

Tacton and Intenia Announce Partnership

Tacton has integrated its sales configurator into the Movex Web Shop and now expands the cooperation to include a partnership. Now Intenia can offer its customers a webshop which can handle the sale of products which earlier would have been difficult to make available online. Tacton can demonstrate a complete solution for integrated eCommerce to its customers.

The background to the partnership is that Tacton and Intenia were targeting the same customer group, the manufacturing industry. Tacton's sales configurator supports the sale of products which require expert product knowledge for quote generation and order processing. Intenia's new release of Movex, Movex Collaboration Applications covers among other things, a webshop in which Tacton's configurator can be integrated as a vital building block.

- For Intenia it's important to offer our customers an eCommerce solution that makes it possible to sell complex industrial products online. We estimate that about 60 per cent of those that use Movex today have what are called configurable products, says Magnus Grönvik, Product Manager with Intenia R&D.

On Tacton's side the partnership provides many benefits. Intenia have a strong brand name, an international organization and an attractive customer base. The sales configurator fits in well with Movex and the integration was easy.

- Now together with Intenia we can go to our customers and deliver a solution which makes their marketing and sales processes more efficient. We have already begun making combined customer visits and have noticed a strong interest in the market, says Christer Wallberg, Tacton CEO.

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About Tacton Systems AB

Established in 1998, Tacton Systems is a spin-off of the Swedish Institute of Computer Science, SICS. The company develops, markets and sells its sales configuration software, or ecommerce engine, the Tacton Configurator, as an independent module to sales support and B2B for medium and large corporations. Tacton Systems has offices in Sweden and England. Company revenue for 2000 was 30 million SEK.

Visit Tacton's Web site at www.tacton.com

About Intenia

Intenia is one of the world's leading suppliers of collaboration solutions. Our vision is to become the leading global collaboration solutions vendor by supplying our customers with tomorrow's solutions today. Intenia offers a one-stop shop for all collaboration needs within

produce the highest possible level of customer satisfaction. The Intenia Solution consists of applications covering customer relationship management (CRM), enterprise management (ENM), supply chain management (SCM), business performance measurement (BPM), e-business and value chain collaboration (VCC). Intenia has more than 3,200 employees and serves over 3,400 customers in the manufacturing, maintenance and distribution industries via a global network spanning some 40 countries. Intenia is a public company traded on the Stockholm Stock Exchange (XSSE) under the symbol INT B.

Visit Intenia's Web site at www.intenia.com