

PRESS RELEASE

msg establishes new business unit for unified communications and collaboration

The new unit, msg communications GmbH, offers manufacturer-independent, holistic consulting, solution development and realization

Munich, Wednesday, June 26, 2018. The msg group, which specializes in IT consulting and solutions, expanded its business on March 1, 2018 to include a new unit – msg communications GmbH. Offering a full service portfolio in the field of unified communications and collaboration (UCC), the new unit is designed to serve larger mid-sized to large customers, as well as major companies from a variety of industries in the German speaking region. Their offerings range from strategic consulting & planning and topic-specific solution selection to the realization thereof.

A new unit for digital transformation

msg communications GmbH's expertise makes it a further building block in the msg group's focus on helping their customers master digitalization. The new unit's portfolio includes process and solution design, RFP guidance and execution, project management, mobile management, the expert sale of carrier solutions and much more. The new business unit enjoys sales and consulting partnerships with well-known telecommunications providers. As a result, they can use bundled channels to offer their customers different communication products (data networks, UCC platforms, mobile contracts) and assist them with selection and implementation. The focus in doing so is on the customer, around whose needs the solutions are designed, independent of the manufacturer.

Creating clarity with transparent offers

"The creation of msg communications GmbH takes us a step closer to meeting the growing need mid-sized companies and major companies have for independent consulting when planning and implementing new telecommunications and collaboration solutions. After all, it is almost impossible to keep track of all the offers available on the market," says Hans Zehetmaier, CEO of msg systems AG, the core of the msg group. Bernhard Allwang, Managing Director of msg communications GmbH adds, "Many telecommunications providers only sell customers products and cloud services they have pre-selected. That creates dependencies that are accompanied by unexpected aspects such as nontransparent accounting models, for example. We want to use our

new consulting portfolio to create clarity for our customers.” The other managing director of msg communications GmbH is Christian Boellert. He is also on the board of directors of msg services ag, a member of the msg group with which the new UCC unit will work closely together.

The msg group continues its growth trend

The founding of msg communications GmbH emphasizes msg's growth trend. As the company recently announced, it achieved revenue of 891 million euro in 2017, an increase of about 10 percent compared to the previous year (812 million euro). That continues msg's constant growth since being founded in 1980. The success curve will rise in 2018 as well, as the company aims for above-average growth in excess of 10 percent.

msg

msg is an independent, international group of companies with more than 7,000 employees around the world. The group of companies offers a holistic service spectrum of creative, strategic consulting and intelligent, sustainable and value-added IT solutions for the following industries: automotive, financial services, food, insurance, life science & healthcare, public sector, telecommunications, travel & logistics, as well as utilities, and has acquired an excellent reputation as an industry specialist during its more than 35 years in business.

Within the group, independent companies cover the wide variety of industry and issue-based competence: msg systems ag forms the core of the company group and works in close cooperation with the subsidiaries, both on a business and organizational level. This allows the competence, experience and know-how of all the members to be bundled into a holistic solution portfolio with measurable added value for its customers.

msg holds seventh place in the ranking of IT consulting and system integration companies in Germany.

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