



## Press Release

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Komatsu signs R66m deal with T-Systems

SAP solution will be hosted in T-Systems' datacenter in South Africa

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T-Systems in South Africa delivers SAP solution to Komatsu until 2014. T-Systems has announced the signature of a R66m agreement with global construction and mining equipment manufacturer Komatsu, providing new business functionality to the company throughout its footprint in South Africa, Namibia and Botswana.

T-Systems CEO, Mardia van der Walt-Korsten says that this project is a vital step in the process of her company staking an even larger claim on the industrial machinery and components vertical. "This sector is an attractive one because it comprises organizations that supply equipment to the vast majority of resource and construction-driven entities in Africa. "With the resource and construction-based verticals predicted to grow phenomenally over the coming years, we have a vital opportunity to prove T-Systems is capable of building solutions of this scale and nature, that it has the economies of scale to deliver good value to customers in this market and that ultimately we are leaders in this industry," she concludes.

The project will see Komatsu's aging 'Option 3' business system being replaced with a SAP Best Practise ERP and CRM solution that's hosted off-site at T-Systems' datacentre in Midrand, Johannesburg. The SAP solution can easily be extended to support additional users, functionality and regional locations, as and when required. Managing director for Komatsu South Africa, Mike Blom says the new hosted-SAP solution forms a vital part of his company's aim to transform all of its business processes and activities so that significantly higher levels of efficiency and business process effectiveness are placed within in reach. It will further enhance the exchange



of valuable data and information with its parent company in Japan. “We are looking forward to the speedier business response time, elimination of duplication, unification of data, improved control and surveillance of processes plus activities the system will afford us,” he adds.

The proposed solution is both comprehensive in its functionality and cost-effective in its delivery mechanism, affording Komatsu value for money that few, if any ERP and CRM specialists focused on the construction and mining equipment vertical, can match.

“The SAP solution we have selected for Komatsu will cover more than 95% of its ERP business processes and bring key advantages to its business environment that include visibility, control, planning and forecasting of the kind it never had access to before,” explains Van der Walt-Korsten

Additionally, the mere fact the solution will be hosted in T-Systems datacentre facility brings serious advantage to the value. T-Systems is able to put on the table for Komatsu. These include the ability for Komatsu to build a relationship with a single partner that’s responsible for all of its SAP consulting and implementation needs, as well as gain access to a long-term technical and functional support contract that ensures costs are kept consistent with its expectations through 2014.

#### **About T-Systems**

T-Systems is Deutsche Telekom’s enterprise customer unit. More than 160,000 corporations and public institutions use the provider’s network-centric information and communications technology (ICT) services – ranging from data center operations and global services based on the Internet Protocol, to the development and management of applications. With locations in over 20 countries, T-Systems is a preferred supplier for Corporate Europe’s global business activities. The company, based in Frankfurt/Main, Germany, serves all industries and is a leading provider for the automotive and telecommunications industries as well as the public sector. With approximately 56,500 employees, T-Systems posted revenue of 12 billion Euros in 2007.

#### **About T-Systems in South Africa**

T-Systems South Africa (Pty) Ltd, an information and communication technology (ICT) solution provider with almost 1,000 employees, is based in Midrand and Cape Town. The company boasts a range of blue chip clients such as Sanlam, DaimlerChrysler SA, Murray & Roberts, Sentech, Absa, Standard Bank, Armscor and Senwes. T-Systems pro-actively adopted the Codes of Good



Practice as the latest available directive on BBBEE. It is in this spirit that T-Systems SA engaged Empowerlogic, an independent rating agency, to compile a report on the company's current status. The report is an independent and impartial opinion on the BBBEE status of T-Systems, based on the Codes of Good Practice. In the report T-Systems is classified as a no fronting risk and recognized as a BEE status level 4 contributor according to the Codes of Good Practice. This means that according to the Codes of Good Practice T-Systems has a 100% BEE procurement spent recognition.

**T-Systems in South Africa**

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