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indatex SCI and Quyntess extend their partnership to Benelux market

Dec.2005 *- indatex is operating Europe's largest and most successful Business Process Integration Platform (B.I.P.), currently connecting 30.000 partners and processing more than 1.2 billion transactions per year. The indatex EDI2ALL business model provides companies an opportunity to apply lean manufacturing principles to their administrative processes and reduces the cost of the ever increasing need to communicate with business partners in the extended supply chain.*

Quyntess started to work with indatex late 2004 to support indatex to implement value added services that were powered by the strategic partnership with Viewlocity Inc. for their customers. As a leading consulting company in this new domain of “Supply Chain Event Management” (SCEM) Quyntess and indatex have developed and implemented for several new indatex customers the alerting and exception management and supplier performance management solutions on top of the transactions flowing through the B.I.P..

"We have been very impressed with the results that we were able to obtain with indatex customers in a very short period of time" says Rob van Ipenburg, Quyntess Managing Director. "Implementing Supply Chain Event Management solutions until now has been perceived as a requirement to drive uncertainty and therefore cost out of distributed supply chains. Implementing these solutions however is considered technically complex. With the indatex B.I.P. platform we have been able to implement SCEM solution in customers in as little as 60 days and this included the initial connections to the B.I.P."

"We have been very successful in the past 2 years with our solution offering and have had great customer wins and recognition from for our work by the industry. When international analyst firms started to call on us to get to know us better after having been told about us by our larger customers we knew that things were going to accelerate for us", says Stefan Tittel, indatex Managing Director. "When Quyntess offered to support us in internationalisation of the B.I.P. with first sales in the Benelux market we were happy to agree. Quyntess has already gained practical experience with the B.I.P.. They know the product and its benefits from inside out and this makes them a very desirable partner".

"The Benelux countries lack the scale of an integrated supply chain for a domestic market and by this very nature they find themselves operating in distributed supply chains" Teunis Biemond, Quyntess' lead Solution Architect explains. "These companies are prime candidates for the business process integration and adaptive resolution technology. What is lacking however today is the ability to practically integrate business partners quickly at a low cost. Most companies have now come out of the woodworks to implement ERP inside the company and interface legacy application. These have been lengthy and costly processes. Now scaling this level of integration up to the supply chain is understood to be required to make the next productivity leap, but is mainly uncharted waters and of another level of complexity. The beauty of the indatex Business Integration Platform is that it takes the complexity out of the equation and simply delivers the connectivity with any partner in the supply chain like they order a mobile phone subscription. Instead of everyone building their own phone systems out across the supply chain, they now have the ability to call and be called by every

supplier and every customer, regardless of their telephone provider. "The analogy goes even further than that" adds Michael Morsch, indatex solution manager, "Because the customers only pay for the actual transaction volumes and they don't have the upfront cost of building the connectivity and the solution templates used".
"Although we are mainly a consultancy company and don't associate ourselves directly with any particular provider we thought in this case the opportunity was too good to stay on the sidelines" says Rob van Ipenburg. The very indatex Lean Forward concept and the X automation are breakthrough technology that can help European customers struggling with supply chain issues to increase their capabilities in this area much quicker and cheaper than they could even dream off. With increasing globalisation and rationalization this technology provides answers for everyone that requires to compete"

Quyntess and indatex will continue to work together closely to provide "out of the box" solution packages and make the X-automation services available in the Benelux market as well.

Quyntess is a leading provider of solutions for Supply Chain Management. As an independent provider of services Quyntess use their industry knowledge and domain expertise to build solutions that solve mainly high value and complex supply chain management challenges. Originating from professional services and implementing software packages the organization has a strong practical focus to deliver full solution support. This starts from business process analysis and advice and continues to 2nd and 3rd line support and continuous improvement projects. Quyntess has a focus on European customers in automotive, high tech, print and packing and logistic service providers.

indatex – the company

indatex, with its corporate headquarters in Starnberg by Munich, Stuttgart and Berlin, is a specialist in data exchange and B2B process automation. Together with T-Systems, the Business Integration Platform (B.I.P.™) and the indatex invoice factory™ were developed and built; today they are supported by both companies with easily 200 employees. All services relating to the B.I.P.™ are offered to the customer globally from a single source by indatex, while operation is covered by T-Systems. With around 180 customers and 25,000 connected business associates, the joint solution is assuming a status of market leadership. indatex is a company of the Otto Wolf von Amerongen Group, one of the most important private German holding companies. The concept, but also the demonstrated success of indatex, are the reason why indatex is attracting the attention of important representatives of business life.

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