



PRESS RELEASE
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Acando takes over the CRM industry solution Financial Services from DATALOG Software

On October 1, 2012, Acando took over the Financial Services CRM (FS CRM) solution from DATALOG Software AG. The product, which is based on Microsoft Dynamics CRM, will be expanded together with Acando CRM for Banking into a comprehensive industry template.

By including FS CRM in the existing portfolio, the business consultancy Acando is systematically expanding its range of services and solutions for financial service providers, thus Acando is supplementing the previous solution CRM for Banking in particular in the asset management area. FS CRM is used by a broad customer base; the standard from Microsoft Dynamics CRM is expanded by these components: Wealth Management, Asset Management, Banking and Alternative Investment.

Acando has committed itself not only to professionally supporting existing customers, but is also responding to the current requirements of the industry by continually developing the solution. Product manager Stefan Merchel, who was instrumental in promoting the solution at DATALOG and is now also working for Acando, sees great potential: "In the new constellation at Acando, we combine specialized knowledge of processes for the financial area with outstanding technological expertise. This way we offer existing and new customers a reliable yet innovative product that copes with industry-specific and technological developments."

By combining the two solutions FS CRM and CRM for Banking, financial service providers are supplied with a wide range of functions based on forward-looking technology. "By taking over FS CRM, we had a unique chance to expand our strategic focus of CRM for financial service providers. We are looking forward to expanding customer service and to promoting the advancement of the product," Dr. Christian Janssen, Client Relationship Manager at Acando GmbH, explains the plans for the near future. "In the process, our priority is on providing customers with comprehensive support and integrating the product completely into our existing portfolio."

Acando is a Microsoft partner with gold competency in the CRM area and has supported a number of financial institutions for years in the management and IT consulting area.



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About Acando

Acando is a consultancy company that in partnership with its clients identifies and implements sustainable business improvements through information enabled by technology. Acando provides a balance of high business value, short project times and low total cost. Acando's annual turnover is about EUR 170 million and the Group employs approximately 1,100 professionals in five European countries.

Acando is listed at NASDAQ OMX Nordic. Acando's corporate culture is based on three core values: Team spirit, Passion and Results.

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