Swisscom IT Services expands SAP competencies

Swisscom IT Services is acquiring the EFP Group and the Cirrus Group and integrating the two groups into its existing SAP Services division. The acquisitions will allow Swisscom IT Services to further develop its expertise in the public administration, trade and industry, transport, and energy supply sectors. Bruno Schmid will remain in place as CEO of the SAP Services division, which now has a workforce of around 420. The SAP Services division is expected to generate revenue of more than CHF 120 million in the coming year.

The acquisition of the Cirrus Group and the EFP Group – with its companies EFP Consulting AG, B1 Consulting AG, EFM Consulting AG and the Ticino-based subsidiary Athon SA - will allow Swisscom IT Services to expand its own SAP portfolio significantly.

The EFP Group has a wealth of expertise in industry, trade, electricity, gas and water plants; has business know-how in the food industry and competencies in supply-chain management. The Cirrus Group is an acknowledged provider of solutions for project and portfolio management and SAP cloud services and is well established in the public and transport sectors.

Swisscom IT Services is planning to use the acquisitions to significantly improve its market position and become one of the top three Swiss SAP suppliers. "We are systematically expanding our existing competencies by furthering our expertise in various industries," according to Bruno Schmid, CEO of the SAP Services division. "This benefits our customers and allows us to strengthen our corporate customer business." The parties have agreed to keep the purchase price of the company confidential.

Increasing revenue and expanding market share
EFP and Cirrus will now operate under the Swisscom brand and both business groups will be integrated into the SAP Services division. Only Athon SA, the EFP subsidiary which specialises in consulting in the SAP and Microsoft environment, will continue to be operated as an independent business entity by Swisscom IT Services. The acquisition means that the division, which now has a workforce of 420, will generate more than CHF 120 million in annual revenue in 2012. "SAP Services continues to be a very attractive and strong growth sub-segment in the Swiss IT Service market," explains Eros Fregonas, CEO of Swisscom IT Services. "We want to use this newly acquired industry and problem-solving competency to make the leap into the top three." The SAP Services division (also referred to as Swisscom IT Services Enterprise Solutions AG) will continue to be headed by current CEO Bruno Schmid.

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About the Cirrus Group
The Cirrus Group has been a successful, expanding supplier of SAP technology, solutions and consulting services in Germany, Austria and Switzerland for more than 20 years. It is an early adaptor and technology leader in the SAP and HP software environment that incorporates all the consulting aspects of classic corporate consulting into an IT framework in a targeted manner. This approach to consulting and the application of RUN SAP methodology allows the Cirrus Group to assist classic IT departments to transform themselves into strategic organisational units. The Cirrus

Group has always been a 100 percent self-financed company and currently employs around 70 employees. It has offices in Zurich and Berne. www.cirrus-group.com

About the EFP Group

The EFP Group consists of the following companies: EFP Consulting AG, EFM Consulting AG, B1 Consulting AG and Athon SA. The Group currently employs 70 staff throughout Switzerland. EFP Consulting AG was founded in 1992 as a consulting agency for SAP solutions and is today one of the most successful "Gold Partners" in Switzerland. EFM Consulting AG specialises in consulting on specific tasks in the fields of maintenance and service management. B1 Consulting AG provides project management and consultation services relating to the introduction and marketing of SAP BusinessOne. Athon AG focuses on consulting services in the SAP and Microsoft environment, as well as on outsourcing.