

## **Michael Kenfenheuer, Member of the Board, responsible for Consulting & Sales**

**”The tangible profit for our customers is our priority in each single project. We can build long-lasting, successful relationships with our customers only if we are able to contribute to the increase of a company’s profitability. Linking professional and technical expertise enables us to mediate target-orientated between the different interests that occur in a project – and thus, to earn the lasting confidence of our clients.“**

After his professional education as an industrial manager, Michael Kenfenheuer (born in 1958) worked in the IT department of the international tobacco company Reynolds from 1975 to 1986, where he collected experience in all areas relevant to information technology, including IT project management. He then brought this experience to an IT consulting company, for which he managed two large projects in the insurance field and in public administration. From 1988 to 1998, Michael Kenfenheuer completed a number of projects in the insurance industry in his position as general project manager at BUSY GmbH. For an associated company of the BUSY GmbH, the VERSDATA GmbH, as well as for other associated companies and subsidiaries, he was, as Managing Director, responsible for the continuing expansion of the company and the formation of strategic alliances.

In 1998, Michael Kenfenheuer changed over to the Softlab GmbH, where he managed the assurance segment of the western/northern region. In 2000 he took up his employment for the adesso AG. Here, he is responsible for the management areas Consulting and Sales and for two associated adesso companies. Moreover, he is responsible for the expansion and development of two adesso subsidiaries. Based on his long-term experience in top management, Michael Kenfenheuer contributes significantly to establishing and expanding the adesso network of people with specialized technical and professional expertise. In addition, his field of responsibility includes the coordination of sales activities.