

## **B4 Consulting To Resell SAP® Common Area Maintenance Expense Recovery Application**

*Fully Integrated Add-on Solution for SAP Commercial Real Estate Management  
Optimizes Property Portfolio Management*

**Waltham, MA — October 31, 2011--** [B4 Consulting](#)®, helping companies grow with SAP® software, services and support, today announced it will resell the new SAP Common Area Maintenance Expense Recovery (SAP CAM Expense Recovery) application, which integrates with the SAP Commercial Real Estate Management application. Optimizing property portfolio management and investments, SAP CAM Expense Recovery enables timely calculation of common area expenses and correct pass-through charges to tenants. B4 Consulting is the first partner to participate in the SAP Ramp-Up program in North America to resell and implement the expense recovery application.

“Our Real Estate practice team has worked closely with SAP in ramping-up the new expense recovery application, which addresses expense recovery for our corporate and commercial real estate clients,” said Klaus Schottenhamel, president and CEO of B4 Consulting. “[SAP CAM Expense Recovery](#) enriches SAP Commercial Real Estate Management with new levels of portfolio transparency that drive increased profitability for our customers. B4 is honored to be the first partner to participate in the ramp-up program for the expense recovery application and happy to report we have already demonstrated the solution’s market adoption with our customer base.”

“B4 Consulting is instrumental in helping us realize a single, integrated real estate platform based on SAP solutions,” said Michael Waters, president of The Minto Group. “We can rely on the B4 team’s industry expertise and SAP CAM Expense Recovery-specific know-how to accelerate the implementation and time-to-value of our implementation of the expense recovery application.”

**Automated Expense Recovery**

The SAP CAM Expense Recovery application gives landlords an automated and efficient way to accurately charge tenants for common area and metered expenses such as electric, water and gas consumption. It is a seamless add-on to the SAP Commercial Real Estate Management application and other SAP enterprise resource planning solutions. Supporting numerous expense types per site and a variety of recovery-settlement calculation methods, SAP CAM Expense Recovery requires no special interfaces and easily integrates with a customer's implementation of the SAP ERP Financials solutions, helping ensure consistent calculations, postings and invoicing.

“With the new SAP CAM Expense Recovery application, SAP offers an end-to-end real estate solution for all real estate management needs – for use by all involved in the real estate lifecycle,” said Jay Irwin, industry principal, Real Estate and Construction, SAP. “The experience gained by working with B4 Consulting and Minto during ramp-up delivery of this full lifecycle real estate management solution will translate into powerful benefits for other real estate companies. Teaming with our partner ecosystem, including B4 Consulting, we can enable additional real estate customers to run better with SAP offerings.”

Available from B4 Consulting, SAP CAM Expense Recovery is part of the SAP Ramp-Up program, which gives select customers early-adopter status for fully-tested and market-ready SAP software solutions.

#### **About B4 Consulting, Inc.**

An SAP gold channel partner, B4 Consulting integrates business processes and technologies globally for customers who want to grow their businesses using SAP solutions. B4 Consulting is authorized to resell and implement the entire SAP portfolio for the mid-market throughout North America and helps large enterprises accelerate the time-to-value of SAP Business Suite solutions. Advancing SAP Best Practices, B4 Consulting focuses on engineering, construction, real estate, heavy equipment dealers, field services, and professional services industries. [www.b4-consulting.com](http://www.b4-consulting.com).

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Commission ("SEC"), including SAP's most recent Annual Report on Form 20-F filed with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.