

# Press Release



March 15, 2012 – Company announcement

Press Officer:  
Isabel Braun

## **More focused services portfolio and more employees**

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## **Consist continues to grow**

**The Kiel-based IT company with customers spread throughout Germany increased its sales for 2011 to EUR 21.7 million and expanded its team. The “Mittelstandspreis” (Grand Prix of Small and Medium Business) and the commendation as Top Business Partner confirm the company’s success.**

Kiel – Kiel-based IT company Consist Software Solutions GmbH brought its 2011 financial year to a successful conclusion with consolidated sales of EUR 21.7 million including its subsidiary located in Hamburg, Consist ITU Environmental Software GmbH. As was the case in the previous year, the primary source of revenue was project-related business which comprises fixed-term development and modernization projects. The share of sales revenues related to Managed Services increased markedly during 2011. This further solidified Consist’s stability, as Managed Services comprise long-term maintenance and operational issues. Consist provides support to businesses throughout the entire software life cycle and offers IT services for the specific business processes of its customers.

### **Services portfolio more focused**

“After many successful years, we re-visualized our services portfolio during 2011 and more tightly focused it on the needs of our customers,” states Martin Lochte-Holtgreven, Managing Director of Consist Software Solutions. By doing so, the company placed its strategic positioning as “provider of IT services for your specific business processes” much more visibly in the foreground. Similarly, the fluid transition between the pro-

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A Consist World Group Company

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HRB Kiel No. 3983

Management:  
Daniel Ries  
Martin Lochte-Holtgreven

ject and managed services segments, as well as the connection to the entire software life cycle, may be clearly recognized in the new portfolio presentation. Some concepts were tightened up and new options (Business Process Management und German-speaking nearshoring) were supplemented.

## **Team expanded – plans for additional growth**

Consist significantly expanded its team during 2011. The company added 15 new employees in various departments. As a result, Consist had 115 permanent employees in 2011. For 2012, Consist plans to make additional hires – not only sales specialists but also software developers and architects as well as administrators.

„In addition to specialized training, it is important to us to provide soft skills training for our employees as well. With this in mind, we conducted a stress management seminar for everyone last year. Feedback from our employees was very positive,“ says Martin Lochte-Holtgreven. In addition, the company is investing in a corporate health management program which has been positively received. Through the “Hansefit” program, employees can train at several hundred fitness clubs, indoor and outdoor swimming facilities, participate in courses, take advantage of the saunas, play squash and badminton, go swimming and relax. Consist covers the costs – the employees just have to pay a small share.

## **Commendations underscore success**

### Mittelstandspreis (Grand Prix of Small and Medium Business)

To know how the company is perceived by other organizations is helpful in assessing the business situation. Consist was awarded the “Großer Preis des Mittelstandes” (Grand Prix of Small and Medium Business) in 2011 - a prestigious, nationally-recognized business award. Only com-

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panies that can show outstanding performance in all five competitive criteria can win this prize. They evaluate the company as a whole and simultaneously in terms of its role in society. The criteria include a company's overall development, number of jobs and trainee positions, modernization and innovation, involvement in the region as well as service, close customer relations and marketing.

## Top Business Partner

Consist received the distinction "Top Business Partner" during 2011 and 2012. That puts the company into the top 3% of companies in Germany with a creditworthiness index of 1. This was the result of the Hoppenstedt CreditCheck TopRating.

Hoppenstedt Kreditinformationen GmbH has evaluated 4.7 million German companies in the area of creditworthiness on a scale from 1 to 6 according to the German school grade system, with "1" for a company representing the best possible result.

## **Outlook for 2012**

"We can report lively demand for our IT services for the first two months of 2012 and expect this trend to continue as the year continues to progress," states Consist's Managing Director Martin Lochte-Holtgreven.

This press release contains 4079 characters (including spaces), with an average of 62 characters per line.

You can also find it at [www.consist.de/en/press/](http://www.consist.de/en/press/)

## **More information:**

- About Consist: [www.consist.de](http://www.consist.de)

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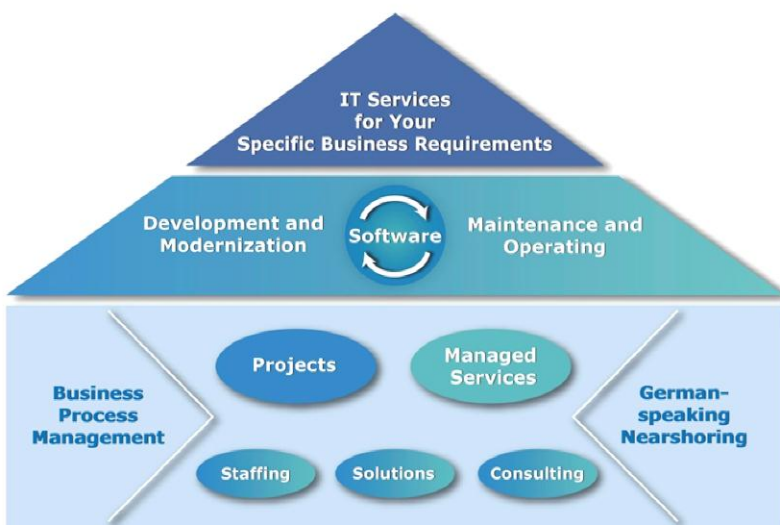
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## Illustrations



*Martin Lochte-Holtgreven, Managing Director of Consist Software Solutions, in front of the company building in Kiel*

*Source: Consist Software Solutions*



*Service portfolio of Consist*

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# Company Portrait

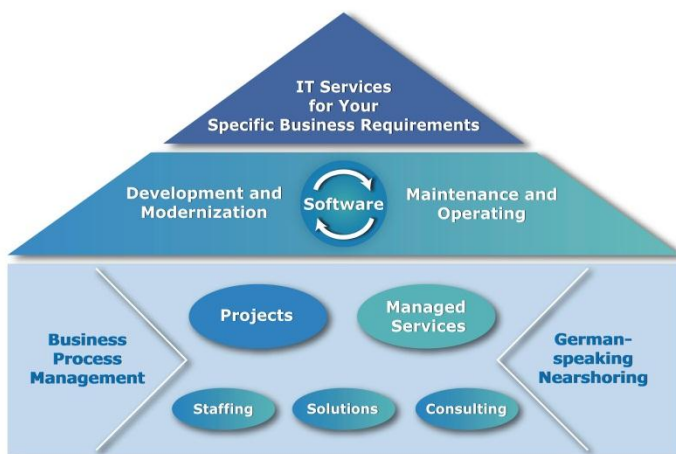
**Consist Software Solutions GmbH provides IT services for your specific business requirements.**

Consist provides IT services throughout the full software lifecycle, from **development to maintenance** and **operation to modernization**.

Literally "*Pushing IT forward!*" Consist's customers ensure their competitive advantage by powerful, flexible IT applications. More than 600 satisfied customers benefit from over 25 years of experience, a wide range of technological know-how, and the expert knowledge of the Consist team in a variety of industries.



## Our service portfolio



Consist offers services

- as temporally defined **Projects** for development and modernization tasks, or
- as very process-supported **Managed Services** for long-term maintenance and operational topics.

Our service formats range from **Staffing** (provision of experts for projects) and **Consulting** to complete **Projects, Services on Demand** and optionally including **German-speaking Nearshoring Services**.

As experts in unified, evolutionary **Business Process Management**, we model and implement custom business processes based on a comprehensive BPM suite. These are complemented by standard **Solutions**.

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## Awards

### **Consist is Top Business Partner**

In 2012 and 2011, Consist was awarded the status as "Top Business Partner" by the Hoppenstedt CreditCheck TopRating. That puts the company into the top 3% of companies in Germany with a creditworthiness index of 1.



### **Consist is a winner of the "Großer Preis des Mittelstandes"**

In 2011, Consist was awarded the "Großer Preis des Mittelstandes" (Grand Prix of Small and Medium Business). This renowned economic prize honors the outstanding performance of medium-sized enterprises.



## Consist at a glance

### **Managing Directors:**

Martin Lochte-Holtgreven, Daniel Ries

### **Year of founding:**

1994 (spin-off of a profit center operating since 1983)  
as MaK DATA SYSTEM

### **Sales:**

21.7 million € (2011)

210 employees

### **Locations:**

Headquarters: Kiel

Offices: Berlin and Rhein-Main (Darmstadt)

### **Affiliated company:**

Consist ITU Environmental Software GmbH (100%)

### **Shareholder:**

Consist Software Solutions Inc. (USA)

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