abas **ERP**

Business processes have
never been so ~~complex.~~
INTEGRATED

1,000+ EXPERTS
65 SITES
29 COUNTRIES
>93% CUSTOMER LOYALTY
24% CUSTOMERS 10+ YEARS
3,300+ CUSTOMERS

INNOVATIVE BUSINESS SOLUTIONS—35 YEARS RUNNING

"With abas, we improved the overall management of the company by obtaining key data that is essential for effective strategic planning."

Carolina

Loves walking and reading.
Owner of Tapla Industries in Spain.

THE BUSINESS SOFTWARE OF *(HIDDEN)* CHAMPIONS

abas is the global partner for champions. But not every champion is a household name. Many of our customers are hidden champions—midsize companies that are global leaders in their market segment. Their secret? People.

Today's markets are driven by a fast pace and the ability to quickly adapt to evolving conditions. Modern,

competitive business leadership is not possible without cutting-edge ERP software. But technology and innovation alone are not enough. It's the people who get things done who determine success.

At abas, we provide our customers high-performance software that enables them to adapt processes without disrupting daily operations;

a system that is designed for growth and agility, yet robust and easy to maintain. But it is the expertise and passion of our team that define us. With 35 years of experience and unmatched dedication, it's no wonder why 93% of our customers stay with abas. In our field, we are the hidden champion.

WE ARE ABAS.

المنارة للاستشارات

COMPLETE SOLUTIONS
TAILORED TO YOUR INDUSTRY!

Knowledge is critical to the success of an ERP project. That's why it is essential to have an experienced partner at your side—someone who knows the challenges of your industry and understands your requirements.

abas ERP projects are backed by the entire abas partner network and their collective experience from over 3,300 ERP projects. With 35 years of experience in a wide range of industries, and the best practice

knowledge that comes with that experience, abas understands the specific requirements of your industry and the solutions you need.

CUSTOM MANUFACTURING

INDUSTRIAL MACHINERY

ELECTRONICS

AUTOMOTIVE

METAL FABRICATION

DISTRIBUTION

BIOMEDICAL

SERIAL PRODUCTION

PROCESS INDUSTRY

PROFESSIONAL SERVICES

01

FOUNDATION:
OUR TECHNOLOGY PLATFORM

It all starts in Karlsruhe, located at the heart of Germany's technology region. That's where we develop the abas technology platform on which every abas ERP installation is built. The system architecture, our unique database, and the abas Essentials—the core ERP functions—are created here. The applications run by more than a hundred thousand users in over 30 countries each day are all based on this same technology platform. At abas, we place great value on owning the majority of the technology stack and the benefits that it provides our customers.

02

ABAS ERP:
STANDARD SOFTWARE FOR YOUR MARKET

Even the most comprehensive business software doesn't help your organization if it wasn't designed with the specific requirements of your industry in mind. The same is true for regional or country-specific differences: Varying regulatory and tax law requirements must be built into the software—simply translating the interface is not enough. So where does the necessary expertise come from? From the specialists on site. abas relies on the industry and ERP expertise of our specialists at locations in 29 countries. This localized knowledge is the key to creating software that strengthens your ability to compete in your specific market.

03

CUSTOMIZATION:
YOUR TAILORED SOLUTION

Every business is different. For many organizations, their unique way of doing things is what sets them apart from the competition. Your ERP software must be flexible enough to match. This is where our software—developed with the Best Practices attained from over 3,300 projects—comes together with your specific expectations and process requirements. Fusing known Best Practices with our technology is a significant part of our implementation strategy because it results in optimization of your business processes. But what's most important: No matter how much abas ERP is modified to meet your requirements, the software remains upgrade-compatible and easy to expand.

> **"IT'S CLEAR THE PEOPLE AT ABAS KNOW THEIR PRODUCTS WELL AND WILL OFFER US THE SUPPORT WE NEED, WHEN WE NEED IT."**

TAMMIE

Outdoor enthusiast. Enjoys hiking and camping. Master scheduler at Harbor Industries.

WHY OUR CUSTOMERS CHOSE ABAS ERP*

Let's be honest: You've heard it all before. Every ERP provider you evaluate presents the same arguments. They all have the most advanced technology, are highly flexible, and are proud to tell you about their exceptional customer satisfaction. But when you choose to purchase a system, do you know what—statistically—will be the deciding factor? The people. Or more exactly, your instinct: Who do you trust the most? Who understands your specific business processes and can improve them in such a way that your business gains a competitive edge?

Our customers trust abas to support their team and help their business grow. But beyond that, there are a number of other significant reasons why successful mid-market companies choose abas ERP. Here is a short collection of the reasons our customers cite for choosing abas.

www.manaraa.com

48%

OPERATING COSTS

Many mid-market businesses still place greater emphasis on the acquisition costs for new IT systems than they do on the operating costs. What many of them discover too late is that it should be the other way around when choosing business software. That's why 48% of our customers chose to compare the operating costs of abas ERP over a 3–5 year period with those of other solutions before making their decision. They were impressed with what they found: Low dependency on external consultants, extreme flexibility to adapt existing processes, and upgrades and release changes without lost productivity all keep operating costs to a minimum.

64%

USABILITY

Organizations that choose a new ERP solution aren't so much looking to purchase software as they are trying to optimize business processes. Achieving this goal requires easy-to-use applications and comprehensible workflows. For 64% of our customers that was a reason to choose abas ERP. Intuitive interfaces, easy-to-understand symbols and icons, and numerous customization options empower users and streamline workflows.

Try it yourself!

100%

Trust in the expertise of the abas team.

63%

SCOPE OF SOLUTIONS

Sure, we're not as big as some of our competitors. That's why we've specialized in the industries and markets we know best. Among our mid-market customers, often with 50–2,000 employees, 63% say that our product portfolio was a deciding factor in their selection. In addition to core ERP functions, mobile apps, and planning tools, we offer a wide range of industry specific solutions from certified partners.

74%

FLEXIBILITY WHEN MODIFYING BUSINESS PROCESSES

This is where the rubber meets the road: According to a current study by IDC, 15% of ERP projects fail because adapting the system to changing business processes is too tedious and expensive. These changes can include new business models, regulatory requirements, or even expansion to new locations. This is where abas ERP excels. It's also why 74% of our customers chose abas ERP—its unbeatable flexibility.

ABAS ERP PRODUCT PORTFOLIO

SALES MANAGEMENT & CUSTOMER RELATIONSHIP MANAGEMENT

abas helps you stay on top of your sales tasks—from quotations, forecasting, and sales order processing to sales order controlling and early warning systems. We understand sales management is essential for sales-driven organizations that require a comprehensive overview of all customer relationships at all times. That's why even subsequent interactions that affect your customer relations are visible in sales. Take control of your customer relationships and free up time to focus on what really counts in sales—selling.

Functions:
Sales Management, CRM, Forecasting, Quotation Management, Mobile Sales, Costing, Document Management

PURCHASING MANAGEMENT

Purchasing is more than just sending out orders. Requirements must be planned to ensure deadlines and budgets are met. abas replaces manual requirements planning and actively helps your purchasing department make decisions that can lead to better conditions, strategic vendor selections, and on-time deliveries—especially when you're on a tight schedule.

Functions:
Requisitions, Purchasing Management, SRM, Document Management, Mobile Purchase

MATERIALS MANAGEMENT

abas delivers high-performance requirements planning for businesses with demanding logistical processes. abas's materials management is a just-in-time material requirements planning with foresight that tracks all requirements from sales, purchasing, warehousing and production to ensure required materials get to where they're needed. Warehousing, picking lists, and stocktaking are all under your control—without binding you to specific operation or end devices, which can be determined by your use case.

Functions:
Inventory Management, Warehousing, Scheduling, Sales, Purchasing, Production, Mobile Warehouse

ADVANCED PLANNING & SCHEDULING

Take control of your entire production process. With abas you can even react in real time to fast-moving changes in production processes or adjustments to individual components during the production safely and easily using the production control center. Do you require high-precision production planning? abas delivers with an APS solution that helps ensure your organization meets critical deadlines.

Functions:
Advanced Planning and Scheduling/APS, Material Requirements Planning/MRP

PRODUCTION, PLANNING & CONTROL

Production, planning & control provides important information about the status of your production processes. Thanks to the platform independence of the application, operation and end devices can be determined by your unique scenarios.

Functions:
Production Management, Work Order Management, Job Time, Mobile PDC/PTR

SERVICE PROCESSING

Service processing helps you stay on top of the entire lifecycle of your plants, devices and machines. Plan service assignments and maintenance schedules, as well as the supply of replacement and wear and tear parts for your customers to ensure your service team stands out from the competition. And of course you can do it all on the go.

Functions:
Service Processing, Service Planner, Document Management, Mobile Service

PROJECT MANAGEMENT

abas Project Management provides more than just a graphical project plan—it utilizes full integration with abas ERP to provide a comprehensive control center for project-oriented businesses. Project control starts with planning and costing projects and continues through reporting and invoicing your services, coordinating project related purchasing processes, and maintaining complete transparency all the way through to production.

Functions:
Project Management, Project Cost Accounting

FINANCIALS AND ACCOUNTING

Bookkeeping can be a tedious task. abas takes care of a lot of fully automatically through its complete integration of financials and accounting. Don't lose any more time due to incomplete data from unnecessary interfaces and instead be ready to make strategic financial decisions based on all available information.

Functions:
Financial Accounting, Fixed Assets, Cost Accounting, Liquidity Planning, Perpetual Inventory Costing

BUSINESS INTELLIGENCE AND ANALYTICS

Today, strategic business decisions, whether global or for a single department, require clever analysis and interpretation of mass data accrued on a daily basis. abas helps you track your data and make better-informed decisions for the future. Quickly receive new, relevant perspectives at any time—even beyond the scope of ERP data.

Functions:
Business Intelligence with standard and customreports

DOCUMENT MANAGEMENT

Documents of all types and from diverse origins have become integral to business processes. abas provides secure archiving for the necessary documents and establishes multidimensional connections to your business processes so you have direct access to the relevant information no matter which side of the process you approach from. Document management doesn't get any simpler.

Functions:
Document Management, Secure archiving

CAD/PDM INTEGRATION

In many industries, the seamless and ad hoc integration of product or construction data is indispensable to the production process. However, complexity often presents an insurmountable challenge, resulting in many businesses having trouble keeping their production data and their procurement processes as up to date as their product development itself. With the CAD/PDM connector from abas this challenge is a thing of past. The data exchange is easy to set up and the subsequent workflows can be configured quickly.

Functions:
CAD/PDM connector

MULTI-COMPANY ACCOUNTING, MULTISITE

Independent of the size of a company group, internal allocations and the seamless integration of business processes in the different business units are essential for smooth production and procurement processes. Using abas you can set the groundwork for automated group accounting and the integration of subsidiaries and affiliates.

Functions:
Multi-Company Accounting, Inter-company transactions, Financial consolidations, Master data synchronization, Inter-company planning

MOBILITY

Take a quick look at the company to provide meaningful information to the customer on site. Check your current assignment plan in the morning and plan your day. That's what the mobile applications for sales, service and purchasing stand for. Now you can control processes on the go—not just send faxes to the office.

Functions:
Mobile sales, Mobile Purchasing, Mobile Service, Scanner solutions for the shop floor and warehouse

PROCESS CONTROL AND WORKFLOW MANAGEMENT

abas Workflow Designer, as of version 2017, provides an efficient tool to intuitively create, automate and monitor workflows. It enables a flexible connection to any third-party system. Possible applications range from ticket systems and procurement processes with varying approval procedures to alarms and predictive maintenance.

Functions:
Workflow Designer

B2B PORTAL & WEBSHOP

In addition to a fully integrated webshop, the abas B2B portal enables you to connect partners in your business processes online or offer value added services to increase your competitive edge. And the best part— it's all based on the same business logic and data structure as your company.

Functions:
B2B Portal & Webshop

EDI AND HIGH-PERFORMANCE LOGISTICS

Functions that facilitate efficient communication between business partners are particularly important for automotive and supply companies as well as distributors. Beyond Electronic Data Interchange (EDI), abas also offers special functions for any organization that relies on high-performance logistics.

Functions:
EDI, Automotive & Supply

"Using abas, wherever I am, anywhere in the world, I have the information I need at my fingertips."

Xavier

Enthusiastic skier and Managing Director at Tapla Industries in Barcelona, Spain.

ABAS ERP IN ACTION
HIGHLIGHTS FOR BUSINESS MANAGERS

Your business is unique. Your strengths are what set you apart. But it's the people who get things done that are your greatest competitive advantage. You rely on your team to meet and exceed business goals, pursue new avenues for growth, and ultimately help you achieve your vision.

In addition to empowering your team to fulfill business goals, abas helps you manage the broad range of challenges you face every day. By helping you react quickly to new developments and changing market requirements, abas enables you

to maintain efficient value-added chains and optimally monitor and control your business' performance. Real-time insight into key business indicators—from accounting to purchasing, production and sales—ensure you have the information you need to make informed decisions quickly and strengthen your organization's ability to compete in a global market.

abas ERP provides you and your team the tools to:

- Track, analyze and improve business operations
- Optimize inventories for increased liquidity
- Comply with regulatory requirements
- Boost productivity and competitive capacity
- Gain greater insight and control over the resources that keep your business going and growing

Dashboards

Dashboards deliver a clear overview of deadlines and cost plans, and highlight critical processes.

Key Figures

Key figures on the status of your sales pipeline, production utilization and bottlenecks, stock coverage and turnover, and product performance deliver decision-critical insight.

Customer Files

Customer files provide all important information about a customer or prospect at a glance, including revenues, outstanding items and processes, tasks, notes, archived documents, service equipment, and current service activities.

ABC Analyses

ABC analyses keep you up to date on customer and product performance based on revenue or profit margins from specific customers, products or technologies.

Product Lifecycle Management

Centralize control of your product data to streamline coordination within and between your teams for a shorter time to market.

Liquidity Planning

Proactively plan financial resources to ensure liquidity and solvency.

Reporting

Reporting, including production efficiency (processing times, setup minimization, machine downtime, repair frequency and costs), purchasing efficiency (price development, batch sizes, procurement costs, vendor returns), and innovation efficiency (P+P costs vs. revenue from new products, new customers, cost savings), keep you up to date on how your business is performing.

"The abas system runs reliably. With abas we're able to structure our administration processes to be streamlined throughout the company."

Michael

Enthusiastic reader. Chore singer.
Proxy / Administration Account at
ADAPT Elektronik.

ABAS ERP IN ACTION

HIGHLIGHTS FOR ACCOUNTING, PURCHASING AND SALES LEADERS

You're not in the business of "close enough". From accounting, budgeting and reporting to procurement, and sales initiatives, your planning and risk management need to be perfect. Only if you—and your people—have permanent access to up-to-date information can you accurately manage and deploy your business' resources to drive growth.

abas helps you stay on top of procurement and production costs, optimize processes in purchasing and sales, and deliver accurate figures and reports to key decision makers.

abas ERP provides you and your team the tools to:

- Access essential data in real time
- Optimize purchasing and sales processes
- Track costs and analyze efficiency
- Ensure accountability and compliance
- Accurately monitor and report business assets
- Streamline group accounting
- Effectively manage risks

Costing

Preliminary, concurrent and final costing deliver exact calculations and constant comparisons of planned and actual costs at the product and customer level to ensure you know when you are on course and when you need to take action.

Procurement

Procurement tools track the status of purchasing and production activities and provide a transparent overview of cost developments (raw material prices, supplementary costs, etc.).

Finances

Stay on top of your organization's financial resources with diverse stock inventory, itemized contribution margin calculations based on configurable dimensions, as well as accounts receivable and liquidity management.

Sales

A diverse range of instruments enable you to monitor and assess end-to-end sales processes including opportunities and outstanding quotes, your current sales backlog, critical deadlines, and revenue planning performance. Additional features help you prioritize quotes and order processing to strengthen efficiency and increase customer satisfaction.

Integrated DMS

The document management system gives you greater control over the information flood. All documents are stored centrally, providing you and your team greater transparency and quick and easy access to current data for informed decision making. The integrated DMS fulfills all requirements for tamper-free archiving—legally compliant and forgery-proof.

"WE HAVE REALIZED A MORE EFFICIENT AND TRANSPARENT METHOD FOR CONDUCTING OUR BUSINESS THROUGH THE USE OF ABAS."

JOSH

Music lover. Drummer in Rock/Metal bands. Lead Project Manager at The Beckwood Corporation

ABAS ERP IN ACTION

HIGHLIGHTS FOR PRODUCTION MANAGERS

From made-to-order to mass production—discrete or process manufacturing—supply chain and production teams are the backbone of any business. But faster, internationally networked production processes and the drive for shorter lead times put enormous strain on your planning and resources. The need to optimize processes and increase the quality of supply chains has never been greater. Only with improved control over inventories, more accurate demand forecasts, and streamlined scheduling can you keep your organization on track.

abas ERP provides you and your team the tools to:
- Schedule and meet demand requirements
- Accurately plan materials, capacities and deadlines
- Reduce lead times and inventories
- Control, evaluate and optimize production processes

Production

Whether your business specializes in discreet or process manufacturing, job production or mass production, abas ERP delivers the tools that help your team plan and manage resources, capacities and deadlines, including:

- Automatic volume or time-sensitive capacity allocations
- Production and assembly planning with a graphical console
- Multiple machine operation
- Configurable production lists for product variants
- Growing BOMs for greater transparency
- Distinction between series and prototypes with project-driven production
- No mixing of pre-series and series
- Serial numbers and lot management
- Lot-based documentation
- Product life cycle overviews
- Equipment records with life cycle BOMs and spare/wear parts lists
- Integration and planning for external production

Warehouse and Logistics

abas ERP supports your warehouse and logistics management with:

- Precise warehouse structure mapping
- Configurable reservation scenarios
- Easy reservation amendments
- Path-optimized picking
- Goods storage, withdrawal and relocation using mobile devices
- Preparatory shipping planning

Sales Planning

Proven statistical, collaborative and top-down forecasting approaches help predict what you will need to have in stock and plan available resources.

Procurement

Procurements can be made to fulfill sales order, project or general stock requirements with controllable suggested values.

"I LIKE WORKING
WITH ABAS BECAUSE
THEY UNDERSTAND
OUR NEEDS AND CAN
MAKE THE SYSTEM
MEET OUR REQUIRE-
MENTS."

XIAO MIN

Enjoys reading and traveling. Is also a
factory project manager for TA YA Canvas
in Shanghai, China.

ABAS ERP IN ACTION

HIGHLIGHTS FOR
PROJECT MANAGERS

Reputation is vital to success as a
professional service provider. If you
want to stand out from the crowd,
your organization needs the project
management skills and strong
personnel resources to plan and
execute projects within budget and
on schedule.

By bundling and visualizing all
relevant data, your business can stay
on top of departmental, company-
wide, or even international projects
to deliver what your customers
expect, when they expect it, and for
how much you told them it would
cost.

**abas ERP provides you and your
team the tools to:**

- Clearly map business processes
  in each project phase and
  throughout all departments
- Plan, control and monitor projects
- Efficiently assign resources
- Accurately track costs
- Meet time and budget plans

Project Information at your Fingertips

Information regarding project status, time budget, completion confirmations, and task management is accessible with the click of a button, enabling you to monitor progress, invoicing statuses, and variances, as well as forecast deadlines and budgets.

Project Preliminary Costing

Receive a preliminary cost analysis of your projects based on freely definable dimensions. The services and modules to be evaluated can be itemized using cost components. A summary provides a quick overview of the results from the contribution margin calculation.

Project Planning

Detailed project planning helps you map complex interdependencies within a project schedule at various levels. By linking ERP functions from abas with your project plan, you can monitor not only purchasing and production processes, but also service activities and subprojects.

Benefits to you:
- Plan individual or multiple project schedules
- Visualize deadlines
- Monitor project milestones
- Planning support with automatic conflict resolution, restrictions, and status-dependent releases

Project Status

A broad range of evaluation options delivers a comprehensive overview of your project's status. The current status and any deviations are presented in a manageable view. An important feature is the overview of costs from all areas of your project, including project services, materials and production.

Automated Resource Planning for Project Team Members

The resource planner helps you quickly identify, evaluate and plan personnel and project team capacities.

Generated Project Templates including Checklists

Set up any number of project types and create templates to speed the creation of new projects.
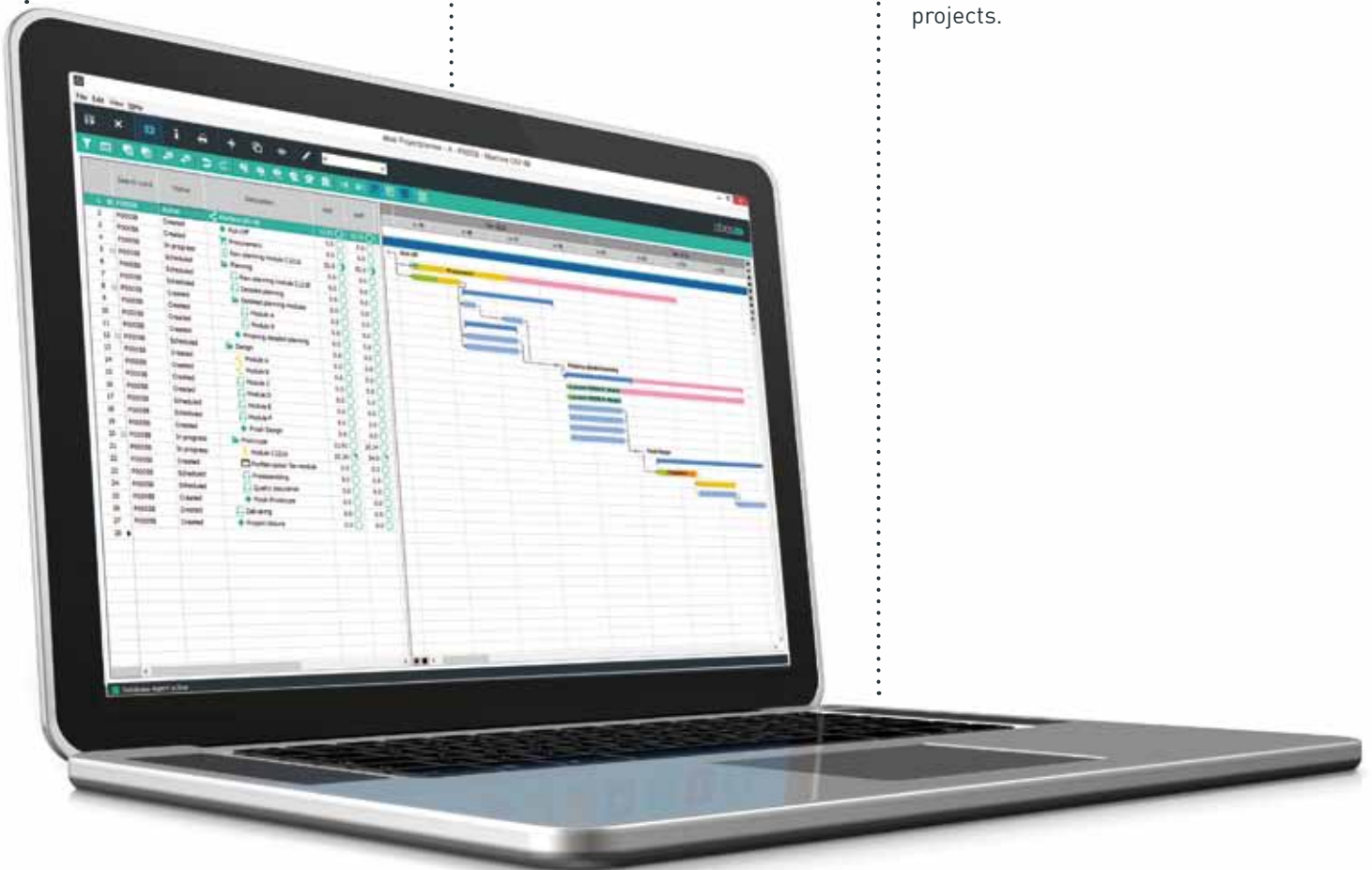
"I'M IMPRESSED BY HOW EASY THE SYSTEM IS TO OPERATE."

CRAIG

Enjoys woodworking and golf.
IT/ERP coordinator at Cadman
Power Equipment.

ABAS ERP IN ACTION
HIGHLIGHTS FOR
IT ADMINISTRATORS

As an IT administrator, you provide the tools that keep your company up and running. Without you, operations grind to a halt. From ensuring availability and improving business processes to securing data and leading innovation within your organization, expectations are high, and there's no room for error. You're responsible for a broad range of technologies and need to manage diverse software solutions and operating systems—all while coordinating with different vendors; resolving day-to-day IT issues for other team members; and controlling a flood of information that needs to be current, transparent, and available anywhere. Your best chance for success rests on reliable, easy-to-implement and easy-to-expand solutions.

abas ERP makes your job easier with:

- A reliable implementation strategy
- Intuitive, device-agnostic operation
- High availability—even during system and process changes
- An efficient and robust database
- Mobile solutions for external workforces
- Extensive integration and customization tools

المنارة للاستشارات

Hybrid Operating Concept

The abas hybrid operating concept empowers users by providing access to relevant data from both their desktop and their preferred mobile devices. Clean operating interfaces enable a seamless transition. Whether you want to control your sales activities on the go, report completed work orders, or make financial entries, abas offers various ways to access your system: Mobile Apps, browser access, and the native Windows interface. All applications and operating interfaces access a single database. Company data can be recorded using scanner, tablet or touch-terminal, and authorization processes are completed with signature capture.

Mobility

From purchasing to external service and sales teams, abas Mobile provides non-stop support around the world to increase your team's flexibility. Scalable and portable, the Mobile Apps can run on numerous mobile platforms, including tablets and smartphones.

Customizing

Quickly implement your individual requirements with a comprehensive range of customization tools. The access and programming options are easy to learn and master. Fields and functions can be freely configured and expanded without hindering upgrades.

Low Hassle

We keep stress to minimum right from the start. Our reliable implementation strategy ensures shorter implementation periods, which lead to a quicker return on your investment. We also provide low-maintenance solutions for the operating system and interfaces.

THE REAL KEYS
TO SUCCESS
FOR YOUR
ERP IMPLEMENTATION:

01 ~~TECHNOLOGY~~
PEOPLE

02 COST ANALYSIS
*Especially
Operating Costs!*

03 PROJECT MANAGEMENT
+ Methodology

04 ~~STABLE~~ *Agile*
BUSINESS PROCESSES

The People of abas

From our most successful customers, we've learned that the knowledge of individual team members is an invaluable resource for the process effectiveness and competiveness of any organization. That's why we strive to find the brightest and most creative heads in the industry. But beyond industry and process expertise, what matters most to us are the individual personalities and diverse perspectives of our team members. It's a philosophy reflected in our software, which can be tailored to roles, users, and situational requirements like no other solution today. No business can become a market leader without fully engaging their team. abas was founded on this simple principle, and it's one of the main reasons why our founders and many of our earliest team members are still passionately part of the abas family.

"ABAS USA IS AN ORGANIZATION THAT TRULY EMBRACES CHANGE, WHICH IS CRUCIAL IN TODAY'S DYNAMIC TECHNOLOGY INDUSTRY."

STEVENCY

Dedicated tennis player. Financial consultant working with abas USA customers from the Sterling, Virginia office.
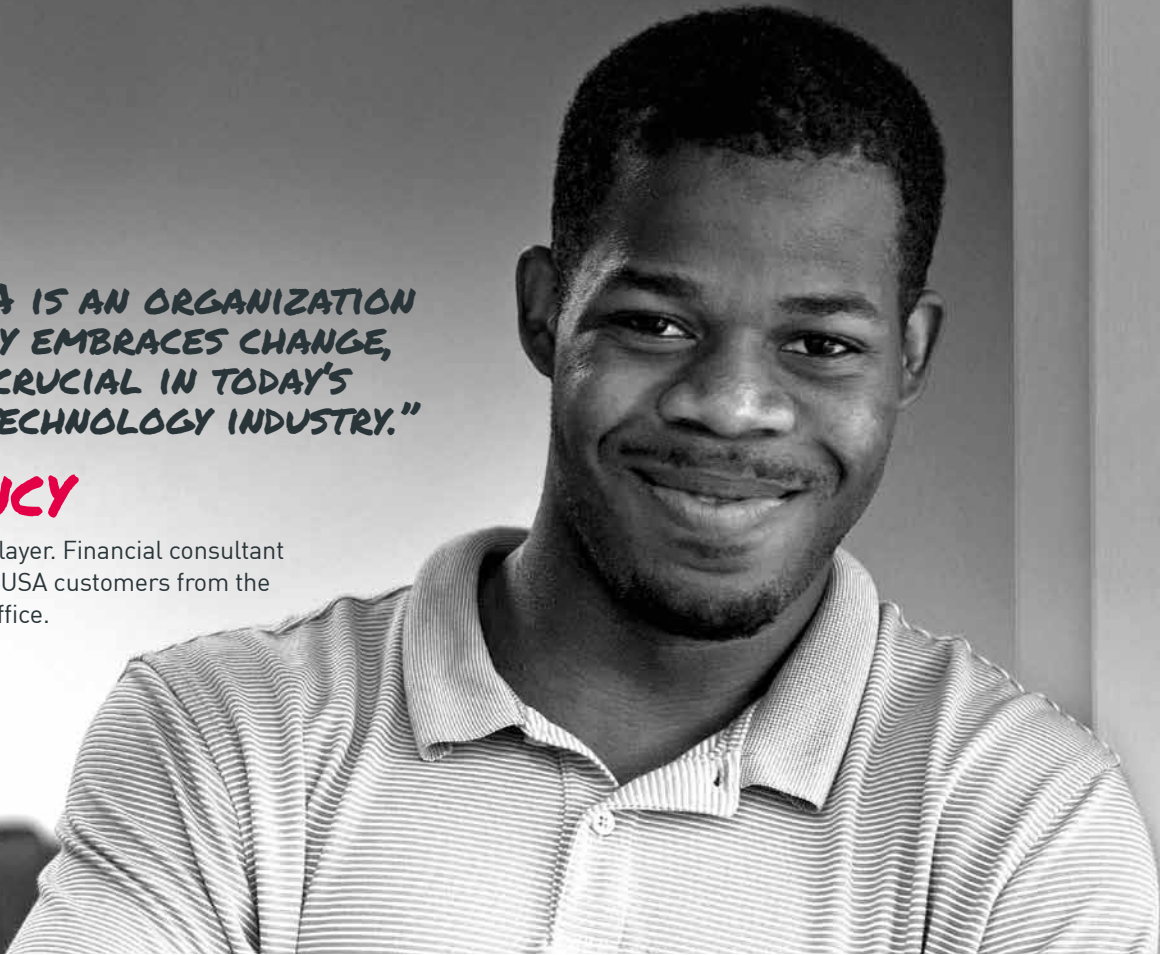
Best operating costs

Analysts report that companies too often only compare implementation and maintenance fees while preparing for their ERP projects. This approach falls dangerously short as it neglects the biggest cost driver in ERP: Change. When evaluating ERP solutions, organizations should include the Total Cost of Change (TCC), which measures the cost of making changes to the ERP system to meet business needs in the longer term. When applying a holistic view of all costs, including the Total Cost of Change, abas ERP is unmatched. Our flexible technology and implementation method obviate maintenance for modifications and configuration to ensure all costs are transparent and can be calculated years in advance.

Effective Project Management

Introducing a new ERP system is an enormous challenge for any organization. The expertise of your implementation partner is just as important as the software you choose. The quality of their process consulting and the effectiveness of their project management will determine your success. Since 1999 we have ensured consistent quality around the globe with our proven Global Implementation Method (GIM).

Fluid Business Processes

Imagine the advantages if you could improve your business processes seamlessly during operation. With abas you can stop imagining and start attaining. No other ERP solution equally allows you to configure, automate and secure mission-critical systems and workflows.

"We use abas ERP in the USA, Spain and Germany. Thanks to abas's Global Implementation Method and the expertise of the abas partners, we were able to leverage our investment across borders to achieve quick results, standardize data, and consolidate reporting. We now have real-time transparency throughout the company—and around the globe."

CHRISTIAN

Hobby photographer, Scuba diver, Managing Director of ABEL Pump Technology.

ABAS ERP PROJECT IMPLEMENTATION:

7 STEPS TO SUCCESS

START

SMART CHECK

QUALIFICATION

ORGANIZATION
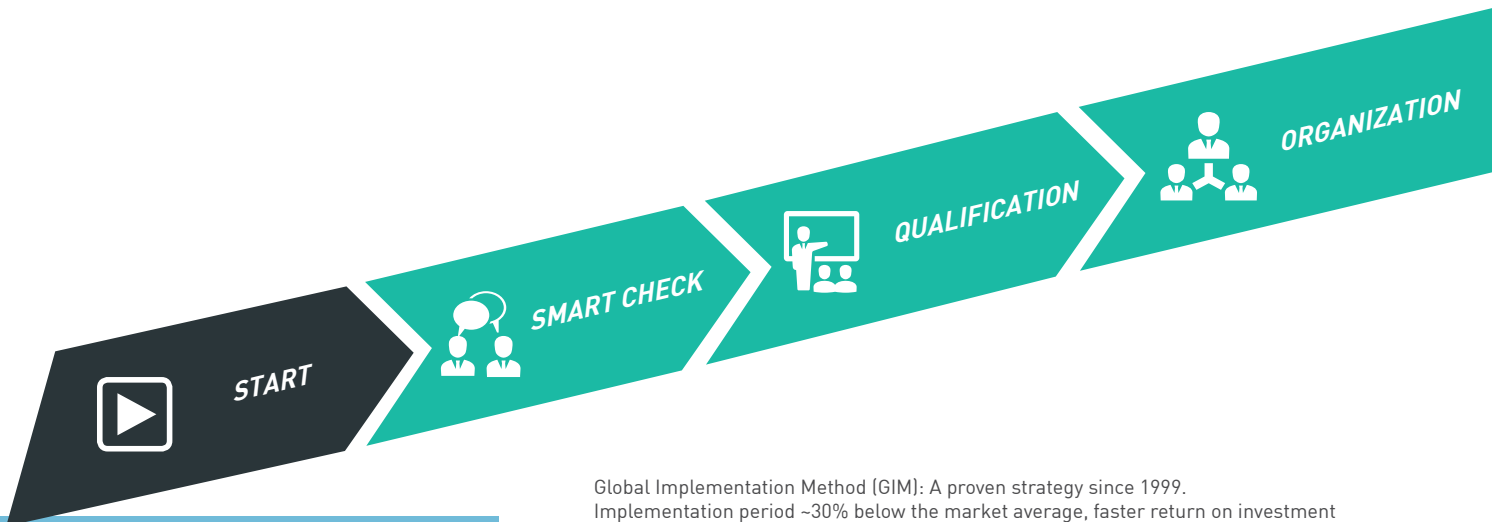
Global Implementation Method (GIM): A proven strategy since 1999.
Implementation period ~30% below the market average, faster return on investment

abas GIM
GLOBAL IMPLEMENTATION METHOD

To ensure the highest level of security during the abas implementation and a quicker ROI, we have developed a proven implementation method based on our 35 years of project experience: abas GIM (Global Implementation Method).

abas GIM is a seven-step approach centered on the goals you want to achieve with ERP. It is designed to keep your project within budget and on time, while balancing available resources.

Even for international projects, you can be certain that this method will be used at all your locations. An overarching project organization manages the holistic aspect of the project and coordinates objectives, communication and procedures for multiple installations around the globe.

CONFIGURATION

TRAINING

GO LIVE

YOUR ADVANTAGES:
- Seamless and efficient implementation
- Shorter implementation period: ~30% below the market average
- Cost transparency and budget compliance
- Quicker return on investment (ROI)

These (HIDDEN) Champions rely on abas ERP:

- ABEL Pump Technology
- ADA Cosmetics
- ADAPT
- Anton Debatin
- Beckwood Press Company
- Belloch
- CGR Group
- ChromaScape
- Clarion Technologies
- Computrol
- DOT Coating
- Ernst
- Fassmer
- G. Rau
- KARE Design
- Lékué
- LISEGA
- MEIKO
- Meritem
- Pankl Racing Systems
- J. Schmalz
- WMH Group

HIDDEN CHAMPIONS RUN ABAS ERP!
WHAT ABOUT YOU?

They make engine and drivetrain systems for Formula 1, design and manufacture industrial vacuum solutions, provide premium cosmetic products to hotels around the world, or are trendsetters for modern living... But they all have one thing in common. They are all Hidden Champions. Each of these highly specialized, mid-market companies has run

their business with heart and soul to become a market leader in their niche industry—many of them even internationally. At abas, we are privileged to have so many of these (global) market leaders among our customers and are proud to support and accompany them along their path to success—often over decades.

On the following pages we would like to introduce to you a small selection of the Hidden Champions that rely on abas.

AUTOMOTIVE
AND SUPPLY

METAL
FABRICATION

CUSTOM
MANUFACTURING

SERIAL
PRODUCTION

PANKL RACING SYSTEMS

PANKL AUF DER POLE-POSITION MIT ABAS ERP

PRODUCTS
Engine and drivetrain systems as well as chassis components for racing (Formula 1), high performance cars, and the aviation industry

EMPLOYEES
1300

LICENSES
383

ABAS USER SINCE
1997

LOCATIONS
Austria, Germany, Slovakia, USA, UK

PROJECT HIGHLIGHTS
- Connection of the subsidiaries in the US, Britain and Slovakia
- Detailed production planning with the integrated etagis Modeller
- Electronic quality control program
- Industry 4.0

Throughout the years since the ERP implementation, the system did not only convince through its stability, but also grew with the company. Pankl has a high demand for software flexibility. The significance of the ERP system also grew for the management in the past years because key figures play a major role for the company listed on the stock exchange. Pankl adopts the key figures of all companies of the group from the individual clients into a management information system (business intelligence) and evaluates them. For a uniform group controlling, abas provides many options through the group accounting module, financial accounting, fixed asset accounting or Corridor Controlling.

"We have very high requirements regarding the flexibility of the software as we have to cover very different business areas and processes, and because requirements often change—due to Pankl's growth. Generally, for example in the racing industry, we have to be prepared for very short development–to–delivery turnarounds. This requires exact, yet flexible, planning. We also need to realize extremely short processing periods in production. abas ERP provides optimal support."

Birgit Thek, Head of ERP Department
www.pankl.com

CGR GROUP
INTEGRATED PROCESSES FOR INTERNATIONAL SUCCESS

PRODUCTS
Industrial Springs: Wire Springs,
Flat Springs, Mini Springs

EMPLOYEES
800

LICENSES
200

ABAS USER SINCE
2013

LOCATIONS
France, China, Spain, Poland, Mexico

PROJECT HIGHLIGHTS
• International roll out
• Multisite support
• EDI integration
• Renault-specific logistics requirements
• APS (Advanced Planning and Scheduling)

For more than 20 years, CGR Group has been a leader in the spiral spring market. With offices in 6 countries on 3 continents, CGR has 14 production sites and over 800 employees. And the company continues to grow with annual revenues exceeding €100 million. With their focus on production for the aeronautics and automotive industries and their increasing international requirements, CGR needed a unique business solution. The search was on for a new ERP system to integrate all their business processes, including administration, logistics, and their technical office. After a strict selection process that included all the major ERP vendors, abas ERP was chosen for its usability and its excellent support for automotive industry processes.

"We were looking for an international ERP system that supported the specific processes of the automotive industry; in particular EDI, labeling, automatic invoicing, and order management. We chose abas because of the exceptional industry expertise of the consultants in each country and the scope of the product itself, which is significantly greater than that of the other ERP solutions we evaluated."

Sylvain Coniel, Performance Director at CGR Group
www.cgr.fr

المنارة للاستشارات

PROCESS
INDUSTRY

CUSTOM
MANUFACTURING

SERIAL
PRODUCTION

ADA GROUP
SAVINGS THROUGH SYSTEM FLEXIBILITY

PRODUCTS
Premium hotel cosmetics

EMPLOYEES
280

LICENSES
108

ABAS USER SINCE
2003

LOCATIONS
Germany, Austria, Switzerland, France,
Spain, Dubai, Hong Kong and China

PROJECT HIGHLIGHTS
• International operation
• Central production client
• Upgrade compatibility

After an unprecedented growth period, the ADA Group, a market leader for premium hotel cosmetics based in Germany, was in desperate need of a new business solution. Their previous, custom business software had reached its limit. Because of the ADA Group's broad range of products, the new system would need to be able to support not just process manufacturing, but also job, batch and lot production. Furthermore, the system would need to support multiple clients as ADA distributes through various national and international locations. abas ERP fulfills these requirements. Since 2003, the ERP system has accompanied the hotel cosmetics specialists around the globe. With the evolutionary and flexible abas ERP solution, ADA now has a tool that easily connects new locations and optimally supports their continuous improvement process. Over the years, their expectations for the IT system have been more than met. ADA saves money and maps new processes in the software themselves. And the best part is that the system still remains fully upgradeable.

"We chose abas ERP because we were confident that we could perform upgrades and make modifications to the software ourselves. Thanks to the flexibility of the system, we have been able to map every defined change in the software. With other systems I have worked with during my professional career, upgrades took months. With abas, a new release is imported over a single weekend. That's an enormous cost advantage, as significantly less IT capacity is required when compared with other systems."

Christian Estenfeld, Head of Pre-Production
www.ada-cosmetics.com

SKF SEALING SOLUTIONS AUSTRIA GMBH

PRODUCTS
Sealing solutions

EMPLOYEES
300

LICENSES
202

ABAS USER SINCE
2004

LOCATIONS
Austria, Poland, Canada, China Italy,
Germany, USA

PROJECT HIGHLIGHTS
- Integrated use of all functions of the ERP
  Software: purchasing with purchase order
  processing, warehouse management,
  scheduling, retail and material
  management, sales with sales order
  processing and accounting
- Special feature: Production planning and
  control with PDC
- Flexible, direct sales order processing
- All necessary information, such as
  parts lists for picking, is available at the
  machine.
- Feedback to the system is automatically
  sent after the work is complete
- Current and reliable information about
  inventory levels based on the data in abas
  can be accessed at any time.

SKF Sealing Solutions Austria GmbH is recognized as a pioneer in manufacturing machined seal solutions. Their products, specially manufactured for a turbine, to small series production of customer specific fitted plastic parts to complete machines for a variety of product lines. abas ERP is implemented at many of the company's locations in multiple countries. Their flexibility and internationalization requirements for abas are high.

"The availability of abas in over 28 languages – in operation and as output languages – is as much of a plus for internationally operating companies as the processing of different currencies. The hardware plays a major role when we think of expansion: we also deliberately decided to go for a system, which would give us flexibility as we have already developed hardware structures which we would like to continue to use. Taking this into account, nothing stands in the way of a further expansion at SKF."

Mario Brückner, employee in international sales, and responsible for the implementation and support of ERP software at SKF Economos
www.skf.com/seals

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www.manaraa.com

LISEGA SE
ABAS ACCOMPANIES GLOBAL EXPANSION

PRODUCTS
Pipe mounting systems for large industrial plants

EMPLOYEES
1,100

LICENSES
302

ABAS USER SINCE
1991

LOCATIONS
Germany, England, France, USA, China, Saudi Arabia
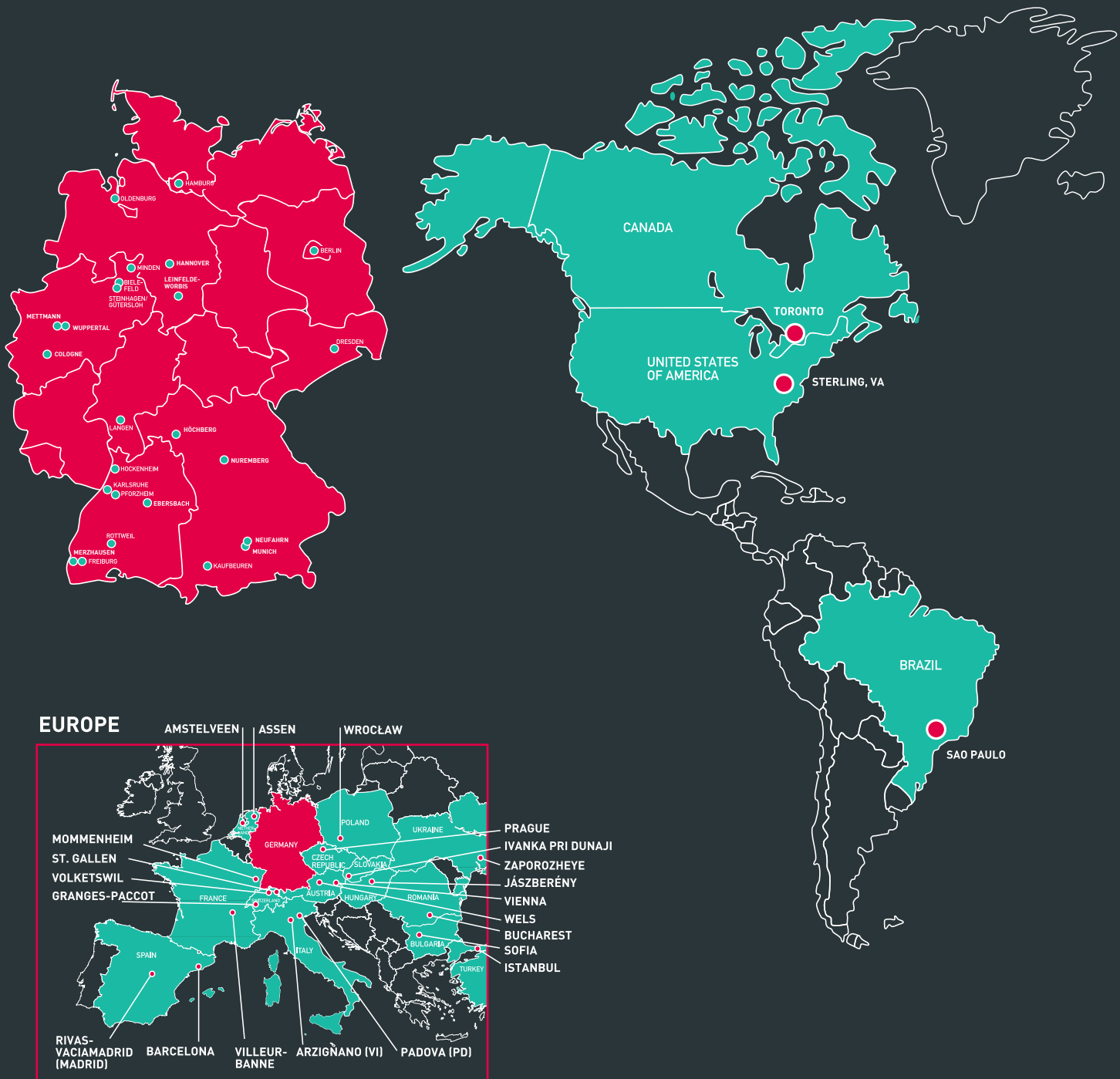
PROJECT HIGHLIGHTS
- Multiple operating languages
- Modifications quickly adopted in all subsidiaries
- Upgrades imported over a single weekend
- Some processes customized in 1991 are still in use today
- Business process automation options
- Centralized process management with superior inventory accountability, reduced stock, increased availability, transparency throughout the entire group, and improved information flow

Since their founding in 1964, LISEGA has become an international market leader for pipe mounting systems. The company, based in northern Germany, has multiple production sites around the world and a global distribution network that includes 39 representatives in 36 countries. abas ERP has accompanied LISEGA's expansion since 1991. The system's international and multiple language capabilities are of great significance to LISEGA, as today more than 300 concurrent users around the world rely on the ERP software from abas.

"One of our central goals was—and still is—to minimize administrative processes within the company and between all international subsidiaries through modern organization strategies. Having abas ERP was a significant factor in achieving this goal, because it supports our organization rather than of forcing us to conform our organization to inflexible IT systems the way many other software solutions do."

Udo Böttcher, Head of IT
www.lisega.de

ABAS IS THERE FOR YOU. *AROUND THE GLOBE.* AT 65 LOCATIONS. IN 29 COUNTRIES. WITH MORE THAN 1,000 EXPERTS.

HAMBURG
OLDENBURG
BERLIN
MINDEN
HANNOVER
BIELE-
FELD
LEINFELDE-
WORBIS
STEINHAGEN/
GÜTERSLOH
METTMANN
WUPPERTAL
COLOGNE
DRESDEN
LANGEN
HÖCHBERG
HOCKENHEIM
NUREMBERG
KARLSRUHE
PFORZHEIM
EBERSBACH
ROTTWEIL
NEUFAHRN
MUNICH
MERZHAUSEN
FREIBURG
KAUFBEUREN

CANADA

TORONTO

UNITED STATES
OF AMERICA

STERLING, VA

BRAZIL

SAO PAULO

EUROPE

AMSTELVEEN   ASSEN   WROCŁAW

MOMMENHEIM
ST. GALLEN
VOLKETSWIL
GRANGES-PACCOT

POLAND
GERMANY
UKRAINE
CZECH
REPUBLIC
SLOVAKIA
FRANCE
AUSTRIA
HUNGARY
ROMANIA
SPAIN
ITALY
BULGARIA
TURKEY

PRAGUE
IVANKA PRI DUNAJI
ZAPOROZHEYE
JÁSZBERÉNY
VIENNA
WELS
BUCHAREST
SOFIA
ISTANBUL

RIVAS-
VACIAMADRID
(MADRID)   BARCELONA   VILLEUR-
BANNE   ARZIGÑANO (VI)   PADOVA (PD)

abas ERP

EUROPE

TURKEY

TEHERAN
IRAN

SAUDI
ARABIA
JEDDAH

GURGAON
THANE INDIA

COLOMBO
SRI LANKA

CHINA

BEIJING

SHANGHAI

JAPAN
OSAKA

HONGKONG

THAILAND
BANGKOK

SHAH
ALAM MALAYSIA
SINGA-
PORE

INDONESIA

JAKARTA

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RICHMOND

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