



**BRAIN FORCE**  
SOFTWARE

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Quarterly Report 03/2002

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## Segment report at September 30, 2002

+++ Brain Force Software Group +++ Brain Force Software Group +++ Brain Force Software Group +++

	Professional Services	Innovative Network Appliance	Group costs	Total
	EUR	EUR	EUR	EUR
Net sales (consolidated)	44.184.231,21	61.660,00	0,00	44.245.891,21
Operating result	2.026.981,99	-626.059,97	-1.582.852,85	-181.930,83
Financial result				-105.731,02
Loss / profit before tax				-287.661,85
Income taxes				-115.788,51
Net loss / profit for the period				-403.450,36
Total assets	21.524.944,39	682.646,35	2.301.320,27	24.508.911,01
Borrowings	13.824.470,81	354.678,72	447.090,69	14.626.240,22
Additions to non-current assets	212.807,11	335.632,17	0,00	548.439,28
Depreciation and amortisation	1.245.726,73	62.497,30	0,00	1.308.224,03

Earnings per share in EUR -0,12

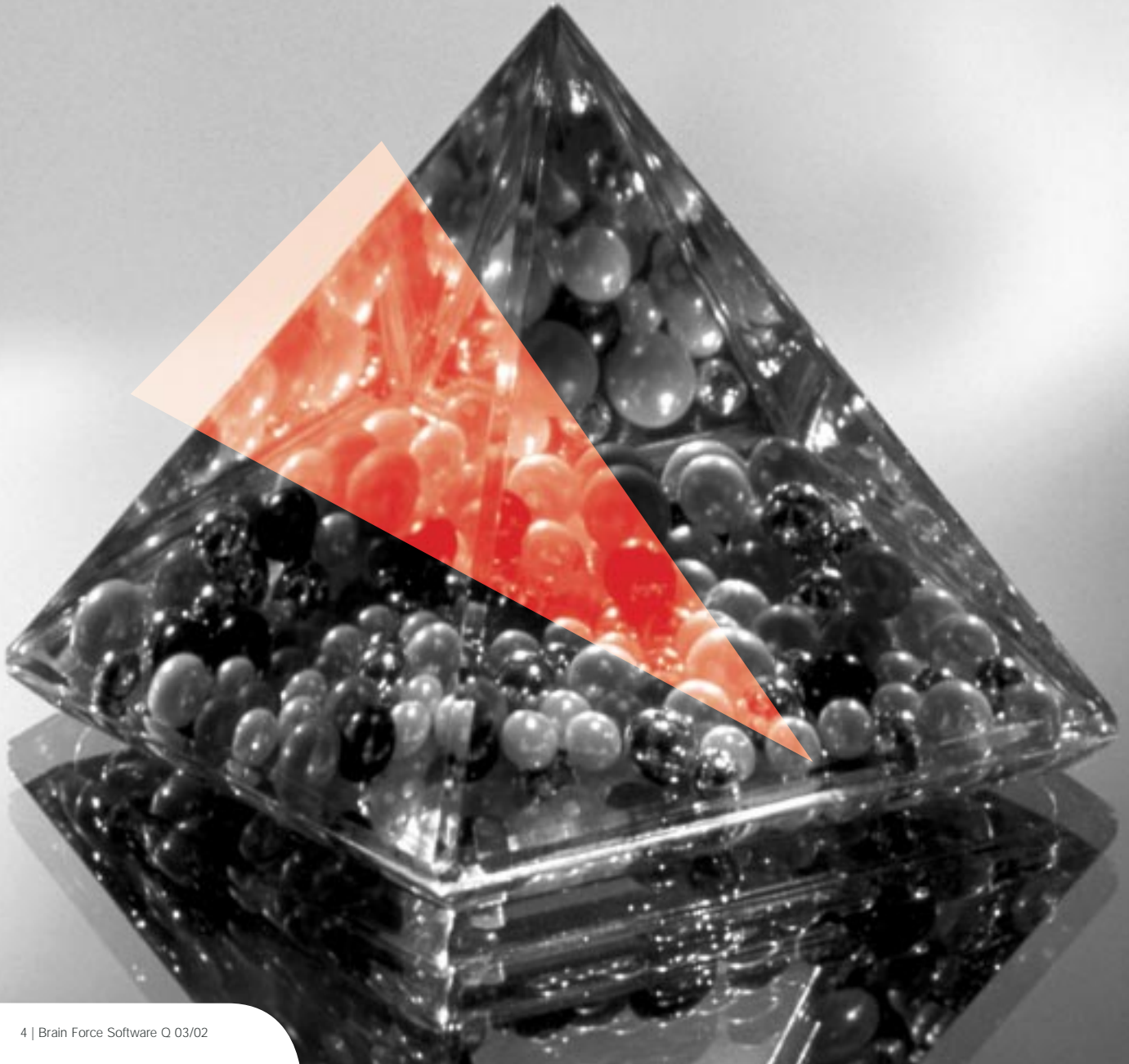
## Quarterly Report 03/2002

+++ in compliance with IAS +++ in compliance with IAS +++ in compliance with IAS +++

### BRAIN FORCE SOFTWARE AG

We are pleased to present you with our current quarterly report 03/2002.  
We thank you for your trust and your interest.





### **Economic framework conditions**

On account of the worldwide economic lull and the slide in share prices, the mood has become even gloomier. Although economic conditions have in fact improved, pessimism is at present much in evidence. Rising unemployment, the disastrous floods in Europe and the threat of a war in Iraq have affected the economic climate during the last quarter.

The floods resulted in economic damage in excess of EUR 15 billion. Small and medium-sized businesses bore the brunt, along with the major insurance companies. Many firms are facing ruin. State aid failed to reach thousands of businesses, placing an extra burden on a banking and finance sector already struggling to cope with massive valuation adjustments. The tax reductions already announced and firmly scheduled were forced to be delayed. This in turn hampered private consumption – one of the main drivers of an upswing – as well as the large corporations which had been expected to boost the economy through investments in the wake of such fiscal relief.

At the present time, the main factor contributing to insecurity and the greatest hazard to the global economy is the threat of military intervention in Iraq. If there should be a war, the result could be a double depression. A military attack would drive up oil prices, which could potentially affect trade to such an extent that the global economy would plunge back into recession. Even now, the prospect of an armed conflict is adversely affecting economic activity. Take away the threat of war and today's oil price would be low enough to bring about the economic upswing so fervently hoped for during the second half of the year.

### **Business activity**

A reluctance to invest on the part of IT decision makers – resulting from the economic framework conditions – was once again apparent in the third quarter. Companies remain unsure as to whether the crisis has finally been surmounted. Customers would rather wait until they see a significant improvement in their business results sustained over consecutive quarters before once again raising their expenditure on IT acquisitions. As a consequence, there is greater monitoring of IT costs than before: even budgets that have been approved are not being fully expended.

## Quarterly Report 03/2002

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Right from the start of the year, we were prepared for a situation of economic stagnation. It was necessary to adjust our costs tangent to market conditions and to increase our competitiveness. At the same time, it was hoped that improvements to margins would secure an increase in profitability in spite of stagnating – and to some extent falling – sales.

Now we can see that the comprehensive package of measures introduced by the Executive Board has been an effective antidote to the inert and worsening market developments: it has turned Brain Force Software back into a flexible, creative and profitable company. The decisive factor here was the successful positioning in new market segments of the revised and much expanded range of products and services in spite of massive savings initiatives.

In Austria, we succeeded in greatly improving our market position in the field of telecommunications and with the public authorities. Growth in Germany was achieved with industrial customers in the technology and telecommunications sectors. The customer segment of midmarket companies displayed the strongest growth potential in Italy.

We also witnessed the first positive results in the business area of INA (Innovative Network Appliance). The first test installations, carried out at customer companies of our sales partners, proved successful and resulted in orders. In addition, we pushed ahead with expansion of the indirect distribution lane by means of an international network of sales partners and distributors. A subsidiary in the vicinity of London with a head office in Cambridge was founded to support our sales partners in the United Kingdom and Scandinavia.

### Orders situation

The order balance stood at EUR 13.36 million as of key date 30.09.2002. The current order balance of written contracts submitted and signed by both parties reflects the fact that our customers are only placing orders for next year after completing their own budgets. This explains why, when comparing the individual quarters of the year, orders on hand are traditionally at their lowest level at the end of the third quarter. Needless to say, the perceptible reluctance of customers to commit to IT investment also forms part of the picture. Despite this, orders on hand three months before the end of the year stand at broadly the same high level as for 31.03.2002, and remain 41.81 percent above the value for 31.12.2001.

### Sales and revenue situation

Total turnover for the first three quarters stands at EUR 44.25 million following sales of EUR 14.49 million for the third quarter and a slight increase over the second quarter. With an EBIT of TEUR 80 in the third quarter, we succeeded in recording a positive result and a clear increase of almost EUR 11 million in comparison with third quarter 2001, contrary to the trend across the sector. During the comparable quarter last year, the EBIT was clearly in the red at EUR -10.83 million. The EBITDA of TEUR 515 in quarter three was TEUR 932 above the same figure for the third quarter of last year. In comparison with the second quarter of the current fiscal year, we managed to raise the EBIT by TEUR 477 and the EBITDA by TEUR 473.



## Quarterly Report 03/2002

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A 98 percent increase in the EBIT from EUR -9.20 million to TEUR -182 was achieved, even though sales fell by 10.4 percent during the first three quarters in comparison with the previous year. At EUR 1.13 million, the EBITDA for the first nine months displayed a clearly positive value. The EBITA was also firmly in the positive area at TEUR 657.

The companies in Germany made by far the largest contribution to group turnover with 38.6 percent. TEMA Studio di Informatica in Italy, with a turnover share of 28.2 percent, was marginally ahead of the Austrian company, which recorded a proportion of 26.3 percent of group turnover. Special mention must be made of the outstanding result for TEMA Studio di Informatica S.p.A. in Italy, which, with an EBIT of TEUR 919, once again emerged on top in the group comparison for the first three quarters of the current fiscal year.

### **Research and development**

The research and development activities of the Brain Force Software Group are concentrated within one4net GmbH, based at Unterschleißheim, Germany.

### **Product and procedural innovations**

Most of the work in the third quarter centred on version 2.1 of the B-100 Load Balancer. The B-100 has now evolved into a genuine Layer 7 Content Switch with the functionality of URL rule based persistency. This means that application-specific rules such as "pattern matching", "regular expressions" and exclusion rules can be defined.

Another new function is "port following". This means that e-commerce applications always requiring the same real server when using different services (e.g. http / https) are now supported.

High-availability functionality has been expanded to include the feature "stateful fail over" for TCP connections. This now guarantees an interruption-free transfer of all active connections. It is also possible now to use version 2.1 of the B-100 in VLANs. In addition, it now supports GigaBit Performance, thereby meeting the continually rising demands on server farms. Further improvements have also been made to the management of the B-100. For example, shutdowns for real servers and virtual services are now possible without adversely affecting the quality of services in the company.

Porting on the SUN Cobalt platform has increased the market potential of the B-100 still further. Moreover, the development team have now responded to an urgent request from our sales partners by making available a platform-independent test and demonstration version on CD-ROM.

### Human Resources

Within the framework of planned rationalisation and cost optimisation measures, the personnel level was reduced by a further 4.6 percent in comparison with key date 30.06.2002; it now stands at 726 employees. Almost all international subsidiaries were affected by these latest cuts. The only country where there was a slight upward trend in the third quarter was Germany.

The reduction in personnel compared with key date 31.12.2001 now amounts to 11.8 percent. Since the start of the year, 97 jobs were lost within the group. The worst affected company was that in Austria, with 31 jobs cut. The figures for Germany, Switzerland and Italy came to 29, 19 and 16 job reductions respectively. Two jobs were affected by the cutbacks in the Netherlands.

## Quarterly Report 03/2002

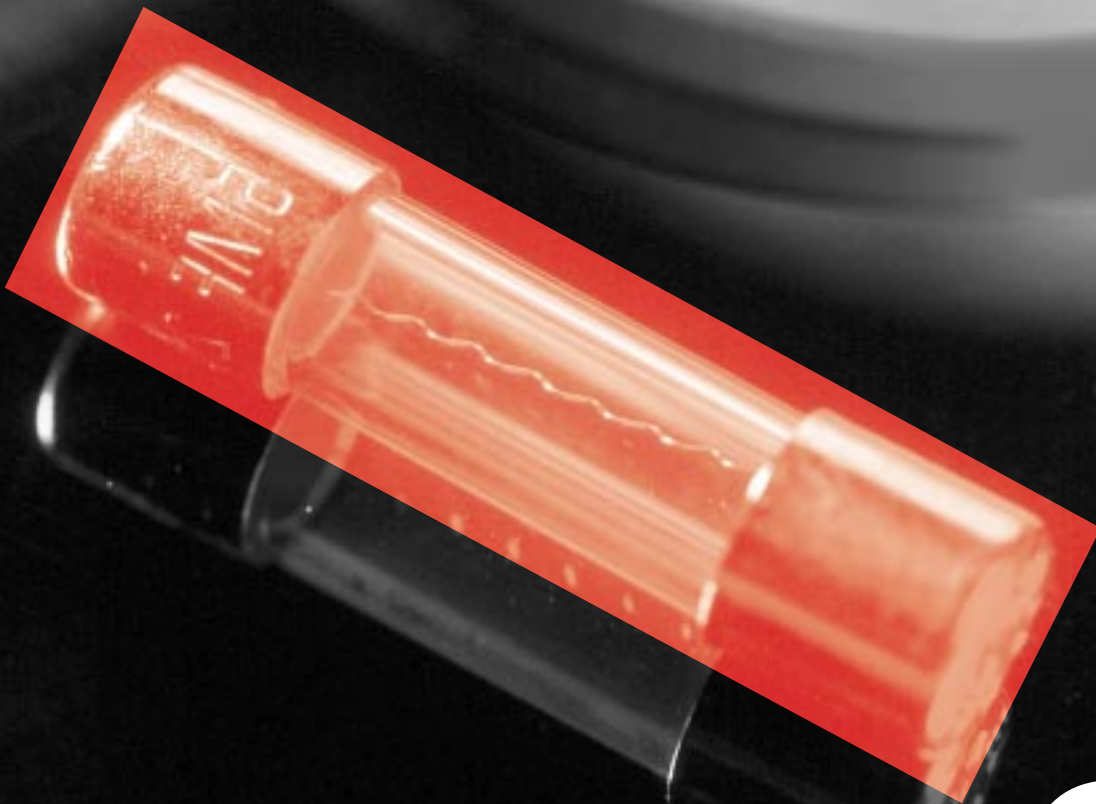
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### Anticipated developments

In the fourth quarter of the current year, the economic engine has once again failed to start. The economy in the US remains stagnant. In Europe, economic forecasts continue to be revised downwards. Even the Stability Pact has been thrown into doubt recently, with calls for its criteria to be watered down. The crisis that has hit almost all of the big banks in Germany is casting a dark shadow and underpinning the general mood of insecurity. For this reason, we are expecting extremely tough general economic conditions for the whole of next year.

Our business planning has taken account of these developments. We will continue to work hard to improve the margins and minimise our costs in order to create the best possible conditions for a successful fight for survival amidst contracting markets.





## Consolidated balance sheet at September 30, 2002

+++ Assets +++ Assets +++ Assets +++ Assets +++ Assets +++

Assets	Nine months report 01.01.2002 - 30.09.2002 EUR	Annual report 01.01.2001 – 31.12.2001 EUR
<b>Current assets</b>		
Cash and cash equivalents	2.149.199,20	2.713.827,17
Trade receivables	13.587.859,25	14.701.758,21
Inventories	16.823,33	0,00
Other receivables and other assets	928.159,47	1.273.870,70
<b>Total current assets</b>	<b>16.682.041,25</b>	<b>18.689.456,08</b>
<b>Non-current assets</b>		
Property, plant and equipment	1.362.106,43	1.623.587,73
Intangible assets	646.561,07	397.364,32
Financial assets	188.086,45	179.219,26
Goodwill	3.298.379,41	4.059.543,88
Deferred tax assets	2.142.948,22	1.506.259,96
Other receivables and other assets	188.788,18	166.622,66
<b>Total non-current assets</b>	<b>7.826.869,76</b>	<b>7.932.597,81</b>
<b>TOTAL ASSETS</b>	<b><u>24.508.911,01</u></b>	<b><u>26.622.053,89</u></b>

## Consolidated balance sheet at September 30, 2002

+++ Equity and liabilities +++ Equity and liabilities +++ Equity and liabilities +++

Liabilities and shareholders' equity	Nine months report 01.01.2002 - 30.09.2002 EUR	Annual report 01.01.2001 - 31.12.2001 EUR
<b>Current liabilities</b>		
Short-term debt and current portion of long-term debt	2.205.099,17	3.096.031,99
Trade payables	4.347.194,44	4.766.374,20
Prepayments	0,00	99.691,58
Accrued expenses	373.955,10	628.890,95
Other current liabilities	5.954.952,02	6.286.172,19
<b>Total current liabilities</b>	<b>12.881.200,73</b>	<b>14.877.160,91</b>
<b>Non-current liabilities</b>		
Long-term debt, less current portion	11.755,15	12.010,22
Deferred taxes	158.082,65	162.612,23
Pension accrual	264.619,73	240.311,46
Other non-current liabilities	1.310.581,96	1.052.816,80
<b>Total non-current liabilities</b>	<b>1.745.039,49</b>	<b>1.467.750,71</b>
<b>Shareholders' equity</b>		
Ordinary shares	3.445.052,00	3.445.052,00
Additional paid-in capital	3.529.445,81	3.520.466,93
Retained earnings	2.908.172,98	3.311.623,34
<b>Total shareholders' equity</b>	<b>9.882.670,79</b>	<b>10.277.142,27</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b><u>24.508.911,01</u></b>	<b><u>26.622.053,89</u></b>

## Consolidated income statement 01.01. – 30.06.2002

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	Quarterly report III/2002 01.07.2002 - 30.09.2002 EUR	Quarterly report III/2001 01.07.2001 - 30.09.2001 EUR	9 months report 01.01.2002 - 30.09.2002 EUR	9 months report 01.01.2001 - 30.09.2001 EUR
Net sales	14.490.430,45	15.922.974,07	44.245.891,21	49.400.678,94
Other operating income	62.204,37	49.796,79	438.728,15	1.213.060,55
Production for own fixed assets capitalized	93.024,90	10.602,92	335.394,35	158.510,46
Cost of purchased materials and services	-10.656.384,56	-11.899.717,22	-32.823.777,74	-36.413.668,52
Personnel expenses	-2.570.207,31	-2.622.138,30	-7.826.712,98	-7.328.295,28
Depreciation and amortization	-435.193,73	-10.411.648,29	-1.308.224,03	-11.552.740,50
Other operating expenses	-903.807,10	-1.877.954,45	-3.243.229,79	-4.679.133,24
<b>Operating income</b>	<b>80.067,02</b>	<b>-10.828.084,48</b>	<b>-181.930,83</b>	<b>-9.201.587,59</b>
Interest income and expenditure	-31.069,61	-36.330,85	-105.731,02	-85.043,65
<b>Other income / expense</b>	<b>0,00</b>	<b>277.166,82</b>	<b>0,00</b>	<b>-274.970,08</b>
<b>Result before income taxes</b>	<b>48.997,41</b>	<b>-10.587.248,51</b>	<b>-287.661,85</b>	<b>-9.561.601,32</b>
Income tax	161.791,22	3.405.467,82	-115.788,51	2.483.325,72
<b>Net income / loss</b>	<b>210.788,63</b>	<b>-7.181.780,69</b>	<b>-403.450,36</b>	<b>-7.078.275,60</b>

## Consolidated cash flow statement 01.01. – 30.06.2002

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	9-Monatsbericht 01.01.2002 - 30.09.2002 EUR	9-Monatsbericht 01.01.2001 - 30.09.2001 EUR
<b>Cash flow from operating activities</b>		
Cash flows from operations	-287.661,85	-9.561.601,32
Adjustments for:		
+ Depreciation	1.308.224,03	11.552.740,50
+/- Gain / Loss on retirement of fixed assets	13.664,38	0,00
+/- Changes of post-employment benefits	282.073,43	225.299,35
+/- Changes in inventories	-16.823,33	19.496,57
+/- Changes in trade receivables and other receivables	984.997,24	992.402,38
+ Changes in trade payables and other payables	-881.148,85	-2.616.239,68
+/- Changes from foreign currency translation	0,00	18.617,47
- Taxes on income paid	-237.573,81	-709.577,93
<b>Net Cash flow from operating activities</b>	<b>1.165.751,24</b>	<b>-78.862,66</b>
<b>Cash flow from investing activities</b>		
- Cash outflow for acquisition of subsidiaries	-290.751,93	0,00
- Cash outflow for investments in property, plant and equipment and intangible assets	,-548.439,39	-1.202.202,16
+ Changes in consolidated group	0,00	285.027,61
<b>Net cash flow from investing activities</b>	<b>-839.191,32</b>	<b>-917.174,55</b>
<b>Cash flow from financing activities</b>		
- Cash outflow from financial liabilities	-891.187,89	-131.396,24
<b>Net Cash flow from financing activities</b>	<b>-891.187,89</b>	<b>-131.396,24</b>
<b>Decrease / increase in cash and cash equivalents</b>	<b>-564.627,97</b>	<b>-1.127.433,45</b>
Cash and cash equivalents at beginning of year	2.713.827,17	3.406.392,74
+/- Decrease / increase	-564.627,97	-1.127.433,45
Cash and cash equivalents at end of period	2.149.199,20	2.278.959,29

## Consolidated statement of changes in shareholders' equity

+++ shareholders' equity +++ shareholders' equity +++ shareholders' equity +++

	Share capital	Additional paid-in capital	Other reserves	Retained earnings	Total
	EUR	EUR	EUR	EUR	EUR
31.12.2000	3.340.602,00	13.117.901,38	-276.370,55	2.706.045,15	18.888.177,98
Issue of share capital in kind	104.450,00	857.806,46	0,00	0,00	962.256,46
Net loss 2001	0,00	0,00	0,00	-9.571.994,97	-9.571.994,97
Transfer to cover losses	0,00	-10.170.305,88	-7.267,28	10.177.573,16	0,00
Fair value losses	0,00	0,00	-6.060,00	0,00	-6.060,00
Currency translation differences	0,00	0,00	4.762,80	0,00	4.762,80
<b>31.12.2001</b>	<b><u>3.445.052,00</u></b>	<b><u>3.805.401,96</u></b>	<b><u>-284.935,03</u></b>	<b><u>3.311.623,34</u></b>	<b><u>10.277.142,27</u></b>
Net loss for the period 2002	0,00	0,00	0,00	-403.450,36	-403.450,36
Fair value losses	0,00	0,00	8.867,19	0,00	8.867,19
Currency translation differences	0,00	0,00	111,69	0,00	111,69
<b>30.09.2002</b>	<b><u>3.445.052,00</u></b>	<b><u>3.805.401,96</u></b>	<b><u>-275.956,15</u></b>	<b><u>2.908.172,98</u></b>	<b><u>9.882.670,79</u></b>



## Remarks on the consolidated accounts

+++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++

### General remarks

The quarterly report dated 30.09.2002 for Brain Force Software AG was compiled in compliance with the standards of the International Accounting Standards Board (IASB) and the interpretations of the International Accounting Standards (IAS) as announced by the Standing Interpretations Committee (SIC).

The interim accounts incorporated in the consolidated accounts were compiled on the basis of group-wide accounting and valuation principles. The valuation methods in respect of 31.12.2001 and previous interim accounts have been applied without change.

Classification of the interim accounts was carried out in accordance with structured quarterly reporting (SQR) as set down by Deutsche Börse AG. The representation of equity capital and the development of equity capital was performed in accordance with the annual accounts dated 31.12.2001. Only the entry "retained earnings" was redesignated "net profit / net loss" as provided for under structured reporting.



## Remarks on the consolidated accounts

+++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++

### Consolidation group

The consolidated accounts dated 30.09.2002 incorporate Brain Force Software AG, Vienna, and all group companies shown below:

Brain Force Software GmbH, Unterschleißheim, Munich, Germany  
one4net GmbH, Unterschleißheim, Munich, Germany  
TEMA Studio di Informatica S.p.A., Milan, Italy  
Brain Force Software B.V., Amsterdam, Netherlands  
MMI Consulting AG, Uitikon, Switzerland

All companies are wholly-owned subsidiaries of Brain Force Software AG, Vienna, and are incorporated in the report within the context of the purchase method.



## Remarks on the consolidated accounts

+++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++

### Remarks on the group balance sheet

#### Assets and capital structure

In comparison with key date 31.12.2001, the balance sheet total of EUR 24.5 million fell by 7.9 percent (EUR -2.1 million in absolute terms). This was a result of the decrease in the liquid funds (TEUR -565) and trade accounts receivable (EUR -1.1 million) as well as the accrued and deferred items and other short-term assets (TEUR -346). Goodwill fell to EUR 3.3 million on account of scheduled depreciation. The intangible assets displayed a rise of TEUR 249. On the liabilities side, there was a reduction in short-term loans (TEUR -891) and trade accounts payable (TEUR -419) along with other short-term payables (TEUR -331).

The capital stock was 3,445,052, with the sum divided between owners of actual shares on a non-par basis. The authorised capital was EUR 1,504,948 as of 30.09.2002.

#### Financial situation

As of key date 30.09.2002, the equity capital in accordance with IAS stood at EUR 9.9 million (EUR 10.3 million on 31.12.2001). This corresponds to an equity ratio of 40.3 percent (38.6 percent on 31.12.2001). In consequence, by means of the successful reduction in short-term payables, it was possible to bring about a clear increase in the equity ratio. With a value of EUR 3.8 million as of 30.09.2002 (EUR 3.81 million on 31.12.2001), the working capital displays a consistently high level. The financial equilibrium of the Brain Force Software Group is underlined by the resultant improved working capital ratio of 1.30 (1.26 on 31.12.2001).

## Remarks on the consolidated accounts

+++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++

### Remarks on the group profit and loss statement

The group profit and loss statement was drawn up in type-of-expenditure format. Sales revenue for the reporting period amounted to EUR 44.25 million (EUR 49.40 million as of 30.09.01). During the same period, capitalised internal expenditure amounted to TEUR 335 (TEUR 159 as of 30.09.01). The cost of materials/cost of purchased services item mainly contains the personnel costs for staff engaged in projects. In comparison with the same period last year, it was possible to reduce this expenditure by 9.9 percent to EUR 32.82 million (EUR 36.41 million as of 30.09.01). This reflects the cost savings measures introduced in the area of staff costs. On account of the unplanned depreciations carried out during the same period last year, depreciation of tangible and intangible assets fell by 88.68 percent to EUR 1.31 million (EUR 11.55 million as of 30.09.01). Other operating expenditure was reduced by a considerable 30.7 percent to EUR 3.24 million (EUR 4.68 million as of 30.09.01).

### Remarks on the group flow of funds analysis

The flow of funds analysis was compiled under the indirect method and is subdivided into cash flow from current business activity, investment activity and financing activity. Means of payment funds are specified as liquid funds, which incorporate cash on hand and credit at financial institutions.

For the reporting period that has just expired, cash flow from current business activity was clearly positive at EUR 1.17 million (TEUR –79 as of 30.09.01). The outflow of funds in investment activity was TEUR 839 (TEUR 917 as of 30.09.01), showing with TEUR 548 the acquisition of intangible items of fixed and tangible assets, and with TEUR 291 the outflow of funds for the redemption of open purchase price payables from corporate acquisitions made. The redemption of financial payables of TEUR 891 (TEUR 131 as of 30.09.01) resulted in a means of payment outflow of TEUR 565 (EUR –1.1 million as of 30.09.01) for the reporting period. EUR 2.1 million (EUR 2.3 million as of 30.09.01) in liquid funds was available as of key date 30.09.2002.

## Share options

+++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++ dated 30.09.2002 +++

In total, 172 share options were allocated to the Executive Board and to employees of the BRAIN FORCE SOFTWARE Group, which are broken down as follows:

	Total	Financial year
Employees	none	none
Top-tier management	72	none
<b>Executive board:</b>		
Helmut Fleischmann	100	none
Wolfgang Lippert	none	none
Günter Pridt	none	none
Gunter Reißmann	none	none

Shareholdings of Brain Force Software AG Executive Board and Supervisory Board members as of 30 September 2002:

	Number of shares	Options
<b>Executive board:</b>		
Helmut Fleischmann	330.760	100
Wolfgang Lippert	240	0
Günter Pridt	0	0
Gunter Reißmann	0	0
<b>Supervisory Board:</b>		
Dr. Edith Hlawati (Chairman)	0	0
Roman Gregorig (Vice- Chairman)	0	0
Rolf Michael Betz	0	0
Dir. Wolfgang M. Hickel	0	0
Dr. Hermann Wenusch	0	0

## Corporate timetable

+++ Status: 1st November 2002 +++ Status: 1st November 2002 +++ Status: 1st November 2002 +++

Date	Event
31.03.2003	Press conference to present financial results
30.05.2003	Report on the first quarter
13.06.2003	Annual shareholders' meeting



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