

## **MindWorks, Inc. Among First U.S. Companies to Implement SAP's New Software-as-a-Service Offering, SAP Business ByDesign**

**Broomfield, Colo., Sept 28, 2007** – MindWorks, Inc., today announced that it will be one of the first companies in the U.S. to implement SAP Business ByDesign, SAP's new on-demand integrated suite aimed at the small and midsize (SME) business market. Designed to boost efficiency and productivity in companies with limited IT resources, SAP Business ByDesign was launched worldwide by SAP on September 19, 2007.

With the new SAP Business ByDesign solution, companies that have not traditionally considered integrated suites or could not afford SAP Business ERP can now enjoy the business-building benefits they provide. SAP Business ByDesign will add another highly effective solution to SAP's SME product portfolio.

MindWorks, a fast-growing IT support company based near Denver, had begun to experience difficulty performing routine business functions and extracting business intelligence from data stored in a collection of disparate and nonintegrated applications – Salesforce.com, Excel, QuickBooks and others – and sought a single streamlined application which could create greater efficiency and visibility into business processes and data.

"Our non-integrated apps were great, but we outgrew them," says Dan McNerney, CEO of MindWorks. "We've seen the good – and the bad – of fast growth. We needed our data to be in one place for many reasons, one of the foremost being that we wanted to extract business information for forecasting and to assist with decisions around hiring and growth."

In addition, manual data entry was stretching the staff and causing challenges around timely billing and reporting.

Working closely with SAP as a partner and early adopter/beta tester, MindWorks implemented several SAP Business ByDesign modules. Among them: an SAP Business ByDesign Human Capital Management (HCM) work center, a time administration module, and a project management application to track the development tasks of developers around the country, part of a new and fast-growing software division.

"SAP Business ByDesign is certain to fuel our company's tremendous growth and provide more efficiency," says Matt Rausenberger, MindWorks COO. "We expect to see reduced expenses, improved productivity, increased competitiveness and better management of our customers' projects. Perhaps best of all, we'll be able to fulfill a long-standing need to get business information into our forecasting and utilization of resources."

MindWorks looks forward to SAP Business ByDesign's flexibility and scalability, hoping it "will change as fast as we do," says Matt Rausenberger.

SAP Business ByDesign is one of the first fully developed Services Oriented Architecture (SOA) products on the market, allowing for fast and easy maintenance and development, residing completely at SAP and accessible via the Internet. Since

SAP Business ByDesign is a fully hosted application, companies don't have to worry about infrastructure costs – no servers or applications to maintain.

Looking into the future, MindWorks intends to convert their CRM and financial applications from SalesForce.com and QuickBooks to SAP Business ByDesign, then add an external project management capability. The company's goal is to eventually migrate all business, planning and operations processes to this fully integrated application.

MindWorks has partnered with SAP since June 2007 as one of a handful of global companies who provided key input on SAP Business ByDesign's development and design.

### **About MindWorks, Inc.**

MindWorks, Inc., an SAP® Services Partner, provides SAP solutions to enterprise and midsize SAP-installed customers, focusing exclusively on SAP consulting, training, software and support. MindWorks was twice named to the *Inc. 500* list of fastest growing private companies (2002, 2003). In 2006 and 2005, MindWorks was named to the Mercury 100 fastest growing private companies list, an honor granted to the rising stars of northern Colorado. MindWorks employs 20, with an additional 40-50 external contractors working on projects at any one time. For more information, please visit [www.mindworks.com](http://www.mindworks.com).

### **About SAP Business ByDesign**

Based on the SAP NetWeaver platform, SAP Business ByDesign is an on-demand solution that offers a full productivity suite designed to help companies that are too small to implement traditional SAP products. This Software-As-A-Service (SaaS) solution is being introduced through a phased launch, and early customers are actively working with the solution. Sixty-five percent of SAP's customers are small and midsize companies.

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