

# SAP for Professional Services

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|-----------------------------|---|
| Company                     | itelligence AG  |
| Location                    | Cincinnati, Ohio; Bielefeld, Germany (global)   |
| Industry                    | Professional services   |
| Products/Services           | SAP® consultancy, systems integration, licensing, outsourcing, hosting, customer support; education |
| Revenue                     | US\$205 million (worldwide)   |
| Employees                   | 200 (United States), 1,100 (worldwide)  |
| Web Site                    | www.itelligencegroup.com  |
| SAP® Solutions and Services | Software from the SAP for Professional Services solution portfolio                                  |

**“I was very impressed with how we could tailor the software to the way each country operates.”**

Steve Niesman  
President and CEO  
itelligence Inc.

## Challenge and Opportunity

Global visibility into revenue, profitability, customer pipeline

## Objective

Roll out software worldwide, tailored to each individual country, to integrate time entries and sales-force reports with enterprise system

## Implementation Highlights

- Installed software in just 5 months
- Configured software to each country's business practices

## Why SAP

- Easily tailored to match business practices in each country
- The best solution for company's needs, demonstrated by itelligence's own experience selling and deploying SAP® software

## Benefits

- Ability to view consultant hours on a timely basis to estimate monthly revenue
- Ability to track and analyze profitability
- Automatic preparation of client invoices using consultant billing times
- Ability to track fixed assets, with automatic posting of monthly depreciation
- Global visibility into opportunity pipeline