

## Press Release

IT / Economy / Enterprises

### **PC-WARE focuses on its core businesses of software and data centre**

#### **International structures established for new corporate strategy**

*Leipzig, 15/10/2009* – PC-Ware Information Technologies AG will focus its activities on its software and data center core businesses. Dr. Klaus Elsbacher, CEO PC-WARE: “For many years, our customers have trusted PC-WARE in the field of software and the COMPAREX subsidiaries in the data centre environment. We offer the best know-how, the strongest vendor relations and the highest expertise in the market. By focusing on the most efficient business units, we sustainably secure the future profitability of the PC-WARE Group“.

In future, the PC-WARE Group’s portfolio will concentrate on the software core business including software licensing and consulting on licensing agreements as well as consulting, solutions and services in the software environment with MultiVendor Helpdesk, software asset management, learning services, Exchange and Sharepoint, virtualization as well as IT security. The data center core business comprises of analysis, consulting, design and implementation as well as MultiVendor Support for complex infrastructures and process consulting for the quality management of customer specific information. Synergies in the service and customer portfolio shall enhance future growth of the two business fields.

The management board considers the company’s enhanced international orientation as a decision for further potential growth. Due to a higher geographical coverage, large global companies can be confident in the PC-WARE Group’s service portfolio. Within the strategic re-focusing an internationally directed organization structure was established for the software and data centre segments. They will be managed by the Vice Presidents Robert Ebner and Peter Jung. Robert Ebner has taken on the overall sales responsibility of the software business for all PC-WARE subsidiaries. Peter Jung will be in charge of the second core business, data center, which is represented by the COMPAREX subsidiaries. As Vice President, Markus Kirchner is in charge of the overall field of international software operations and licensing. The main tasks of the corporate administration, such as accounting, marketing and communications, internal IT etc. will be concentrated on to a greater extent by the headquarters in Leipzig.

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### PC-WARE Group

PC-WARE is one of the leading manufacturer-independent ICT Solution Providers in Europe. In its first core business, software licensing, consulting on licensing agreements and software & IT asset management, PC-WARE is the market leader in Europe. The company is one of only 5 Microsoft LARs in the entire EMEA region (Europe, Middle East, and Africa). In addition, the company offers a broad range of products, solutions and services in the software environment with MultiVendor Helpdesk, software asset management, learning services, Exchange and Sharepoint, virtualization and IT security.

As manufacturer-independent providers in the field of high availability and data security of data centers the COMPAREX subsidiaries form the second core business of the PC-WARE Group. The COMPAREX business focuses on the analysis, consulting, design and implementation as well as MultiVendor Support for complex infrastructures and process consulting for the quality management of customer specific information.

PC-WARE has subsidiaries in 26 countries in Europe, Africa, and Asia (CN, KZ) and currently about 1,700 employees who serve approximately 85,000 business customers from industry, public administration and medium-sized businesses as well as major, globally active customers. Together with cooperation partners, PC-WARE is developing new markets in North and South America, Asia and Australia. In the FY 2008/2009 PC-WARE achieved revenue of EUR 890 million. The company, profitable since its formation in 1990, has been listed at the Frankfurt Stock Exchange since May 5, 2000 and in the Prime Standard since 2003. (WKN: 691 090, ISIN: DE0006910904, Reuters Instrument Code: PCWG.DE).