

PRESS INFORMATION

Hahnstaetten, 6. March 2007

West Trax Quality Award Granted to the Best SAP Systems in Germany

With immediate effect, SAP users who make optimum and efficient usage of their systems can have the quality of their systems certified by West Trax. The advantages of such certification are obvious: SAP systems with a “quality award” are demonstrably leaner, ensuring a more cost-efficient support; this has a direct impact on outsourcing negotiations and pricing, since transparent systems are a key requirement to achieve better terms and conditions. Users and outsourcing providers alike clearly benefit from the West Trax Quality Award.

West Trax sets new quality standards for SAP systems. The international provider of analysis and optimisation methodologies to measure the efficiency of SAP systems now offers a quality award for installed SAP systems, based on a certification procedure.

„The Quality Award provides users an official quality certificate to prove the economic efficiency of their systems, based on fixed key performance indicators (KPIs)”, says Emil Bohr, CEO of West Trax. The quality certificate shows that the respective SAP system has achieved the highest degree of performance within the user company’s industry, based on seven defined criteria; deviations for each discipline may not exceed 10 percent, compared to the measured best practice (MBP) value of the respective industry. This MBP value is a best-practice value measured on a real-world system and resulting from the KPI Scan measurements and analyses (see the following figure for an example).

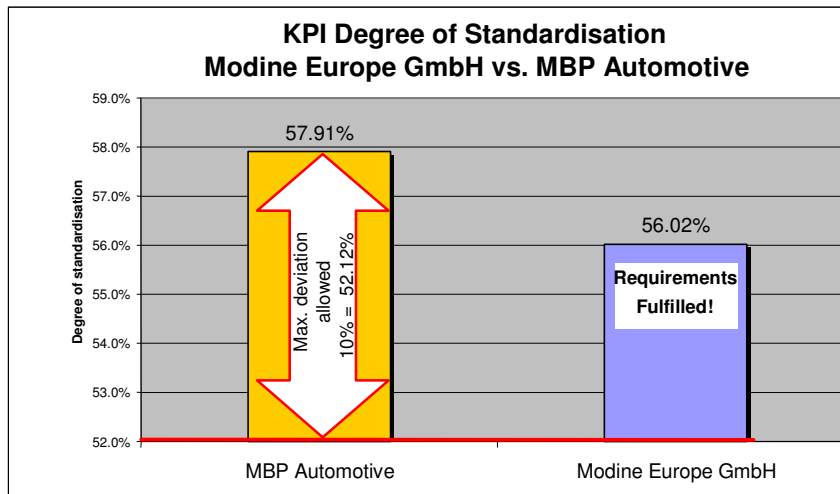


Figure: KPI degree of standardisation, Modine Europe GmbH vs. MBP automotive

The following disciplines have been defined for the certification process:

1. Degree of standardisation
2. Unused relevant standard potential
3. Share of custom developments
4. Share of unused custom developments
5. Response times of custom developments
6. Frequency of usage of custom developments
7. Documentation of used programs in the system

West Trax commissioned Jörg Schultze-Bohl, a publicly appointed certified expert of the Chamber of Industry & Commerce in Darmstadt, to audit and document the KPI Scan methodology and the requirements for the individual

disciplines. If their systems fulfil the requirements, companies may now receive a bronze, silver or gold quality award.

How to Receive the Quality Award

To receive the Bronze, Silver or Gold Awards, the following prerequisites must be met:

To receive the **Bronze Award**, the SAP system must fulfil the requirements for discipline 1 or 4 and must also demonstrate a new measured best practice value; alternatively, the requirements for both discipline 1 and 4 must be met. The **Silver Award** requires the system to meet the prerequisites specified for the Bronze Award, plus two additional disciplines. To be granted the **Gold Award**, the system must fulfil the Bronze Award criteria and also the requirements for four additional disciplines.

A West Trax Quality Award entitles users to officially use the quality certificate for one year, starting with the date of issue, and to mention the award in their marketing messages. If a new KPI scan is conducted, the Quality Award can be prolonged for another 12 months, provided that the system continues to meet the criteria or necessary corrective measures are implemented to ensure that the quality requirements are fulfilled.

For users who fulfil all requirements of all of the seven disciplines, West Trax will conduct the first KPI Scan after expiry free of charge.

The Way to Success

Both users and outsourcing providers will profit from a key cost advantage in outsourcing projects. Transparent systems require less maintenance and, thus, reduce cost. Lean business processes and improved cost structures, easy user handling and shorter project cycles will increase the company's competitiveness and market opportunities significantly, even more so in the world of globalisation, where speed, quality and price are key factors of success. With their portfolio of its intelligently matched analysis tools West

Trax helps SAP users to optimally leverage the system standard; companies may be able to achieve cost reductions in the 6-digit range.

The biography of Emil Bohr can be found at:

http://www.westtrax.de/Bios/bio_ebohr.zip

About West Trax

West Trax is a service provider delivering management consulting and IT consulting services. Founded in 2003, the company combines many years of international experiences in the professional services business with state-of-the-art technology. **With KPI Scan[®], KPI Optimiser[®], KPI QA[®] and Benchmark Express[®]**, West Trax offers solutions that help to increase the efficiency of corporate processes and the performance of IT infrastructures. West Trax focuses on global SAP system optimization. More detailed information can be found under www.westtrax.com.

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