

Press Release

Galileo offers innovative, flexible Licensing and Pricing model for Conigma™ Suite

New Licensing and Pricing model enables company internal SAP service organizations as well as SAP Application Management providers to leverage the benefits of Conigma™ without cumbersome license administration and without high upfront investment.

Munich, 20th of July, 2009 - Galileo Tools GmbH, one of the leading suppliers of software solutions for SAP® change, release and transport management announces today the availability of a new licensing and pricing model for Conigma. A series of conversations with SAP application management providers made it very clear, that this kind of companies need a Conigma licensing and pricing strategy, which is much more aligned with their own business model and processes and heavily deviates from the traditional way of selling software licenses. Base of the new license model is the number of SAP end users, contracted by the application management provider, which needs to be reported regularly and building the base for quarterly invoicing. To reduce administrative effort to a minimum, this license model includes all Conigma modules and cost options as well as the maintenance and support fees. The temporarily limited licenses may be adjusted after end of each contract period upwards or downwards and do not require an upfront investment.

„This innovative licensing and pricing model addresses mainly company internal SAP service units and external application management providers. Many of this organizations charge their SAP application management services based on the number of SAP users registered on the managed SAP systems to operational units or external customers. Significant deviations regarding the number of SAP end users, caused by mergers and acquisitions, spin-offs, winning and losing customers impact the business of the service providers quite often significantly“ said Josef Huber, General Manager at Galileo Tools GmbH. „A license model,

capable to follow such changes is extremely valuable for such organizations. Due to the fact, that the service provider as well as the SAP end user gain significant benefits from using Conigma, the service provider is able to charge out a portion of the license fees to its customer.“

The Conigma Suite

In addition to the core product, Conigma CCM, the Conigma Suite comprises additional modules - Conigma QCOPY and Conigma DEVSYNC – which can also be licensed as individual products. The Conigma Suite enables SAP customers to significantly improve their IT processes for maintenance, development and operation of SAP resulting in higher productivity, lower costs and full compliance. At the same time, the quality of SAP Changes as well as the availability of SAP systems is raised. The Conigma Suite focuses on three areas: the automation of Change, Release and Transport Management processes for SAP (also taking into account compliance requirements in complex, parallel SAP landscapes); the integration of SAP Change, Release and Transport Management processes with Software Change and Configuration Management (SCCM) tools and helpdesk solutions within the client’s company; and the automation of recurring tasks within SAP’s basis technologies.

About Galileo Tools GmbH

Galileo Tools GmbH, a subsidiary of the Galileo Group AG, is one of the leading providers of Change and Transport Management solutions for SAP®. The Conigma™ Suite integrates administration and processes for further developing, adapting and customizing SAP software seamlessly with existing IT support infrastructure, such as SAP procedures for allocating software (ABAP TMS and Java CMS). These results in significant rationalization potential based on the more efficient, automated development and change processes; in addition, IT compliance initiatives are given optimal support by means of wide-ranging workflow functionalities and the detailed recording of all procedural steps.

The clients of Galileo Tools include LSV (Landwirtschaftliche Sozialversicherung), Postbank, Siemens AG and Zürcher Kantonalbank. Galileo Group AG may be found in the Internet under <http://www.galileo-group.de>.

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