

SEEBURGER Continues Gains in U.S. with 60% Growth in 2007

Global B2B Integration Firm Strengthens U.S. Footprint with Major New Adoptions

ATLANTA (February 19, 2008) --- SEEBURGER Inc. today announced a 60% rise in North American revenues for its business-to-business integration solutions in 2007, continuing steady growth in the U.S. market that leverages the company's 21 years of experience with more than 7,000 customers in over 50 countries. SEEBURGER's highly scalable B2B platform simplifies the process of automating supply chain relationships, integrating internal applications and performing associated tasks such as business activity monitoring, enabling the largest and most advanced EDI and B2B implementations in the world.

New customers added in 2007 included Netflix in the entertainment industry; Cephalon in the pharmaceutical sector; Oncology Therapeutics Network in healthcare; Kimball Electronics and Southco in industrial manufacturing; Insight Enterprises in the high-tech sector; Magna, Consolidated Metco, CalsonicKansei and L&L Products in the automotive sector; and others. As in the past, SEEBURGER frequently replaced outdated or unreliable technology from incumbent vendors.

Customers selected SEEBURGER's Business Integration Server (BIS) and related solutions over competitive B2B gateway offerings because of factors including the ability of the SEEBURGER platform to support all global EDI standards and communication protocols, its tight integration with SAP and other major ERP systems, and the innovative suite of solutions that SEEBURGER offers for connecting smaller business partners.

Other SEEBURGER milestones in the U.S. during the year included:

- **A Progressive Manufacturing 50 award** from Managing Automation magazine for an advanced SEEBURGER-powered EDI implementation at Hyundai Motor Manufacturing Alabama, including a Hub & Spoke installation that brought key suppliers online without expensive EDI deployments.
- **Release of the first Federal Information Processing Standard (FIPS)-compliant SFTP adapter** that runs in the SAP NetWeaver® Exchange Infrastructure (SAP NetWeaver XI) framework as well as in conjunction with SEEBURGER's standalone BIS. The Secure File Transfer Protocol (SFTP) is a more secure alternative to FTP and FTP/s. Compliance with the FIPS 140-2 government computer security standard enables the adapter to be used by U.S. federal agencies and their contractors.
- **Introduction of new Web-based utilities** that work with SEEBURGER BIS to reduce B2B/EDI-related paperwork and help administrators keep goods and payments flowing smoothly. Accessible through an online portal, these tools include BIS: Insight, a supply chain event management suite that provides complete visibility into B2B and EDI transactions, events and exceptions.
- **Recertification of its AS2 adapter** under the Drummond Certified™ AS2-3Q07 interoperability testing program. SEEBURGER offers a Drummond-certified AS2 solution that has also received SAP's "Powered by NetWeaver" certification and

was the first B2B/EDI vendor to support the now-widely adopted AS2 communication protocol for securely transferring data over the Internet without incurring Value-Added Network (VAN) fees.

Also in 2007, SEEBURGER forged a series of new partnerships that promise to further expand the company's footprint in North America. These include:

- **Reseller relationships** with MSS Technologies, MCAConnect and Atos Origin in the U.S. as well as B2B Consulting in Mexico. These relationships give SEEBURGER access to enterprises utilizing the Oracle, IFS and Microsoft Axapta ERP platforms as well as Atos Origin's automotive accounting offerings.
- **An OEM relationship with VTEC Group**, a Mexican-based firm that has introduced an all-in-one SAP-certified ERP solution for the Tier 2 automotive market that incorporates SEEBURGER's technology to provide EDI functionality. VTEC's solution is also being resold in the U.S. by VSS.
- **Referral relationships** with Avatar Partners, a specialty consulting group with an existing B2B practice; Lawson Software, a software and solution provider focused on the SMB market; and ProSoft Cyberworld Group and Smartsoft International, both SAP delivery partners.
- **Expanded relationships with SAP, Oracle, Accenture and CapGemini**, which helped contribute to SEEBURGER's growth in 2007.

"SEEBURGER has been increasing market share in North America, earning high marks from industry analysts, and displacing competitors ever since arriving in the U.S. a decade ago. That trend clearly continued in 2007," said Bill Reeves, Vice President of Strategy and Marketing, SEEBURGER Inc. "Our ability to secure contracts with some of the best-known brands in the world — including many that we can't disclose publicly — demonstrates the strength of our technology and breadth of our solution set for companies of all sizes and IT infrastructures."

About SEEBURGER

SEEBURGER is a leading provider of global business integration solutions designed to optimize transactions throughout the extended enterprise by automating trading relationships with all partners regardless of their size and technical resources. Launched in 1986 to provide integration solutions to the automotive industry in Germany, the company today is ranked among the top business-to-business gateway providers by top industry analysts, and serves more than 7,000 customers in more than 50 countries and more than 15 industries through its flagship B2B Gateway and related products and services. SEEBURGER has global offices in Europe, Asia Pacific and North America, including a U.S. office that opened in 1998. For more information, visit www.SEEBURGER.com

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