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## Avanade to acquire Alnamic AG, a recognized leader in industry solutions based on Microsoft Dynamics 365 and AX in Germany

### ***Acquisition combines Alnamic's specialism in manufacturing, wholesale and distribution with Avanade's deep expertise across business solutions in the Microsoft ecosystem***

SEATTLE/NEUSS, GERMANY, 23 September 2019 Avanade, the leading digital innovator on the Microsoft ecosystem, today announced that it has agreed to acquire Alnamic AG, a recognized leader in industry specific solutions based on Microsoft Dynamics 365 and AX in Germany. Headquartered near Dusseldorf in Neuss, Germany, with a presence near Stuttgart, Alnamic specializes in Microsoft technology solutions in the manufacturing, IoT, wholesale and distribution sectors.

Alnamic's employees will join Avanade to offer German businesses a wide portfolio of tailored end-to-end Microsoft-based business transformation solutions, including cloud and artificial intelligence services. Through this deal Avanade will also strengthen its footprint in the region, specifically within the manufacturing and wholesale sectors.

"Alnamic has a strong reputation as a premier client partner and a track record of success, especially in IoT and customized Dynamics 365-based technology solutions for the manufacturing, distribution and wholesale sectors," said Robert Goegele, Avanade general manager for the Austria, Switzerland and Germany region. "Together Avanade and Alnamic will provide a solid footprint in Germany."

"Our integration with Avanade will allow us to offer our clients a complete, proven portfolio of business transformation solutions and to benefit from Avanade's close relationship with Microsoft and its innovation teams. As business solutions increasingly leverage cloud and artificial intelligence technology and require advanced security expertise, it was vital for us to find a partner with a global, market leading capability in all areas." said Thomas Muller, Alnamic CEO. "In Avanade, we have found a partner who values its relationships with clients and the focus on our people as much as we do."

The financial terms of the transaction are not being disclosed. The acquisition is subject to closing conditions and regulatory approvals.

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### **About Avanade**

Avanade is the leading provider of innovative digital and cloud services, business solutions and design-led experiences on the Microsoft ecosystem. Our professionals bring bold, fresh thinking combined with technology, business and industry expertise to help make a human impact on our clients, their customers and their employees. We are the power behind the Accenture Microsoft Business Group, helping companies to engage customers, empower employees, optimize operations and transform products,

leveraging the Microsoft platform. Avanade has 36,000 professionals in 25 countries, bringing clients our best thinking through a collaborative culture that honors diversity and reflects the communities in which we operate. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at [www.avanade.com](http://www.avanade.com).

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#### **Forward-Looking Statements**

Except for the historical information and discussions contained herein, statements in this news release may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "may," "will," "should," "likely," "anticipates," "expects," "intends," "plans," "projects," "believes," "estimates," "positioned," "outlook" and similar expressions are used to identify these forward-looking statements. These statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those expressed or implied. These include, without limitation, risks that: Avanade and Alnamic will not be able to close the transaction in the time period anticipated, or at all, which is dependent on the parties' ability to satisfy certain closing conditions; the transaction might not achieve the anticipated benefits for Avanade; Avanade's results of operations could be adversely affected by volatile, negative or uncertain economic and political conditions and the effects of these conditions on the company's clients' businesses and levels of business activity; Avanade's business depends on generating and maintaining ongoing, profitable client demand for the company's services and solutions including through the adaptation and expansion of its services and solutions in response to ongoing changes in technology and offerings, and a significant reduction in such demand or an inability to respond to the changing technological environment could materially affect the company's results of operations; if Avanade is unable to keep its supply of skills and resources in balance with client demand around the world and attract and retain professionals with strong leadership skills, the company's business, the utilization rate of the company's professionals and the company's results of operations may be materially adversely affected; Avanade could face legal, reputational and financial risks if the company fails to protect client and/or company data from security breaches or cyberattacks; the markets in which Avanade operates are highly competitive, and Avanade might not be able to compete effectively; changes in Avanade's level of taxes, as well as audits, investigations and tax proceedings, or changes in tax laws or in their interpretation or enforcement, could have a material adverse effect on the company's effective tax rate, results of operations, cash flows and financial condition; Avanade's profitability could materially suffer if the company is unable to obtain favorable pricing for its services and solutions, if the company is unable to remain competitive, if its cost-management strategies are unsuccessful or if it experiences delivery inefficiencies; Avanade's results of operations could be materially adversely affected by fluctuations in foreign currency exchange rates; as a result of Avanade's geographically diverse operations and its growth strategy to continue geographic expansion, the company is more susceptible to certain risks; Avanade's business could be materially adversely affected if the company incurs legal liability; if Avanade is unable to manage the organizational challenges associated with its size, the company might be unable to achieve its business objectives; if Avanade does not successfully manage and develop its relationships with key alliance partners or fails to anticipate and establish new alliances in new technologies, the company's results of operations could be adversely affected; Avanade's ability to attract and retain business and employees may depend on its reputation in the marketplace; Avanade might not be successful at acquiring, investing in or integrating businesses, entering into joint ventures or divesting businesses; and if Avanade is unable to protect its intellectual property rights or if Avanade's services or solutions infringe upon the intellectual property rights of others or the company loses its ability to utilize the intellectual property of others, its business could be adversely affected. Statements in this news release speak only as of the date they were made, and Avanade undertakes no duty to update any forward-looking statements made in this news release or to conform such statements to actual results or changes in Avanade's expectations.