



## Press Release

### Business Landscape Transformation<sup>®</sup> on the rise

**SNP wins numerous high-ranking consulting firms as SNP transformation partners  
- many international transformation projects were started in 2010**

Heidelberg, November 26, 2010 - More and more SAP consulting companies provide transformations of SAP landscapes according to the Business Landscape Transformation<sup>®</sup> method using the world's first transformation software SNP Transformation Backbone<sup>®</sup>. At the end of the year, SNP announces new partnerships with many companies both in Germany and abroad. This corresponds to the growth strategy of SNP, which provides for internationalization. In doing so, SNP does not only focus on large consulting firms, but also on smaller, regional partners in order to diversify the expertise.

With T-Systems, an international provider of information and communication technologies, SNP is already implementing projects for major customers, for example an energy company in South Africa. With EAE Consult, SNP has a strong partner for the Russian market. In the context of the cooperation, the partners already implemented transformation projects at Russian Railways, Gazprom and Lukoil. On the schedule is now an SAP transformation at Rosneft. SI Consult from Poland is another SNP Partner for Eastern Europe. Tieto, one of the largest IT services companies in Northern Europe, brings the Business Landscape Transformation<sup>®</sup> method to this region. Germany, Spain and Italy but also Japan are countries, the IT consultancy Realtech focuses on as a SNP Transformation Partner. ConVista Consulting AG will put the focus on banking and insurance. A successful partner in Germany is also the consulting firm Mieschke Hoffmann and partners. This year, several projects have been implemented successfully and more are to come. Also new is a partnership with West Trax, an innovative IT company from Germany.

In the United States, SNP has found a strong partner with EMC, a leading provider of solutions for the information infrastructure. Together with EMC, SNP successfully completed projects for a leading retailer, roaster and distributor of coffee and for a market leader in sportswear. A collaboration to develop the French market is next on the agenda.

"We are very satisfied with the expansion of our partner program", says Dr. Andreas Schneider-Neureither, CEO of SNP. "With our international partners we can grow strongly, as the many successful projects show. The market expects - especially internationally - a



method to implement SAP transformations simple, fast and secure." SNP wants to expand its partner program in the coming year and therefore is already in conversation with strong and innovative IT companies worldwide.

## About SNP

SNP is a leading provider of software and software-related-services for transformations of SAP systems required in the wake of corporate restructurings or technical progress. For these adoptions of the IT landscape – called Business Landscape Transformation® – SNP offers with SNP Transformation Backbone® the world's first standardized software.

SNP was founded in 1994 and currently employs approximately 170 employees at five locations in Germany, Austria and Switzerland. SNP serves international and national clients and has the experience of more than 1,200 successfully completed projects. In fiscal year 2009, SNP AG achieved a turnover of 20.2 million Euros. The company is listed on the General Standard of the Frankfurt Stock Exchange.

For more information please visit [www.snp.de/en/](http://www.snp.de/en/).

## Press contact:

Viola Rühl  
Corporate Communications  
SNP AG

Phone: +49 6221 6425-615

Mobile: +49 172 7296918

Email: [viola.ruehl@snp.de](mailto:viola.ruehl@snp.de)