

PRESS RELEASE

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Knack Systems enters into an exclusive strategic partnership with In Mind Computing for North America

Knack Systems, a premium SAP solutions and services provider, based in Woodbridge, New Jersey and In Mind Computing, a cloud company based in Leipzig, Germany and Singapore and, have announced an exclusive partnership to sell and implement In Mind's Insight Selling Suite solution in North America.

Insight Selling Suite is In Mind's premium B2B CRM Sales and CPQ (Configure, Price, Quote) solution. In manufacturing companies across various industries the sales teams are still using paper catalogs and spreadsheets to create quotes and sales orders, which is a manual and slow process and are prone to errors. Insight Selling Suite is built on SAP HANA Cloud Platform and provides a seamless integration into the SAP Business Suite.

The Insight Selling Suite offers manufacturers' sales teams an easy way to efficiently configure, price, quote and order simple and complex products and complete solutions, thereby resulting in shorter sales cycle and increasing revenues and profitability.



As a part of this exclusive strategic partnership, Knack Systems will maintain a strong team of Solution Specialists, Pre-Sales, Sales and Solution delivery consultants as well as a center of excellence to showcase, sell and implement the Insight Selling Suite cloud solution in North America in close collaboration with In Mind Computing. Dr. Christian Cuske, CEO of In Mind Computing AG said "We are happy to collaborate with the highly experienced and capable team of Knack Systems and look forward to jointly serving our customers on both sides of the Atlantic Ocean with their help."

Customers in North America will benefit from Knack Systems' local presence in the region and over 15 years of experience in automating and streamlining sales, service and marketing processes leveraging SAP ERP, On Premise SAP CRM, SAP Cloud for Customer and mobility solutions. In speaking about this partnership, Sandeep Arora, COO of Knack Systems said "I believe Insight Selling Suite meets a currently unfulfilled need for companies that have deployed SAP ERP and are looking for a CRM solution with CPQ capabilities for their B2B sales reps. Implementation of CRM solutions is one of the key focus areas for our organization and Insight Selling Suite is a natural choice for us to include in our solution offerings. We have been engaged with In Mind Computing at some of our customers and this partnership further strengthens our relationship and commitment to this solution."

About Knack Systems LLC.

Incorporated in US in 1998, Knack Systems, is a premium SAP consulting partner and a VAR, dedicated to optimization of sales, service and marketing processes of its customers by leveraging SAP Cloud for Customer, HANA Cloud Platform (HCP), Hybris, SAP ERP, SAP CRM, mobility and SAP BI solutions. It is headquartered in Woodbridge, US with multiple sales offices in the US, UAE and global delivery centers in India. Learn more about Knack Systems at www.knacksystems.com

About In Mind Computing AG.

In Mind Computing AG is uniquely positioned in the market with their Insight Selling Suite which is a certified HANA cloud application. It is an SAP cloud solution partner with more than 10 years of experience and has offices in Germany and Singapore. Learn more about In Mind Computing at www.inmindcomputing.com

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