our experts lay the foundations for REALTECH's successful business activities.

SAP certifications

In developing the SAP NetWeaver technology platform, our most important partner, SAP, has succeeded in changing over to service-oriented architectures for company applications. REALTECH constantly focuses internal training for its specialists on such market developments and the latest technologies from SAP, as consulting services are needed not only for implementation, but also for ongoing operation of these applications. These investments are paying off. For example, around 75 percent of our consultants have already obtained a certificate for SAP NetWeaver. SAP rewarded this commitment by declaring REALTECH a "Special Expertise Partner for SAP NetWeaver", a type of seal of approval for SAP consultancy companies. In 2008, REALTECH also received certification for the 'Run SAP' method, i.e. was certified as a "Run SAP Implementation

EMPLOYEES BY REGIONS
(end of year)



At REALTECH, employees constitute one of the most important pillars for business success.

Partner". This is a joint training program with SAP for prospective consultants, who are subsequently qualified to provide support services for SAP customers around the globe.

■ Intensified personnel marketing activities

Active personnel marketing is an important tool for REALTECH to present itself on the market as an attractive employer. In 2008, the continuation of the intensive job advertisement campaign that the company launched the year before, greater activity in the field of personnel marketing, regular career days and participation in university trade fairs generated just under 1,000 applications. These applications included 35 inquiries in Germany alone from interested candidates to whom REALTECH employees had recommended their company as an excellent employer. Altogether, REALTECH hired 57 new employees in 2008, 35 of them in the consulting business area. For the first time, this also included three employees who are studying for a degree via a part-time course in business data processing at the Mannheim university of cooperative education.

The Group's personnel marketing also includes a large number of further education programs and qualification initiatives. STEP-IN, a seven-week internal education and further training program set up in 2007 for future SAP consultants, has born fruit and proven to be successful again in 2008, with 18 new colleagues receiving practical training in the year under review that has enabled them to work on future-oriented SAP consulting projects. This qualification program is geared towards not only those new to SAP consulting, but also consultants with SAP career experience. One of the company's main aims here is to specifically encourage teamwork, as this aspect is becoming increasingly important in SAP projects.

In addition, more and more IT projects are requiring the SAP consultants to take a holistic approach. It has long since ceased to be enough to have excellent technical skills. We therefore ensure that our SAP specialists also have sound business knowledge as

well as good communication and social skills. In its employee training courses, REALTECH always promotes both the specialist expertise and social competence of its consultants. At the same time, right from the start it has been part of the corporate strategy to align all seminars closely with everyday work.

■ Three career paths to choose from

In view of the further increasing demand for IT specialists, REALTECH endeavors to retain its well trained employees for as long as possible. One essential means of achieving this is to offer attractive career and qualification opportunities. A typical

career path for a consultant entails progressing from a junior consultant to a consultant and ultimately to a senior consultant. In parallel to this, REALTECH offers its consultants regular training seminars to enable them to constantly enhance their subject-based expertise, knowledge of methods and personal skills. In addition, further measures are taken to promote particularly talented employees. For example, up-and-coming specialists are given the opportunity to talk directly to the company's management in the context of discussion sessions.

When consultants reach the threshold to become a senior consultant, they need to choose an area on which they personally wish to focus. REALTECH offers its experts three options to choose from for their personal career goal: specialist, project manager or manager. Each of these career options is accompanied by corresponding qualification programs such as the High Potential Program, project manager training and manager training. Moreover, even those who have succeeded in obtaining a management position carry on developing their skills and expertise by attending training seminars. In this way, REALTECH ensures that its management is always one step ahead of the dynamic development on the market and the resulting challenges. It is also a long-standing tradition in the Group for superiors to keep enhancing their skills with regard to managing employees.



Since the beginning of 2009, the focus of internal training and further education has shifted somewhat in view of the economic crisis. Whereas efforts in the years 2007 and 2008 primarily concentrated on training junior consultants through the STEP-IN program, further training will in the future concentrate more on making work even more attractive for consultants and senior consultants. This is being achieved, for instance, by creating transparent means of obtaining a promotion, including appropriate training measures, as well as by expanding work in thematic, self-organized specialist groups – something that simultaneously further encourages networking between consultants. On top of this, REALTECH is working together with the SRH University of Applied Sciences in Heidelberg to plan an executive master's course for experienced consultants with a focus on SAP.

■ Low level of fluctuation

The working atmosphere at REALTECH is characterized by team spirit and, above all, friendly colleagues who are always ready to help. Ties between employees are strengthened both by regular project team meetings and by events such as the REALTECH summer festival. In addition, special conferences give consultants the chance to expand their own network in the Group step by step. Thanks to this active teamwork, colleagues can support one another quickly and directly, and subsequently respond to customer requests promptly. Employees familiarize themselves with new topics in internal specialist groups, therefore ensuring that their knowledge is always up to date. This also plays a role in ensuring that new colleagues feel a part of REALTECH within a very short space of time and therefore also soon become able to make their own contribution to business success.

The high level of satisfaction experienced by our employees can also be attributed to the excellent work of our human resources department. Taking “feeling at home, being important and progressing” as its maxim, this department plays its part in keeping our qualified employees with the company in the long term. The successful work is clearly evidenced by the fact that the fluctuation rate – at 14,0 percent for the Group as a whole and 14.5 percent in Germany – has sunk to the lowest level in REALTECH's entire history. What's more, nine employees celebrated their 10th anniversary of working for the company in 2008, and the figure will rise to 18 employees in a year's time.

This all goes to show that the REALTECH team is excellently prepared, trained and equipped to reach new heights in its work together.



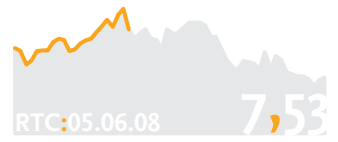
Customer Projects

THE ROAD.

5

ACONCAGUA

This mountain is considered by mountaineers to be “easy” to climb from the north side. The standard route from the “Plaza de Mulas” base camp can be mastered without using any climbing techniques. Nevertheless, the ascent involves substantial hazards due to the mountain’s extreme height. As the atmospheric pressure at the summit amounts to only around 40 percent of the pressure at sea level, a long acclimatization period is vital. Usually, three camps are set up above the base camp. Oxygen bottles are generally not used at these heights.



South America

Name	Cerro Aconcagua
Elevation	6.962m
Location	Mendoza, Argentina
Range	Andes
Coordinates	32° 39' 12" S, 70° 0' 42" W
First ascent	1897, M. Zurbriggen





Customer Projects

In both mountaineering and information technology, the requirements with regard to technical skills and team spirit are completely different for each new task, and the particular knowledge of all team members is of key importance. The examples below demonstrate how our consultants master the specific challenges of customer projects and provide them with support as they go about their business.



Enso



Enso Strom AG and Enso Erdgas GmbH merged to form the Enso corporate group, Dresden. However, the system platform for the existing IT infrastructure was no longer capable of meeting the growing requirements of the user departments. Enso therefore decided to migrate its previous SAP systems to a new Linux-based server platform.

REALTECH was commissioned to advise Enso and take care of the changeover. The Walldorf-based IT specialist was chosen based on the experience it had gained from around 350 SAP migration projects. A further advantage was that REALTECH was a co-founder of the SAP Linux Lab and has been continually involved in it ever since. REALTECH implemented the platform changeover in a professional manner over a period of eleven months, adhering to the schedule defined for the project. Following the migration, the customer's SAP systems all ran without a hitch. "Thanks to the new solution under the Linux operating system, combined with the consulting services provided by REALTECH, we were able to cut our IT costs while at the same time gaining a stable and optimized SAP system," is how Dirk Erler, head of the system administration team at ENSO, summarizes the advantages.

"The trust we placed in REALTECH has really paid off for us."

Sabine Gillmeier, Atlas Elektronik



Atlas Elektronik



Atlas Elektronik, Bremen, a joint venture of ThyssenKrupp and

EADS, produces maritime solutions for civil and military applications. The company has a leading position in all fields of maritime high technology, including products such as survey echosounders, heavyweight torpedoes, coast protection solutions, minehunting sonar solutions, as well as radio and communication systems for submarines, surface vessels and mine warfare systems.

Over the years, Atlas had established a system of project reporting based on Microsoft Excel, with the employees involved recording an average of over 70 large international projects manually per month. This form of reporting was based on very few standards, making further processing and analysis difficult.



Wanting to reduce the number of manual activities performed by its project teams and controllers, while at the same time making project controlling faster and more transparent, Atlas decided to implement the REALTECH Software Management Cockpit based on SAP NetWeaver Business Intelligence. The main reason for this decision to implement the project together with REALTECH was the partner's many years of SAP project experience. "The trust we placed in REALTECH has really paid off for us. The consulting

company provided expert advice combined with flexible project implementation services throughout the entire project duration," describes Sabine Gillmeier, Head of Controlling at Atlas.

After eight months, the company was able to go live with its new project reporting system. With the aid of the Management Cockpit for reporting, Atlas has not only achieved a great reduction in the time required to draw up project reports, but has at the same time also increased the informative value of these reports. The REALTECH solution enables the company to conduct cross-divisional reporting and project controlling on a standardized platform, based on clearly defined data sources. On top of this, Atlas has reduced the manual work involved in controlling by two to three working days a month per project controller.

Osram



Light from Osram shines in around 150 countries worldwide. Headquartered in

Munich, the company is one of the two largest light manufacturers in the world. The corporate group's IT systems are controlled and monitored by the administrators of the three regions of the USA, Asia and EMEA (Europe, Middle East and Africa).

Up to 2008, the company's IT systems were monitored using an outdated software solution, which had ceased to meet the higher demands at Osram. With a view to ensuring that its system environments worldwide continue to function reliably in the future, Osram decided to implement theGuard! Network-Manager from REALTECH. The main reasons for this choice included the wide range of functions provided by the software and the highly attractive price/performance ratio.



“Implementing theGuard! software products has been worth our while in many respects.”

Alois Ahlrichs, Storck



Rhein Chemie



Mannheim-based Rhein Chemie Rheinau GmbH is a global enterprise that supplies additives and

innovative service concepts for the rubber, lubricant and plastics sectors. In the highly competitive chemicals sector, two factors decide whether or not a company will be successful: the quality of the materials processed and adherence to deadlines in the delivery of raw materials. In order to achieve this at all times, a company such as Rhein Chemie requires close coordination with its suppliers. However, the software used to assess suppliers up to the end of 2007 had crucial disadvantages. The process of assessing suppliers was always extremely time-consuming, while the results were not very transparent. Consequently, the software simply did not allow the targeted development of supplier relationships.



Rhein Chemie thus decided to draw on the support of REALTECH to implement a vendor assessment system based on SAP NetWeaver Business Intelligence. REALTECH completed the project within the planned six months and within the allocated budget. “The vendor assessment solution developed together with REALTECH enables us to immediately assess a supplier right down to individual document level. We no longer have to spend a great deal of effort on collating information. Now we are in a position to further develop supplier relationships on a targeted basis, objectively assess suppliers, and quickly respond to any irregularities regarding on-time delivery or the quality of raw materials,” sums up Norbert Friesel, Head of the SAP Customer Competence Center at Rhein Chemie.

August Storck



Since being founded in the Westphalian city of Halle in 1903, August Storck KG has transformed itself into a significant brand product

company with international operations. The products it markets around the globe include Werther's Original, Dickmann's, nimm2, Toffifee, Knoppers, Campino and Merci.

A few years ago, the IT Organization at Storck decided to establish central system management complete with a central IT support solution. The hub of all activities was to be the central IT department in Halle. The company attached great importance to ensuring that the new application is future-oriented and meets all company-specific requirements. The solution chosen was REALTECH's theGuard! software family – an integrative solution made up of professional individual products that is easy to operate. In addition to this, Storck was impressed by the excellent value for money and comparably easy installation process.

Thanks to the rapid implementation of theGuard!, the company's business-critical applications, systems and networks have become significantly more reliable. Other advantages include increased availability as well as accelerated IT service and support processes. “Implementing theGuard! software products has been worth our while in many respects,” praises Alois Ahlrichs, IT Manager at Storck. “This is also the case for our employees, who are benefiting from a clear increase in the availability of our IT systems and greatly improved support.”



■ City of Wolfsburg supports parents



“SAP makes children happy” could be the motto of a project that REALTECH has carried out together with the City of Wolfsburg.

The aim of this project was to inform parents in this city in Lower Saxony of the care options available for their offspring. The particular challenge involved here was making it possible to obtain an up-to-date list of available child care places at all times on the Internet using the “Kinderbetreuungsbörse Online” (online childcare information) platform.



Together with the customer, REALTECH consultants have developed the new system, taking account of various requirements such as a barrier-free Internet site and the City of Wolfsburg’s design specifications. This portal enables parents to search for available places and obtain completely up-to-date information based on various criteria, including the child’s age, opening times, district and sponsoring organization. When it comes to enrolling their children, however, the parents should still contact the institution concerned directly. After all, despite all the technology used, the focus in every IT project remains on the people involved.

■ Baden-Württemberg Data Center



The Baden-Württemberg Data Center, Stuttgart, offers SAP-based solutions for

modern financial and personnel management in public administration. The customers of the Baden-Württemberg Data Center include local authorities, state departments and federal ministries. Supported by REALTECH, the Baden-Württemberg Data Center has modernized its “DZ Kommunalmaster” finance software in the space of just four weeks and adapted it to current customer needs. “In view of REALTECH’s technical expertise regarding SAP NetWeaver and the SAP Enterprise Portal, not to mention many years of positive experience of collaboration with the company, it was clear that REALTECH is the right partner for us,” states Helmut Bauer, Head of Product Development and Financial Management Consulting at the Data Center.

With the aid of REALTECH, the Baden-Württemberg Data Center has modernized its traditional SAP solution. Thanks to Internet support and browser-based user interfaces, project teams and the various departments in an administrative office can now share ideas and experience more quickly and efficiently. What’s more, the new solution lays excellent foundations for communication with customers and partners. Another advantage of the newly developed application is the overall reduction that a public authority can achieve in administrative costs.

