

IMPRESS UPDATE SUMMER 2009

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Marc Elmhorst

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Editorial

Welcome to the Summer 2009 Impress newsletter. Within this newsletter **trinovis - home of Impress**, the leading provider of packaged integrations with SAP, informs about news, events and the success of our company and our products and services. To receive this newsletter in future, please register at www.impress.com.

Company News

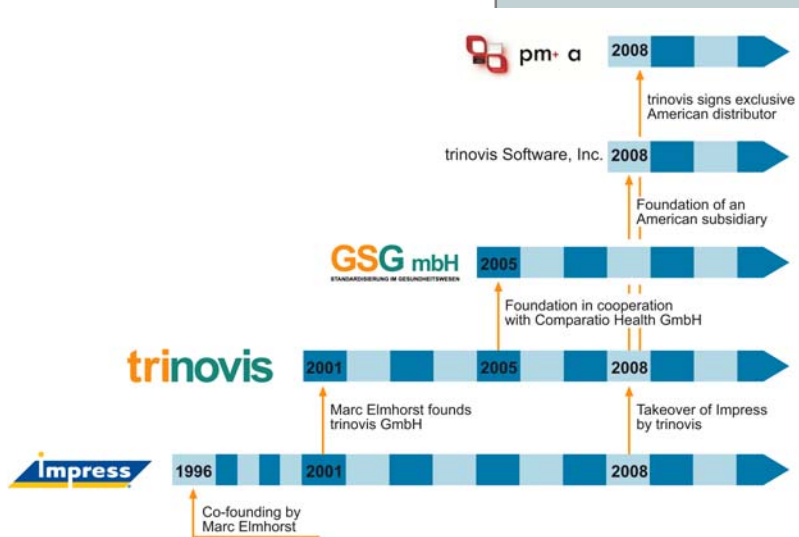
trinovis/Impress synergies ensure a strong future.

CEO Marc Elmhorst explains the rationale and merging of trinovis and Impress.

"The trinovis takeover of Impress Software in September 2008 brought together two businesses that were independently owned and managed but both founded on the same core technology, both accredited partners of SAP and both deeply involved in integration with SAP ERP. I was previously a founder of Impress Software, so when the opportunity to take over Impress Software arose last summer, with my prior knowledge and understanding of the business I must say that I jumped at the chance.

*Trinovis traditional business is focused on providing solutions in partnership with SAP for the German health care market. We are the leaders in providing patient analysis integrating data from SAP and GIS. The acquisition of Impress Software enabled the support and development teams of trinovis and Impress to come together and for trinovis to take on a more international perspective. We have since established a US company **trinovis Software, Inc.** and a US distributor **Project Management Associates LLC (PMA)** lead by Lou Pereira and comprised of the former Impress Software US services and support team. PMA have deep experience and wide knowledge and relationships across the Impress Americas customer base. As previously for Impress, the rest of the world is covered from trinovis offices in Hannover, Germany and the UK. In addition please see the below articles regarding trinovis Americas and Middle East developments.*

We have retained the majority of support and development staff and the Impress facilities and infrastructure, so ensuring ongoing support and development of the Impress for EPM and Impress for GIS applications.



Combined company time line

Since the takeover all active customers of the Impress applications have transferred their maintenance and support agreements to trinovis, giving their endorsement for the future. This was a clear early objective of the takeover which, with the size of the customer base and the customer organizations, took some time and has now been achieved. The ongoing revenue stream for support and professional services ensures the financial viability of the Impress business within trinovis, secures support to the customer base and ongoing development of the EPM and GIS solutions. As a privately owned and funded business, Impress is no longer subject to the vagaries of the financial markets and external investors.

So far, the merged group has more than 200 person years invested in integration applications and technology, and brings process and consulting competence from more than 300 SAP integrations, 150 GIS projects, 100 EPM processes and 500 B2B connections. The Impress Solutions Group has the largest global customer base of implementations integrating SAP with Primavera, Microsoft Project or ESRI, an important factor which also drove our acquisition. I was deeply attracted by the 100 global implementations with approximately 50 (mostly major) organizations and the extensive best practice process expertise that Impress can bring to current and future implementations.

In their Spring 09 edition of ArcNews, we were pleased to see that ESRI mentioned Impress for GIS as a packaged integration with SAP and with "ongoing support, technical and functional upgrades, and training programs." They also outlined the primary concern of keeping GIS and SAP data synchronised, which is a particular strength of Impress for GIS.

The Impress Solutions Group, as part of trinovis GmbH, is now in a better position to undertake specific development around or as enhancements of the core Impress EPM and GIS solutions. We will consider cases on their merits and several such initiatives are currently under consideration with our customers. These include taking advantage of the Impress infrastructure and skills to integrate SAP with additional Project Management solutions, integration of Project Management applications with additional SAP modules and integration of Impress for GIS with additional SAP modules. If you have specific requirements, please just contact your Impress representative and we will be pleased to research and assist with your needs.

The whole team looks forward to working with you as our customers and partners, both existing and new, and to ensuring our joint success."

Marc Elmhorst

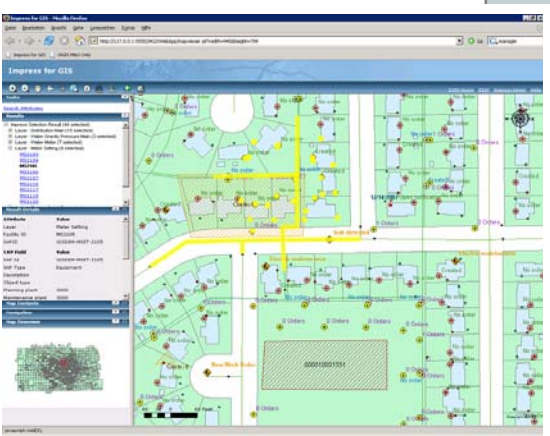
For more information about Impress Solutions Group and means of contact, please visit www.impress.com.

Product News

In April our product development team released some great new developments around Impress for EPM and Impress for GIS. If you would like to see a web demo please contact sales@impress.com or visit www.impress.com/index.php?id=29.

New Release Impress for EPM 3.2.0.4

The new release of Impress for EPM now supports Primavera's latest version 6.2.1 of Project Management in combination with the SAP Plant Maintenance (PM) and Project System (PS) modules. Existing customers under maintenance will receive the necessary transport files free of charge within their maintenance agreement. The upgrade of existing Impress for EPM 3.2 systems and related production environments will take a matter of hours. To receive this release, please contact Impress support at support@impress.com. Based on discussions with customers and partners, part of the new version is an extended error messaging system which enables end users much easier reaction in the case of problems or incorrect data during synchronisation.



Impress for GIS
SOA web Services

New Release Impress for GIS 2.2.0.2

The new Impress for GIS release 2.2.0.2 comes now with support for ESRI's latest version 9.3.1. In addition to minor bug fixes, there has been some makeover of the configuration, which makes it easier for customers to map their feature classes on their own. The whole functionality is also available in the ESRI web front-end or could be used in own-developments using SOA web services offered by Impress.

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Americas Activities

Towards the end of 2008 trinovis signed a distributor and support agreement with Project Management Associates, LLC to provide sales, services and customer support to the Impress customers and prospects in the Americas.

Project Management Associates, LLC (PMA), based in Canton, Massachusetts, was founded by former Impress Executives, Lou Pereira (former VP of Global Services), Peter Henry (former Director of Professional Services) and Mary Talcherkar (former Director of Global Support). "We established PMA in June, 2008 to protect our customers' investment in Impress technologies; we provided services and support during the transition from Impress Software to trinovis and for the future", says Lou Pereira. "Simply, we believe in the Impress technology, the people, and the value it brings to our customers." The North American Impress customer base's confidence in PMA's ability to provide continued services allowed PMA to grow substantially in it's first year of operations.

During the past year PMA effectively serviced the upgrades for the following North American customers: Agrium, Nebraska Public Power



District (NPPD), and Aera Energy. Additionally, PMA facilitated the successful **Go Lives** with HydroOne, Consumers Energy, and Pacific Corp. To learn more about PMA or contact them please email us at Americas@impress.com.

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Middle East Activities

Two major Gulf organizations go live with Impress for EPM.

Gone Live!! Borouge, part of the ADNOC Group of Abu Dhabi in the United Arab Emirates, went live with Impress for EPM providing seamless integration between their SAP PM and Primavera project scheduling environments. Impress project integration will assist Borouge with data transfer between these two disparate systems and provide critical business benefit in their routine maintenance and plant shutdown activities. To discuss this in more detail with an Impress consultant please contact: middleeast@impress.com.

Gone Live!! Gulf Petrochemical Industries Company (GPIC) of Bahrain has integrated its Primavera P3e Project Management software for Routine Plant Maintenance and Plant Turnaround projects with SAP PM. Impress for EPM, an EPM packaged integration application from Impress provides best practices for bridging the data integration gap that exists between SAP PM/PS and Primavera in order to streamline complex plant and routine maintenance project processes and will enhance data integrity between these application environments for GPIC. To review the press release, please visit www.impress.com/index.php?id=87. To discuss this in more detail with an Impress consultant please contact: middleeast@impress.com.

New Customers in the Middle East

Impress expects to announce soon two further Middle East organizations who have selected Impress for EPM to provide integration between SAP PM and Primavera/Microsoft Project Server. These two organizations will shortly move from test and development phase to go-live and build upon Impress' growing customer base in the Middle East.

Impress to open Middle East Office

To support the growing customer base in the Middle East Impress will shortly be opening an office in the United Arab Emirates. This office will support new and existing customers in the Middle East, Africa and Asia Pacific region.

Friedhelm Kück, Managing Director of the Impress Solutions Group, a trading division of trinovis GmbH stated, *"this is a natural and extremely exciting development for the Impress team within trinovis. Over the past few years our business has expanded dramatically in this region as our solutions perfectly support the daily business of our customers. Our experienced consulting teams are able to implement the Impress solution around EPM and/or GIS integration in a very short time scale which creates a great and long lasting value for the project centric organizations within our customer base. We see our customers as real partners -*



therefore we note the importance of this geography through a local presence which will help to strengthen our partnerships." Impress expects the United Arab Emirates based location to be fully functional by 1st September 2009.

To discuss this in more detail with an Impress representative please contact: middleeast@impress.com

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Past Shows

trinovis at SAP IAM for Utilities in Barcelona

As part of our 2009 marketing plan, in March trinovis exhibited at the SAP International Asset Management conference for Utilities run in Barcelona by TA Cook. There were 200 delegates from leading utilities mostly from Europe but also from the Middle East and as far afield as Australia who came together to discuss industry changes, challenges and the latest industry trends.

This proved to be an excellent opportunity for trinovis to exhibit and outline the strong business case for improved management of utility assets and CRM via Impress for GIS, integrating SAP with ESRI. Also exhibited was Impress for EPM, integrating SAP with Primavera or Microsoft Project and applicable for routine maintenance, generation plant shutdowns/turnarounds and new capital build projects, all highly topical within the competitive and developing global utility marketplace. Unlike Sagrada Familia whose construction started in the 1880s and is still underway, Impress can help projects to complete efficiently, on time and on budget!

We were also able to work with partners from SAP and ESRI who were exhibiting and speaking at the conference.

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Gaudi's Sagrada Familia in Barcelona

Disclaimer

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