

PRESS RELEASE

TPI Corporation turns up the heat with SAP and IDS Scheer Consulting

- TPI to use Industry.PerformanceREADY, a qualified SAP® Business All-in-One partner solution from IDS Scheer Consulting, to implement a holistic ERP system in six months
- Roll-out of SAP Business All-in-One to provide better integration, operational transparency, shorter lead times, and increased customer satisfaction
- TPI expects to increase its EDI orders from 10 percent to 50 percent

Darmstadt, Germany, December 14, 2010 - Software AG today announced that TPI Corporation has selected IDS Scheer Consulting to implement Industry.PerformanceREADY solution for Fabricated Metals, a qualified SAP® Business All-in-One partner solution, in six months. The solution is a bundled offering comprised of the SAP ERP application, SAP industry best practices, ARIS Process Performance & Process Governance solutions, and implementation services.

TPI Corporation is a leading manufacturer of commercial and industrial heat, thermostat, fans, task lighting, and process heat ovens. In order for TPI to increase its customer service to over 1,500 distributors in the U.S., Canada, Europe and China, the company needed to replace its legacy system, which lacked integration based on many modifications and customizations. TPI selected SAP Business All-in-One for its financials, manufacturing, production planning, sales and distribution, HR and payroll functions. The SAP solution will deliver better integration, operational transparency, more accurate planning and forecasting, a reduction in inventory, shorter lead times, and collaboration capabilities with distributors that also have SAP solution-based environments. In addition, TPI expects to increase its EDI orders from 10 percent to 50 percent.

“We needed to increase the accuracy of the products being built by streamlining our key processes for ordering materials and scheduling production,” said David Beaver, director of IT at TPI Corporation. “Changing our model from a ‘build-to-stock’ to a ‘build-to-order’ environment required a new enterprise software solution. We evaluated several SAP channel partners and selected IDS Scheer Consulting because they demonstrated the best understanding of our business, our strategic processes, and how they would be supported by SAP.”

“Extending our industry knowledge and expertise in SAP solutions to TPI Corporation through our IDS Scheer Consulting division will assist them in delivering fast, measurable and long-lasting results,” said Ivo Totev, head of Global Consulting Services and member of the Board at Software AG. “Our top-level consultants around the world have the experience to offer industry-specific best practice processes and ready-to-implement, preconfigured SAP solutions. Our Industry.PerformanceREADY solution from IDS Scheer Consulting is a process-oriented end-to-end solution utilizing SAP best practices in combination with our market-leading ARIS software for a fast roll-out of a custom solution.”

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About Software AG

Software AG is the global leader in business process excellence. Our 40 years of innovation include the invention of the first high-performance transactional database, Adabas; the first business process analysis platform, ARIS; and the first [B2B](#) server and [SOA](#)-based integration platform, webMethods.

We are unique in offering the world's only end-to-end - and easiest to use - [business process management \(BPM\)](#) solutions, with the lowest total cost of ownership. Our industry-leading brands, ARIS, webMethods, Adabas, Natural and IDS Scheer Consulting, represent a unique portfolio for: process strategy, design, integration and control; SOA-based integration and data management; process-driven SAP implementation; and strategic process consulting and services.

Software AG had revenues of €847 million in 2009 and has more than 6,000 employees serving 10,000 enterprise and public institution customers across 70 countries. Our comprehensive software and services solutions allow companies to continuously achieve their business results faster. The company is headquartered in Germany and listed on the Frankfurt Stock Exchange (TecDAX, ISIN DE 0003304002 / SOW).

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