

# Cegid partners with SCC



*Outsourcing of hardware installation and maintenance services*

*Sale of specialized hardware direct sales business and related services*

## **Cegid continues to focus on its core business of Developer/Host of business management software for companies and corporate families, while maintaining a comprehensive product line.**

Cegid and SCC, an IT infrastructure services company, have signed an agreement in principle under which Cegid will outsource its hardware installation and maintenance activities to SCC and sell its specialized hardware direct sales business and related services to SCC. Previously, these businesses were part of the scope of the former Cegid SA.

The agreement is to be finalized at the end of the first quarter of 2007. The transaction will reduce Cegid's fixed costs, principally because around 120 Cegid Group employees will move to SCC. The greater flexibility in expenses that will result and the costs of purchasing the now-outsourced services will have a positive impact from 2008 on profit from ordinary activities. Similarly,

the divestment of the specialized hardware direct sales business and related services will have an impact on the top line (2006 sales: €4.9 million).

This transaction will enable Cegid to focus on its Developer/Host strategy, even while maintaining a comprehensive line of products and services. This is because Cegid plans to continue offering infrastructure services, ranging from workstations to central systems, to clients who use its software. From now on these services will be deployed by one of the top ten providers of IT infrastructure services in France. This specialized company is also a major European player in technology services and solutions.

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