



PRESS RELEASE

Wiesbaden, September 21st, 2010

P&I enjoying continued success in public sector despite tight budgets

Numerous new customers in the area of public administration, health care and social services

P&I AG has continued to gain ground in the public sector: since the beginning of the year numerous municipal administration bodies as well as health care and social services facilities have decided to introduce P&I LOGA, the all-inclusive human resources management solution. "The public sector has been forced to make its HR management even more efficient as a consequence of the economic crisis. For this purpose, P&I LOGA provides them with a standardised software platform for all HR management processes including an extensive scope of functions and an integrated employee portal", states Bernd Manke, Sales Manager for the Public, Health Care and Social Services Sectors at P&I AG, explaining the reasons for the growth of P&I's market share in that segment.

The personnel departments of the municipalities are definitely feeling the impact of the crisis: tight budgets are forcing them to implement new concepts for recruitment of junior personnel and further development of existing staff while maintaining the same or in some cases smaller headcounts. According to Bernd Manke, more and more municipalities are taking

advantage of P&I LOGA in order to introduce appropriate modern procedures. In this context, there is demand for the option of operating the software in-house as well as for the alternative of purchasing it as an ASP solution from a municipal IT service provider.

The social services and health care sectors are also facing challenges that are similar to those that municipalities are confronted with: in their case, that includes constant amendments of legislation, the decline in donations and allocation of funds, the lack of specialist personnel as well as rigid collective wage structures: in combination with the traditionally high personnel intensity of this sector, that necessitates modern and efficient HR management.



caption: Bernd Manke, Sales Manager for the Public, Health Care and Social Services Sectors, presents the P&I solution. "In the first half of 2010 we succeeded in landing a number of municipal companies as P&I LOGA customers despite limited resources. The decisive selection criteria in this regard consisted of the standardised software platform for all HR management processes including an extensive scope of functions and the integrated employee portal."

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P&I Your partner for integrated HR solutions

Almost 400 people - contributing their knowledge, their high level of dedication and passion – make P&I the premium supplier of integrated software solutions for human resources management. Regardless of whether it is payroll, web-based personnel management or time management: the HR software of P&I is cutting edge - with regard to technological as well as functional attributes. In the meantime, the P&I LOGA payroll accounting software is now utilised in 14 European countries. With the P&I TIME product, P&I now has a platform-independent and flexibly adaptable standard software application for time management

and is thus positioning an attractive stand-alone product in the premium segment. Services such as implementation, consulting, training and HR outsourcing additionally round off the range of services that P&I offers.

P&I serves its customers through six branch offices in Germany and another seven offices in other European countries, guaranteeing those customers reliability and investment protection by means of its large investments in product research and development. Leading international HR service providers as well as computer centres rely on P&I as a product supplier, and over 3,000 direct customers successfully process their HR business using P&I solutions. They all place their trust in the high level of expertise that P&I has in the meantime amassed in the course of its more than 40 years of presence in the market. P&I offers human resource management from one single source, providing solutions that ensure its customers are well-prepared for the future. P&I Personal & Informatik AG is stock exchange listed in the Prime Standard segment of the Frankfurt Stock Exchange; in the business year 2009/2010 it achieved a turnover of 63,3 million Euros. More about P&I AG on the internet: www.pi-ag.com.

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Press contact:

P&I AG
Claudia Vietze, Marketing Manager;
Angelika Birle, Public Relations
Kreuzberger Ring 56
65205 Wiesbaden
Tel.: +49 (0) 611 7147 316
Fax: +49 (0) 611 7147 4316
E-Mail: presse@pi-ag.com

PRX
Agentur für Public Relations GmbH
Ralf. M. Haaßengier
Kalkhofstraße 5
70567 Stuttgart
Tel.: +49 (0) 711 7189903
Fax: +49 (0) 711 7189905
E-mail: ralf.haaßengier@pr-x.de
www.pr-x.de