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**P R E S S   R E L E A S E**

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## **International Collaboration of INTRACOM IT SERVICES and IBM**

**Peania, 07 December 2009** - INTRACOM IT Services Group has entered into an international collaboration agreement (Industry Relationship Teaming Agreement) with IBM Corporation in order to jointly develop and offer complete range of state-of-the-art solutions to customs authorities in the EU as well as other selected countries worldwide.

The collaboration aims at the development and offering of complete and competitive solutions to cover the needs of customs authorities worldwide at regulatory, technological and operational level. This agreement results from the established successful relevant collaboration between the two companies and builds on their extensive experience and specialized know-how in the customs arena, as well as on their existing solutions and products.

INTRACOM IT Services Group is very actively involved in the customs arena through its companies Intrasoft International, INTRACOM IT Services Denmark and INTRACOM IT Services and has implemented many relevant projects.

Indicatively, during the last decade, the Group has undertaken the implementation of the National Customs IT systems ICIS and ICISNet (1998 and 2007 respectively), which covered all operational procedures, and also participates in a relevant project for the Holland customs authority in collaboration with IBM. It has implemented New Computerised Transit System (NCTS) for the majority of the 27 EU countries, as well as of the Excise Movement Control Systems (EMCS) for goods traveling between the Member States under duty suspension. Additionally, the Group offers the complete solution X-eyes (monitoring intra-community movements of Excise goods traveling under duty-suspension arrangements), which has been developed with IBM, installed in seven (7) countries to date. Furthermore, the Group has implemented risk management projects for customs authorities in more than fifteen (15) countries worldwide. Finally, as part of the eCustoms multi-annual strategic plan (MASP), the Group is participating in the activities for the development of the new eCustoms systems in the EU.

Based on this experience, the INTRACOM IT Services Group has an established leading position regarding customs systems in the EU, and future plans include Asia, Latin America and Africa markets, where the demand for state-of-the-art customs systems is expected to follow the trend of EU.



Mr. Nikolaos Labroukos, dep. Group CEO, comments: "This collaboration confirms and enhances the significant know-how and leading position of INTRACOM IT Services Group regarding specialized solutions and services in the customs arena. Furthermore, as all international collaborations of the Group, it reinforces our presence and activity worldwide. Entering into similar international collaborations in our areas of specialization is part of our international development strategy."

### **About INTRACOM IT SERVICES Group**

The INTRACOM IT Services Group belongs to INTRACOM Holdings and is the largest Greek IT Solutions and Services Group. It has remarkably extended international presence and its international activities contribute 65% to its total income. It employs 1.600 people, of whom 55% work outside Greece. More than 500 organizations (agencies of the European Union, national governments, public bodies, banks, telecommunication organizations, businesses) in 55 countries worldwide have chosen the Group's services and solutions. The dynamically developing companies of the Group INTRACOM IT Services (parent company), Intrasoft International, INTRACOM IT Services Middle East & Africa, and INTRACOM IT Services Denmark enjoy a dominant position in the markets where they are active, and they are distinguished by the quality of their service provision. IDC systematically lists INTRACOM IT Services as the leading provider of IT solutions and services in Greece.