

Press Release
IT /Stock Markets/ Business

PC-WARE responsible for procurement of standard software for Federal State of Hesse

Leipzig 27 October 2006 – IT service provider PC-WARE has won the pan-European tender for the "Procurement of Standard Software for the Federal State of Hesse" organised by the Hessische Zentrale für Datenverarbeitung (HZD). The general agreement subsequently concluded between the HZD and PC-WARE covers the procurement of software licences, media and support for the Hesse state administration encompassing a workforce of some 160,000 civil servants and salaried staff, the emphasis being on fast and reliable supply in a manner that complies fully with legal and product-specific requirements.

The HZD is the IT service provider for the Hesse state administration and operates as a commercially managed state enterprise. It is responsible for centralised purchasing activities and is authorised to enter into general agreements for products that cover standard IT requirements and are deployed consistently throughout the Hesse state administration. HZD's procurement management is supported by the latest e-procurement procedures introduced by the Federal State of Hesse.

In 2005, PC-WARE implemented a system of electronic data exchange together with the HZD, as part of a pilot project for E-Procurement. Since then, PC-WARE has been responsible for uploading catalogues for standard software developed by Microsoft and 15 other well-known vendors into the electronic procurement system operated by the HZD, which is integrated into the financial management and accounting system of the State of Hesse.

In doing so, PC-WARE can help the HZD – and ultimately its customers within the Hesse state administration – to rein back process costs, as well as ensuring the needs-oriented supply of standard software to administrative bodies within the Federal State of Hesse. "Everything from ordering to delivery is processed fully automatically and seamlessly. The data carriers are the only thing still sent by mail," says Lutz H. Lehmann, who runs the PC-WARE branch in Bad Homburg, Hesse.

"Thanks to our state-of-the-art IT processes here in Hesse, which is regarded a nationwide pioneer in e-government, we are able to work and administer faster, more cost-effectively and thus in a more citizen-oriented manner than elsewhere," explains Werner Hardtke, the Director of HZD.

PC-WARE has a proven track record as an IT partner to the public sector. More than a third of the company's revenue in Germany is generated through 18,000+ customers within the area of public administration at a federal, state and municipal level. In addition to advising on legal aspects relating to software licences, PC-WARE provides a comprehensive range of services such as contract and asset management, as well as all-embracing system solutions.

With proprietary e-government solutions such as the PC-WARE .net integration platform E-Government Starter Kit (EGSK) as well as the PC-WARE OSCI add-in

– e.g. used in conjunction with Microsoft Office for the exchange of data by public authorities in a format that is legally binding –, PC-WARE is currently implementing a number of e-government projects in several federal states. As the only authorised EGSK Competence Center, PC-WARE was also responsible for providing training and support for all interested EU member states involved in the e-government solution "Virtual City Hall", a pan-European project organised by Microsoft with the assistance of PC-WARE as the exclusive partner.

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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 1,200 people, the company has subsidiaries in 15 European countries (D, GB, F, I, BE-NE-LUX, A, CZ, CH, DK, FIN, S, N and ROM) as well as in South Africa and the USA, and serves a customer base of more than 85,000 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, Autodesk, 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").