

PRESS RELEASE

Business / Companies / Municipalities

PC-WARE at CeBIT 2006

“Cost cutting with IT creates space for investments”

Leipzig, 23/02/2006 - At CeBIT 2006 (march 9 to 15, 2006, Hanover), the Leipzig-based PC-WARE Information Technologies AG will present innovative IT solutions at ten partner stands organised by Microsoft, CITRIX, VMware, Symantec, Veritas and the subsidiary PC-WARE Financial Services. Under the motto “we do IT with a smile”, the international IT service provider offers products relating to topics such as software licensing, software asset management, security technologies, financial services and even specific IT solutions for companies and the public sector.

Dr. Knut Löschke, Chairman of the Board of PC-WARE AG: “We support the soft and hardware technologies used by various manufacturers in the entire IT lifecycle process. We consciously use this role as mediator between the customers and manufacturers, and this is why we present ourselves at partner stands during CeBIT 2006.” Any publicly listed company in the IT sector simply must attend CeBIT as a matter of course.

This year, the company is involved in a total of four trade fair stands organised by Microsoft. Gianpietro Cussigh, Key Account Manager and Partner at Microsoft Deutschland GmbH: “A partnership that has lasted for over 10 years, like the one between PC-WARE and Microsoft, is in itself expression of an excellent and trusting cooperation. The factor that makes PC-WARE so unique in our group of partners is the combination of high competence in the licensing environment and also the performance capacity to offer our mutual customers an extensive range of additional support and service packages such as software asset management, a helpdesk and training and consulting services. These added values clearly make PC-WARE into a trusted advisor and therefore to a special partner for Microsoft.”

Reducing cost pressure through optimum processes – software asset management

The main focus of this year’s attendance at the trade fair is on IT services and products for companies and the public sector. In an age of tight budgets, questions concerning the structuring, optimisation and consolidation of IT processes are more important than ever before.

For fifteen years, PC-WARE AG’s core business has been software licensing. Based on the know-how it had accumulated, PC-WARE developed a software asset management (SAM) solution, combining the technical stock-keeping process with contractual management. The

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portfolio covered stock-keeping according to soft and hardware groups and the analysis of software use on the basis of freely definable hierarchies and with any depth, right through to complete contractual management.

“However, the special factor is that on the basis of the know how we have accumulated in over fifteen years of licensing and contractual management, we were able to develop an intelligent product that is aligned with all existing hard and software agreements that are currently on the market”, says Dr. Löschke. “Companies and public sector institutions can use it to save between around 15 and 20 percent of their IT costs in the long term. This gives them greater freedom for investments in the future”. Professional IT management is a means of rationalisation, which consciously focuses on technology and not on manpower. After all, this is where the greatest savings can be made.

“Process-integrated and cost-cutting IT creates freedom for local government districts”

Based on Microsoft technology, PC-WARE has developed the hat “eGovernment Starter Kit” (EGSK) as an integration platform for the civil service. This created the opportunity of connecting internal and external, administrative processes in a simple and modular form and to present them on the Internet, among others. At the moment, significantly more than 20 specialist procedures can be integrated in the EGSK, for example Autista, budget and progress reports, commercial registers and parking licenses for inhabitants. PC-WARE has registered significant demand from local government districts; at the moment, projects are being implemented in Saarland, the State of Brandenburg, the Free State of Bavaria and in NRW.

“Simple for starters – with signature for security”

Wherever data is exchanged, the security of the transfer and the electronic signature are also on the agenda. Marking CeBIT 2006, PC-WARE is presenting an upgrade to the Office Package from Microsoft, permitting legally binding and secure data exchange in an uncommonly simple form. Cooperating with the Fraunhofer Institute for Open Communication Systems, Berlin (FOKUS), PC-WARE conducts research in the “eGovernment Laboratory” on the interoperability of this solution. Within this framework, the Leipzig-based company develops a so-called “Office add in”, which, independent of the existing intermediary, enables users to dispatch standard documents safely, electronically signed and therefore in a legally binding form in accordance with the standard. The blanket use of electronic signatures speeds up the procedure and therefore creates added value for the citizens, as paper is rendered largely obsolete. “At the moment, the potential for using electronic signatures in civil service is insufficiently exploited. Among other things, the reason for this is the laborious use of various OSCI clients”, says Andreas Helm, Director of Professional Services at EMEA. “This is why we

will use CeBIT in order to conduct advertising for this intelligent solution, especially among executives in the local government districts and ministries.”

Full service provider – also for IT financing

PC-WARE AG offers leasing and factoring services as a full service provider in the form of its own subsidiary. The entire product and services portfolio held within PC-WARE Financial Services is specialised on the IT business and by far exceeds the bounds of a simple financing function. On the basis of the tried and tested contractual forms, almost any conceivable project and customer situations can be presented individually in terms of their financing. When dealing with factoring, an alternative means of financing on the basis of accounts receivables management, PC-WARE Financial Services deals with collecting accounts receivables and also accepts the default risk. This means that clients benefit from turnover without delay. On the basis of the principles laid down in the Basle Equity Capital Agreement (“Basel II”), relevant balance sheet ratios can be optimised and there is greater freedom for investment and equity capital. The advantage: PC-WARE AG combines IT and financial know how and is therefore in a position to integrate smoothly the best solution for both areas.

CeBIT attendance by PC-WARE AG in an overview:

- Modern administrative workplace – in cooperation with Microsoft, Stand of the Federal State of Hesse, Hall 9
- Operational Efficiency & Productivity and Software Asset Management – Purchasing: Licenses & Service, Microsoft Partner Stand, Hall 4, Stand A 38, Booth 83
- Operational Efficiency & Productivity – Network: Licenses & Service, – Microsoft Partner Stand, Hall 4, Stand A 38, Booth 84
- Public – Solutions: Licenses & Service – Microsoft Partner Stand, Hall 4, Stand A 38, Booth 85
- Mobility – Mobility: Licenses & Service – Microsoft Partner Stand, Hall 4, Stand A 38, Booth 86
- Secure Access with Citrix Access Gateway – CITRIX–Partner Stand, Hall 4, Stand C 04
- Business Continuity – VMware, Hall 1, Stand F 71
- Professional Data Management – VERITAS now by Symantec, Hall 3, Stand 33
- Appliances and SGS Control Center – Symantec, Hall 7, Stand 06
- Leasing and Factoring - financial intelligence center, Hall 17

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PC-WARE AG

PC-WARE Information Technologies AG is one of the leading manufacturer independent IT enterprises in Europe, offering a comprehensive service portfolio which covers licensing of standardised software, software management, system support, proprietary software solutions and complete systemhouse services, in addition to financial services provided via its own subsidiaries. PC-WARE has emerged as the outright market leader in Europe in its core business of software licensing and licence management; as a systems house, the company is ranked third in Germany. Employing over 1,000 people, the company has subsidiaries in 14 European countries (D, GB, F, I, BE-NE-LUX, A, CZ, CH, DK, FIN, S and N) as well as in South Africa, and serves a customer base of more than 75,000 corporate clients. PC-WARE was granted European Large Account Reseller (LAR) status for the whole of Europe, the Middle East and Africa (EMEA region) by Microsoft, one of the company's key business associates. Together with co-operation partners PC-WARE is currently targeting markets in North America and South America, Asia, Australia and Eastern Europe as well as serving global key accounts.

PC-WARE works in close cooperation with a number of global players within the IT industry, including Microsoft, Citrix, Adobe, Novell, Symantec, McAfee, Veritas, Computer Associates, Oracle, Attachmate, Borland, Fujitsu-Siemens, IBM/Lotus, and Hewlett Packard.

The company has been operating profitably since its inception in 1990. Activities within the area of software reselling commenced in 1993. In 1998, the GmbH (limited liability company) became an AG (stock corporation). PC-WARE AG has been listed on the Frankfurt Stock Exchange since 5 May 2000 and joined the Prime Standard in 2003 (WKN: 691 090, ISIN DE0006910904, Reuters Symbol "PC-WARE").