

3V Solutions and Freudenberg IT Announce FITvFlex 360 for SAP® Solutions

Single source offering for SAP business applications, including hosting services and 24x7 support – helps reduce CAPEX demands and provides fast path for realizing benefits of SAP solutions

Atlanta, GA -- 3V Solutions, an SAP partner and provider of IT outsourcing services powered by SAP® software, along with Freudenberg IT (FIT), a global provider of IT services for implementing, optimizing and operating IT systems and SAP solutions, in cooperation with SAP AG, will deliver a new Software-as-a-Service (SaaS) offering in support of SAP solutions. The offering, called the FITvFlex 360 program, includes financing, hosting services and on-going support for SAP business applications, including SAP Business Suite software and the SAP ERP application. The program is tailored primarily to customers working with a direct account executive at SAP, with an emphasis on the wholesale distribution and select professional, scientific and technical services markets. Prospective users of SAP solutions can now more quickly realize the benefits of mission-critical SAP solutions configured specifically to meet their requirements with a complete operational expense (OPEX) model.

“By teaming with the global hosting powerhouse Freudenberg IT, 3V can not only provide first-rate services, but can also provide flexible financing options to customers in support of SAP software and database licenses,” said Mark Dendinger, managing partner, 3V Solutions. “Customers can quickly ease into a buying decision with a low cost of entry and move forward with a deployment of SAP solutions as an operating expense. The FITvFlex 360 program offers customers the flexibility of a very attractive license buy-out option throughout the initial service term should the decision occur to own the SAP licenses in full perpetuity. This is very compelling for companies that may not have the capital budget to initially fund the implementation of SAP solutions, as well as the ongoing maintenance and management fees. All of these services are available to customers for a single monthly OPEX fee.”

“We are excited to provide a very compelling value proposition to prospective users of SAP solutions via this partnership with 3V Solutions,” said Todd Kemmerly, senior vice president, Sales and Marketing, Freudenberg IT Americas. “As a longstanding partner of SAP, with over 35 years experience running and hosting SAP solutions, we continue to look for creative ways to bring SAP solutions to the market. We believe that the FITvFlex 360 program offers customers flexibility not usually available to SAP customers and prospects, and it couldn’t come at a better time for customers.”

Key features of and benefits provided by the FITvFlex 360 offering include the following:

- Allows customers to choose an operational expense model (OPEX) vs. a capital expense (CAPEX) model

- Delivers savings up to 40 percent in IT costs in support of SAP solutions
- Requires no up-front licensing fees
- Licenses for SAP solutions and database are charged per a monthly fee
- Delivered via all-inclusive single contract package
- Offered via flexible terms with license buy-out option
- Hosting and application management services provided by Freudenberg IT, an SAP-certified global provider of hosting and cloud services with 35 years of experience in support of SAP solutions
- Full service offering includes technical Basis and functional application management services
- Configured to customer requirements

“At SAP, we are always looking for ways to further empower customers to run better with our industry-leading business applications,” said Tom Melchiorre, vice president, Platform Ecosystem and eChannels, SAP Global Ecosystem & Channels, SAP America Inc. “Through the FITvFlex 360 program offered by our partners 3V Solutions and FIT, customers in the targeted distribution and services segments can now choose to acquire and deploy our solutions as a service. This will help them to leverage the best practice know-how, operations scale and financing capabilities of 3V Solutions and FIT and thus get the most from their investments in SAP software quickly, flexibly and easily.”

The FITvFlex 360 program is now available to customers in North America, providing one-stop shopping for software, best practices-based implementation and operations; private deployment with dedicated resources; and first-rate financing options.

About 3V Solutions

3V Solutions (3V), headquartered in Atlanta, provides services and support to customers implementing, upgrading, deploying and maintaining SAP solutions. 3V understands the significant potential of cloud computing and offers SAP Software-as-a-Service (SaaS) offerings to companies of all sizes, from large enterprises to small start-ups. Through its worldwide partner network, 3V can tap resources in North America, Europe and Asia to provide a full portfolio of services to guide, implement and support the optimal solution for each of its customers. 3V is an SAP services partner and SAP channel partner authorized to resell SAP solutions, including SAP Business All-in-One, SAP BusinessObjects™ portfolio and SAP Business ByDesign™. It is also a reseller of mobility solutions from Sybase. As a master value-added reseller (master VAR) for SAP, 3V works closely with members of the SAP Extended Business program to help further promote, implement and/or develop solutions for small businesses and midsize companies. 3V consulting teams include consultants who have achieved platinum-level validation from SAP and are available to guide customers in choosing the right options and approaches for their specific needs.

About Freudenberg IT

Freudenberg IT (FIT) is a global provider of IT services for implementing, optimizing and operating IT systems. FIT specializes in providing mission-critical hosting capabilities across the globe using its top-tier FIT-owned data centers. IT services include managed hosting services (e.g., in support of SAP solutions, Exchange, etc.), LAN/WAN management, client services, helpdesk services, Infrastructure-as-a-Service, disaster-recovery services, and more. As an SAP-certified global provider of hosting and cloud services with 35 years of experience running and hosting SAP solutions, FIT is an upper-tier hosting provider within the SAP ecosystem. Freudenberg IT’s customers benefit from FIT’s emphasis on mission-critical computing with extensive audits and certifications across most industries.

Freudenberg IT is part of the Freudenberg Group, a family-owned business of 160+ years, employing over 34,000 employees across 59 countries today and with solid financials of over \$8 Billion in annual revenues.

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Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as “anticipate,” “believe,” “estimate,” “expect,” “forecast,” “intend,” “may,” “plan,” “project,” “predict,” “should” and “will” and similar expressions as they relate to SAP are intended to identify such forward-looking statements. SAP undertakes no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect SAP's future financial results are discussed more fully in SAP's filings with the U.S. Securities and Exchange Commission ("SEC"), including SAP's most recent Annual Report on Form 20-F filed with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.

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