

NedCar chooses Real Software and KPN as partners to take over its automation activities

- First step of Real Software and KPN towards a more intensive collaboration

Kontich, July 11th 2000 – Today NedCar signs a ‘Letter of intent’ with Real Software (Antwerp) and KPN ESN (Heerlen) for the further study to take over a large part of its automation activities. The confidence and the expertise that are the result of NedCar’s collaboration with Real Software and KPN, are the basis of the new partnership. The two ICT companies establish a joint-venture, in which they will combine their complementary services.

KPN ESN mainly supplies knowledge for the management of computer centres and SAP system management. Real Software will be responsible for the development of applications– specifically for the car industry – and the SAP implementations. This takeover will be organized in different steps: it is expected that the management of the computer centre will be transferred before the end of the year, followed by the more complex application environment.

The takeover involves approximately 70 of the more than 90 permanent employees. The 140 occasional collaborators (and their contracts) are part of the new partnership.

NedCar’s President Dewulf explained the declaration of intent in the following way: “NedCar wants to concentrate on its main task: the assembly of cars. Supporting services are located with other companies, which have these activities as core activities. The fast evolutions in the ICT sector require partnerships with other companies that distinguish themselves on this market. The collaborators have more possibilities to develop themselves. I’m convinced that this transition is a great opportunity for all parties.”

Paul Smits, Chairman of the Board of Directors of KPN and Rudy Hageman, Chairman of the Board of Directors of Real Software, consider this new partnership as an important evolution in their joint ambition to supply optimal services to the automotive market. It is the first initiative of both companies in the process of a more intense collaboration. Both companies are examining the possibility to use this platform for their further expansion in respectively the Netherlands and Belgium.

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Who are the partners ?

The Real Software Group, multinational ICT service provider with approximately 2800 collaborators, offers a complete range of ICT products and services. Beside its wealth of experience in software development and SAP implementations, the Real Software Group fulfills a leading role in the domain of e-Business for several years now.

Enterprise Solutions Nederland (ESN) is the KPN division that focuses on the business market. Maintenance and operational management of systems and software are two of its main activities. ESN disposes of an important expertise for the SAP package (containing specifications for the car industry).

The Real Software-KPN Joint Venture : a conscious choice

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KPN Telecom ESN is responsible at NedCar for the end-to-end services within the so-called ICT value chain. ESN guarantees an exact link and tuning of all hardware and software within this chain. The service is centralized around the management and the exploitation of the SAP package.

KPN-Telecom ESN is responsible for the entire ICT support of the company processes at NedCar: IT services, Data transport, Data workplace management, Voice workplace management.

Real Software will mainly focus on the development of systems for production planning and logistics. The Group also offers total solutions, in particular for the automotive sector, as well for the car manufacturing companies as for the suppliers:

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- an in-depth knowhow of SAP implementations with car manufacturing companies;
- ReMax –Real Software’s ERP product for suppliers of automotive companies;
- the knowhow of e-technologies and their application in a wide range of products;
- the expertise of company processes, as well back-office as front-office, which has to facilitate in a short term the integration of all internal, external and logistic systems.
- the experience with the development of integrated company information services in manufacturing environments, with a quick information flow from the work floor to the management information system (“from shopfloor to topfloor”).

Through the Joint Venture the complementary partners Real Software and KPN can offer a complete range of products and services to NedCar and the entire automotive market. The combination of their e-Commerce knowledge and experience gives a supplementary dimension to this cooperation.

Note for the editorial staff (not for publication):

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Concerning Real Software NV

Real Software was established in 1986. In 1999, the company recorded consolidated operating revenues of 250.7 million EUR and an operating profit of 34.9 million EUR. The group currently employs a staff of more than 2800. Real Software offers a comprehensive range of software services ranging from the development and implementation of its own products, over tailor-made solutions and consulting (including implementation and sale) for third-party products. The company exports Belgian technology to countries such as the Netherlands, France, Germany, Ireland, Switzerland, the United States and the Far East. Real Software customers include companies such as Du Pont de Nemours, GIB, Océ, Johnson & Johnson, Merck Sharp & Dohme, Biogen, Renault, the Paris Metro, TF1, EDF – Electricité de France, SNCF, the Dutch Post Office, Nedcar, Philips, Shopi, Goodyear, KBC Bank and Fortis Bank.