

Company Profile

**The Objective:
Solutions for Your
Success!**



neeb & partner: Your Specialist for Customer-Individual IT Solutions

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Solutions for Your Success!**

neeb & partner, an IT consulting company managed by its owners, offers you consulting and implementation services tailor-made to your individual requirements in the areas of Enterprise Content Management (ECM), Information Lifecycle Management (ILM), Document Services and eForms (PDF), always on the basis of market-leading software products.

For more than 12 years, neeb & partner has been active in the IT business, including five years as software developer of a series of worldwide distributed standard products for ECM and audit-proof archiving. Many renowned companies from the pharmaceutical, chemical and automotive industry as well as from the field of financial and other services – most of them global players – have become our customers during this time. Comprehensive experience in dealing with complex assignments, high specialist competence and precise ascertainment of requirements form the basis of our consulting approach. We develop individual, modular solutions from the

application framework of market-leading software products such as EMC Documentum and Adobe, thus enabling you to optimize user profile and cost efficiency to a much greater extent than with conventional standard solutions on the market – which results in substantial cost savings!

**The Performance:
Security, Added Value
and Quality**

Tight competition, rapidly changing markets and the increasing flood of information place high demands on your internal structures and communication. Security and efficiency in all processes is essential. Consulting services and solutions by neeb & partner support you in designing your business processes regarding tasks such as:

- Quality management
- Process security
- Internal organization
- Information flow and portals
- Optimization of business operations
- Migration
- Internal/external communication

With our highly developed innovation management, by giving you an important stimulus and by passing on our specialized knowledge in these areas, we can help you become more successful in your markets and generate added value in your company. In order to ensure that you receive complete solutions of maximum quality, we have formed strategic cooperations with competent partner companies.

**Your Benefit:
Measurable Added Value,
Fair Partnership!**

Irrespective of growth and market trends, neeb & partner works according to the principle of keeping its own flexibility and integrity, and creating measurable added value for its customers. This includes continuity in a fair and respectful partnership – made possible not least because the consulting managing directors are also the company's owners and, therefore, personally represent these values.

The goal of our products is: to develop the best-possible solution

for you in a responsible, active and reliable way. neeb & partner accompanies your ECM projects from the first idea through the conceptual design and planning all the way to the implementation in current operations – and beyond. Consulting services and solutions by neeb & partner

- ensure quality and (vital!) security
- help to save costs
- benefit the success and further development of your company
- promote innovations and competitiveness
- inject additional stimulus for your future

“The basis for a reliable partnership is trust. For us, this includes that we never promise anything we can't keep.” This guiding principle has made us a successful company with satisfied customers.

Our solution concepts are realistic and based on thoroughly examined feasibility. Implementation is done using intelligent pragmatism, high specialist and social competence, flexibility and the personal commitment of a strong, capable, customer-oriented team.

Success Story



Solutions for Your Success!



A company takes shape

With the vision to create solutions benefiting the success of his customers' companies, the young engineer Andreas Neeb founded neeb & partner in 1993. Initially, project and other services in the IT area were the focus of his work, the scope of which has continually expanded since then.

After only two years, neeb & partner becomes Documentum Signature Partner in 1995, after successful completion of IT projects for companies in the pharmaceutical and chemical industry, in the DMS environment on the basis of EMC Documentum and Xerox.

In 1996, Gero Neidlinger and Alexander Tryba join Andreas Neeb as managing partners in the company, which is now registered as neeb & partner GmbH. Together they pursue the goal of offering a wide range of innovative IT services in the DMS environment for other industry branches as well. In the same year, neeb & partner qualifies as Kofax Reseller Partner.

In 1997, the company is for the first time certified according to DIN ISO 9001:2000 for quality standards in the area of IT services focusing on DMS and IT consulting.

From IT-Consulting to Software Development

The comprehensive project experience gained during the first five years leads to the development of the np-Product range in 1998: neeb & partner develops np-Publish, a standard product enabling the preparation of publications on the basis of the virtual

documents available in EMC Documentum.

One year later, np-Safe is created, the audit-proof archiving solution that enables freely configurable, audit-proof and rules-based long-term archiving for the document management system by EMC Documentum, ensuring permanent availability of all documents and meta data. The growing company moves its offices to the Institutes Center in Darmstadt-Kranichstein.

After receiving the Special Prize awarded by the Association of Credit Institutes in the State of Hessen, as part of the "Hessen Innovation Awards" for the project "Product Development of np-Safe" in the year 2000, neeb & partner adds np-Groupware and np-Export to its product portfolio. At the same time, certification



according to DIN EN ISO 9001:1999 takes place for quality standards in the areas IT consulting, software development, document management, web content management and project management.

The professional IT services are extended into additional vertical markets – especially in the areas of manufacturing and financial services.

neeb & partner becomes Documentum Signature Partner Pro, Kofax Ascent Partner and Solution Partner Pro of asOne AG.

New Markets, Strong Partners

In order to promote marketing and further development of the np-Product family, WGZ Venture-Capital GmbH and TFH Frankfurt are won for a participation in 2001. Sales partnerships with Compaq, Ceyonic, KPMG Consulting AG, PSI AG, reinisch, CYA and others ensure worldwide distribution of the software products, also beyond the European markets.



For increased utilization of np-Safe and other IT services projects in the areas of financial services, automotive, logistics and chemical industry, the vertical markets are further expanded in 2002. In the same year, the sales partnership with dolphin Organisationsberatung (Organization Consulting) and IT Projekte GmbH is intensified. With dolphin, we were able to convince a competent sales and integration partner who combines many years of SAP, IXOS and archiving know-how with comprehensive EMC Documentum project experience.



During the year 2003, neeb & partner wins its first clients from the government, the food industry and energy supply industry. The np-Software "Content Services for EMC Centera" (CSEC) is distributed worldwide by EMC Documentum.

Within the framework of DIN ISO 9001:2000, neeb & partner is re-certified for the areas IT consulting, software development, document management, web content management and project management.

In addition, neeb & partner is certified as EMC Documentum SST Partner (Selected Services Team) as one of only five companies in Europe, and thus reaches EMC Documentum Technology Partnership status. By mid-year, more than 60 CSEC customers are acquired worldwide.

Back to the Initial Question: Standardized Product or Individual Solution?

In times of intense competition, the standard np-Software products have time and again proven to be the optimal solution for customers' projects.

In 2002, many industries began to experience dramatic market changes. The resulting intense structural measures in the companies and the corresponding requirements in the field of EMC have



increasingly made the strengths and advantages of individually designed solutions apparent.

At the beginning of the year 2005, after several successful years of selling its own standard software, neeb & partner has made the clear decision to focus its services once again on the development of customer-oriented solutions and the respective consulting.

Along with the discontinuation of the standard np-Software, there will be a re-alignment of the consulting competencies and the service network. According to the maxim: Solutions for Your Success!

Certificates:

- EMC Documentum SST Partner (Select Services Team)
- EMC Velocity Partner
- Adobe Solution Partner
- Kofax Ascent Partner and Solution Provider
- Solution Partner Pro of asOne AG
- DIN ISO 9001:2000 for the areas IT consulting, software development, document management, web content management and project management

neeb & partner
PORTFOLIO

Information Lifecycle Management



Sales

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Professional Services

proservices@np-gmbh.com

Marketing

marketing@np-gmbh.com

Partner Management

partner@np-gmbh.com

Human Resources Center

hcc@np-gmbh.com

EMC Documentum

Competence Center

EMC_Documentum@np-gmbh.com

Documentum Information

Documentum@np-gmbh.com

Reference Customers

- Merck KGaA, Darmstadt
- Aventis AG, Frankfurt
- Bayer AG, Leverkusen
- VIATRIS GmbH & Co. KG, Bad Homburg
- Boehringer Ingelheim
- Linde-KCA-Dresden GmbH
- ING BHF-BANK, Frankfurt
- BMW Group, Munich
- Nestlé, Switzerland
- Mundipharma GmbH, Limburg

Application Framework

- Databases (Oracle, DB/2, MS-SQL)
- Microsoft
- UNIX HP UX (Solaris, AIX, Linux)
- Development (C, C++, VB, .NET)
- PDF, FDF, XFDF
- Java (J2SE, J2EE)
- WebServices
- EMC Documentum (DFC, BOF, WDK)
- XML-technologies
- Web Application Server (BEA, Websphere, JBOSS)

Important Partners



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