be.as Industry Solutions and international Rollouts

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Topics

- beas group at a glance
- SAP® Business One / be.as Strategy
  - Functional Scalability
  - Target Markets
- be.as Manufacturing and SCM (Supply Chain Management)
  - Industry Solutions
- be.as international Rollouts
  - Skills
  - International Scalability
  - References

beas group and be.as Industry Solutions at a glance

beas group AG

- > 25 years experience
- Software development for small and mid-sized manufacturing enterprises
- 2002 decision to develop be.as
- Specially designed for SAP® Business One
- 2009 Incorporation of beas Asia in Shanghai
- Global partner network in place

be.as Industry Solutions

- 2003 first live customer in Germany
- 2004 + 2009 SAP certification of be.as Manufacturing
- 2007 SAP and beas started to market industry solutions
- 2010 SAP certification of „Enabled by SAP Business One“
- > 400 customers in 34 countries
- Approx. 7‘400 be.as user and 9‘200 SAP® Business One user (March 2011)
- 15 supported language versions

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Mission Statement

Our expertise

We have been the partner for SMEs for over 20 years. Since 2002, we have concentrated our efforts exclusively on the development and marketing of standard software based on SAP© Business One for discrete and process manufacturing as well as the parts supply industry.

Quality and scalability of our industry solutions

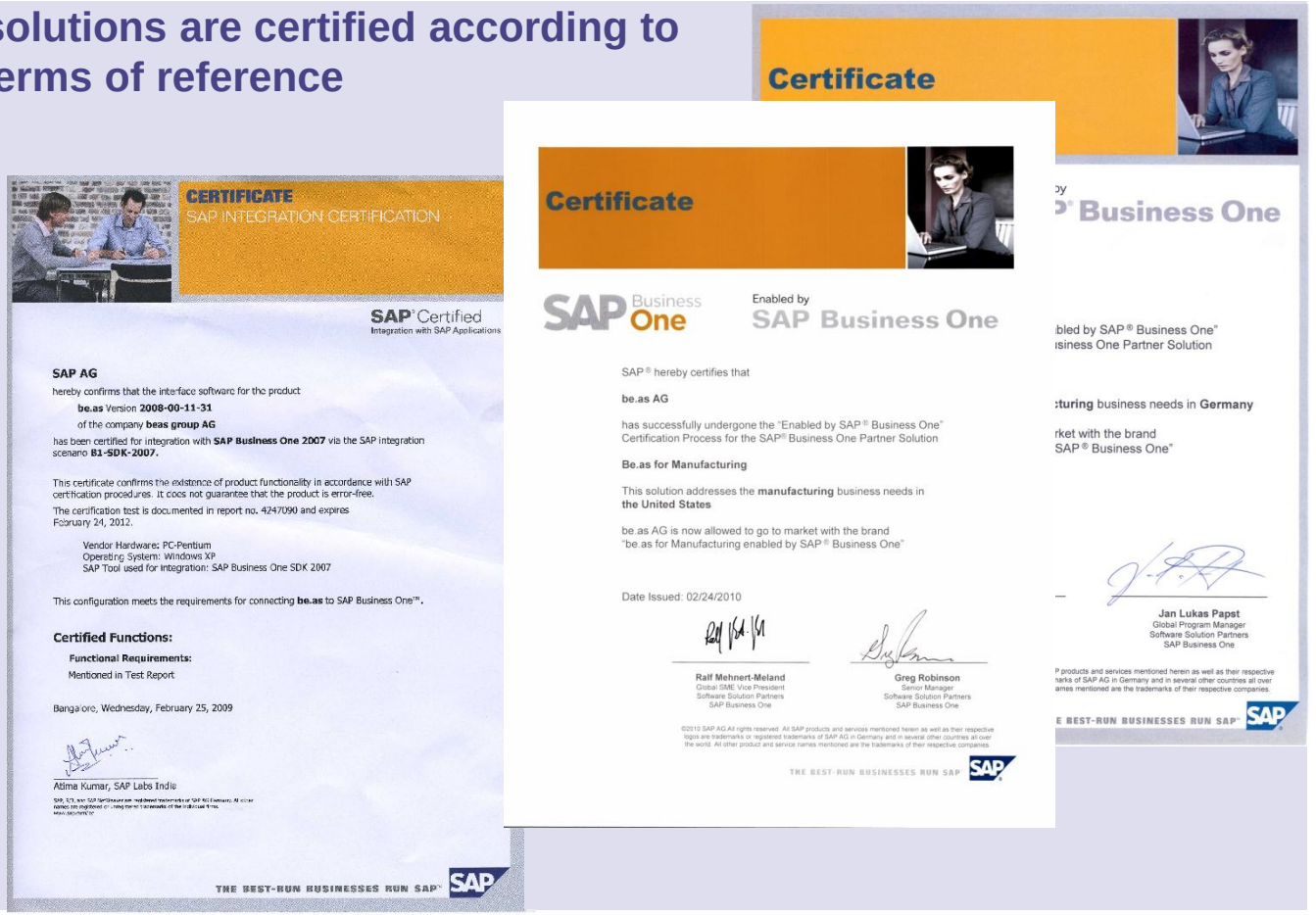
be.as modules are SAP-certified and targeted on small and medium-sized enterprises and the subsidiaries and branch offices of large organizations for world-wide use and integration with SAP R/3 and ERP 6.0.

Support and maintenance for our customers

We support you in Germany and neighboring countries through direct activities (new branches, strategic projects) on the one hand and through competent and certified partners near you on the other hand. Our subsidiaries in cooperation with strategic partners also market and implement SAP© Business One / be.as in the other countries of Europe, North and Latin America and Asia / Pacific Region.

be.as Industry Solutions – certified and branded by SAP

- **be.as industry solutions are certified according to the latest SAP terms of reference**
  - Development guidelines
  - Technical integration
  - Adjustment and coherence of the business processes
  - Documentation of features and methods
  - Marketing material
  - Training material and data examples
  - Internet portal for information, exchange of experiences and support all around be.as



CERTIFICATE
SAP INTEGRATION CERTIFICATION

SAP Certified
Integration with SAP Applications

SAP AG
hereby confirms that the interface software for the product
be.as Version 2008-00-11-31
of the company beas group AG
has been certified for integration with SAP Business One 2007 via the SAP integration scenario B1-SDK-2007.

This certificate confirms the existence of product functionality in accordance with SAP certification procedures. It does not guarantee that the product is error-free.
The certification test is documented in report no. 4247090 and expires February 24, 2012.

Vendor Hardware: PC-Pentium
Operating System: Windows XP
SAP Tool used for integration: SAP Business One SDK 2007

This configuration meets the requirements for connecting be.as to SAP Business One™.

Certified Functions:
Functional Requirements:
Mentioned in Test Report

Bangalore, Wednesday, February 25, 2009

Atima Kumar, SAP Labs India

THE BEST-RUN BUSINESSES RUN SAP

Certificate

SAP Business One
Enabled by
SAP Business One

SAP® hereby certifies that
be.as AG
has successfully undergone the "Enabled by SAP® Business One" Certification Process for the SAP® Business One Partner Solution
Be.as for Manufacturing
This solution addresses the manufacturing business needs in the United States
be.as AG is now allowed to go to market with the brand "be.as for Manufacturing enabled by SAP® Business One"

Date Issued: 02/24/2010

Ralf Mehnert-Meland
Global SME Vice President
Software Solution Partners
SAP Business One

Greg Robinson
Senior Manager
Software Solution Partners
SAP Business One

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Certificate

Business One

bled by SAP® Business One"
isiness One Partner Solution

turing business needs in Germany

rket with the brand
SAP® Business One"

Jan Lukas Papst
Global Program Manager
Software Solution Partners
SAP Business One

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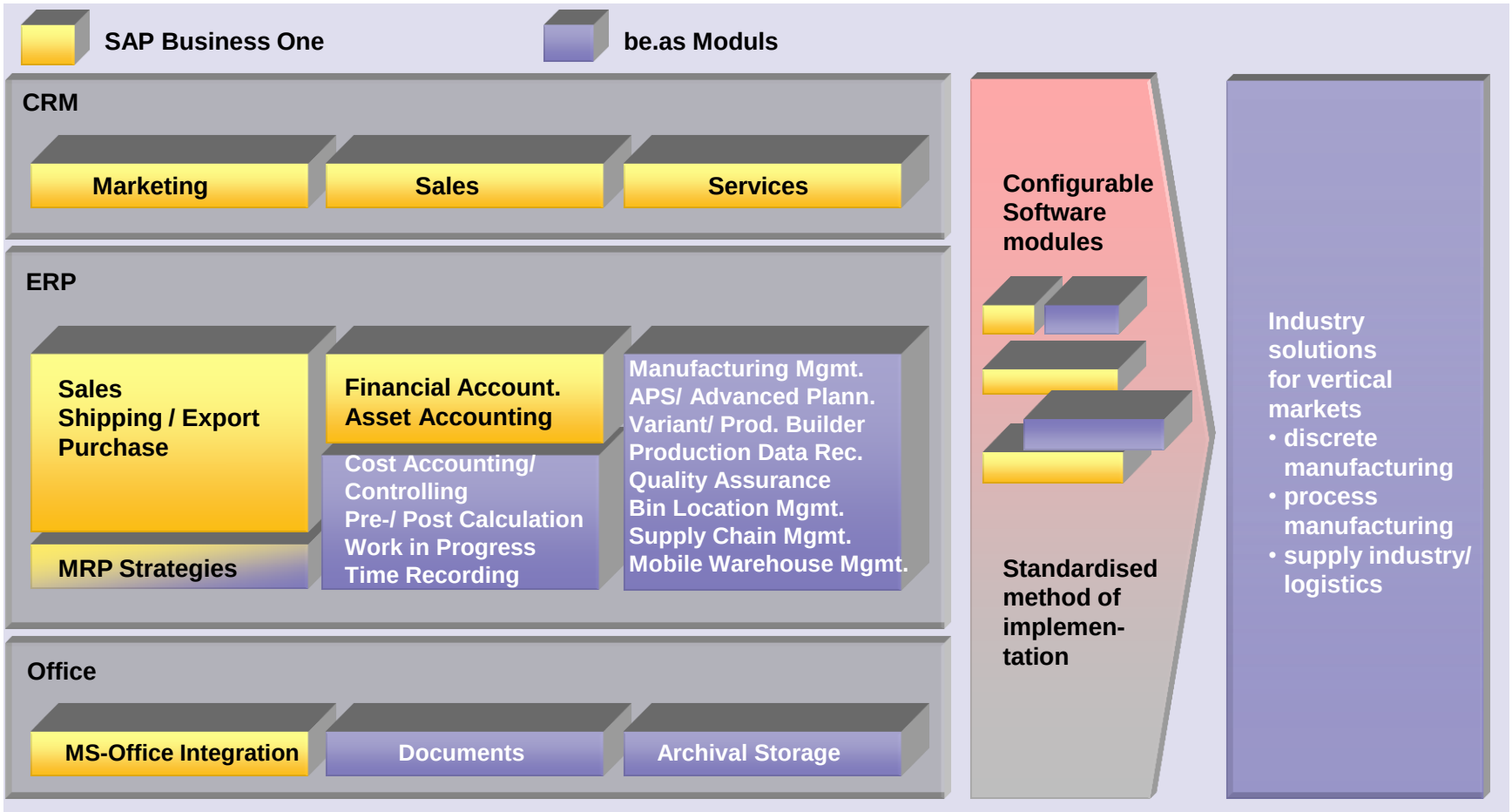
SAP® Business One / be.as - Strategy
– Functional Scalability



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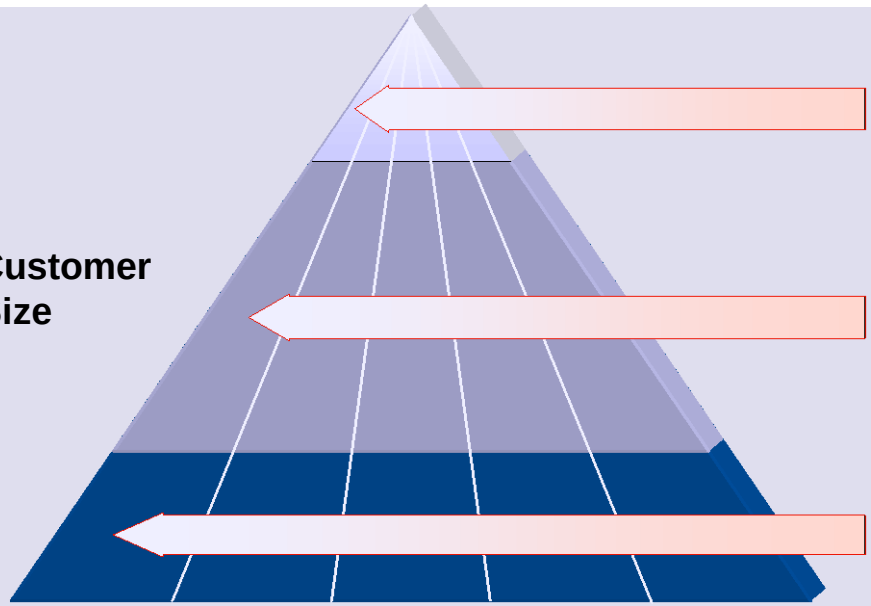
SAP® Business One / be.as - Strategy
– Target Markets



Specific functionality for business processes:

- Engineering and make-to-order / projects
- Assembly / configure-to-order / variant production
- OEM / supply industry / automotive

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Proof of strategy be.as industry solutions
- new customers in 2010 in representative industries

- **Number of sold new be.as user licenses in 2010 > 1‘200**
  - This relates to approx. 1‘800 – 2‘000 SAP Business One user
  - And 100 customers in a range from 2 – 80 user per site

- **A representative selection of some new customers and industries**
  - Köllemann, engineer-to-order machinery, constructions, www.koellemann.de
  - Schlemmer Group, Automotive, www.schlemmer.com
  - Dana, Automotive, www.dana.com
  - Medivance, medical devices, www.medivance.com
  - Siegert GmbH, electronics, PC-boards www.siegert.de
  - Baojie Electric Motors Co., Ltd, electronical goods, www.cbmcn.com
  - Synplast AG, plastics engineering, www.synplast.ch
  - Amcor Flexibles, packaging industry, www.amcor.com
  - PR Service Graphique, packaging industry, www.prservicegraphique.com
  - Kollant, agricultural chemicals, insecticides, www.kollant.it
  - Vebi Instituto Biochimico, bio chemical products, www.vebi.it
  - Zeus Scientific, clinical diagnostics products, www.zeusscientific.com
  - Pharmintraco SA, chemical/microbiolocical engineering, www.pharmintraco.com

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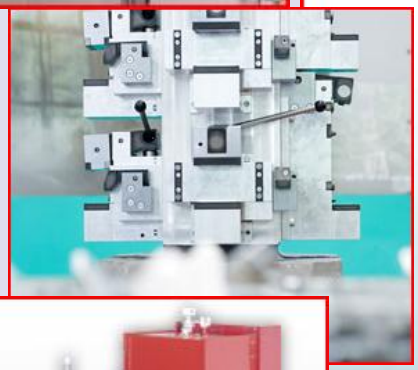
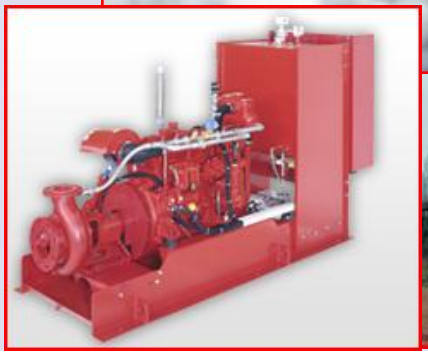
be.as Manufacturing for Machinery and Apparatus (1)

- **Machinery**
  - Engines, turbines, pumps
  - Construction and farm machinery
  - Machine tools
  - Robots and handling equipment
  - Special-purpose machines
  - Plants
- **Transportation equipment**
  - Equipment, parts for aircrafts, water crafts, rail and road vehicles





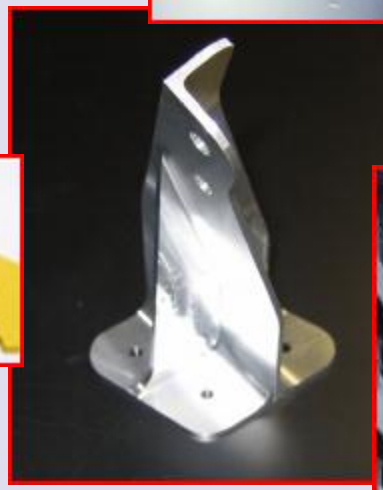
be.as Manufacturing for Machinery and Apparatus (2)

- **Electrical and electronic equipment**
  - Office equipment, machines
  - Household equipment
  - Consumer electronics
  - Electrical equipment
  - Powersupplies, equipment
  - Communications equipment
  - Electronic components

- **Instruments and related products**
  - Analytical, measuring and control instruments
  - Laboratory equipment
  - Medical devices
  - Optical, photographic devices
  - Timepieces, parts

be.as Manufacturing for Metal and Plastics Processing (1)

- **Service-oriented metal processing**
  - Surface treatments
  - Turning, punching, forming, etc.



- **Structural metal work like**
  - Hand tools, metal goods
  - Cans, bins, vats
  - Hydraulic and pneumatic elements
  - Equipment for plumbing, heating, etc.

- **Metal construction**
  - Structures of welded sheet metal
  - Metal constructions like stages, fencings, grids, ducts
  - Steel/metal work
  - Heavy gauge tanks, vessels, etc.

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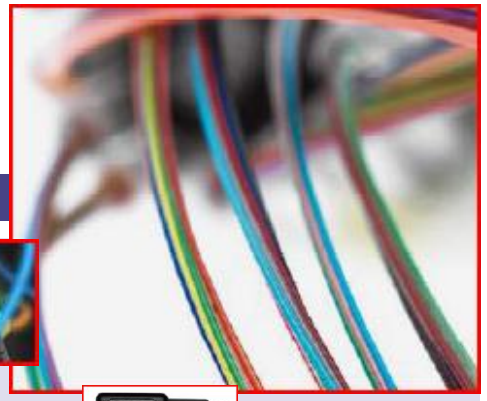
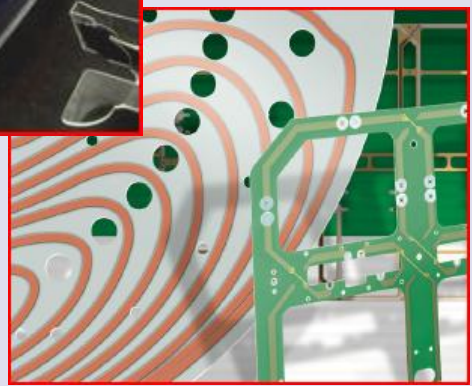
be.as Manufacturing for Metal and Plastics Processing (2)

- **Plastics and rubber processing**
  - Foils, plates, profiles, tubes
  - Gaskets, hoses, belts
  - Hydraulic and pneumatic elements, fittings
  - Bags, sacks, bins, bottles

- **Plastics and rubber equipment for**
  - ITC
  - Machinery and automotive
  - Laboratory, medical supplies
  - Plumbing, heating, construction
  - Household
  - Personal security

- **Plastics/rubber – metal assembl.**



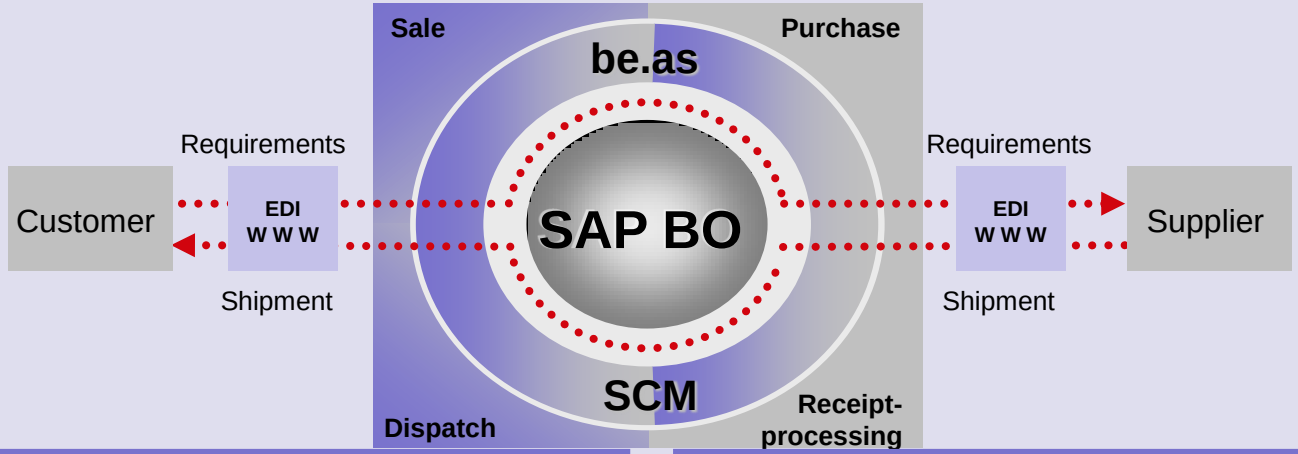


be.as SCM (Supply Chain Management) for Supply Industry (1)

- **Automotive**
  - Tier 1 enterprises with direct supplies to car manufacturer and purchase orders to tier 2 or 3 suppliers
  - Tier 2 or 3 enterprises with supplies to upstream suppliers (e.g. tier 2 or 1)
  - Industry-specific communication standards have to be used

- **Other enterprises as part of a supply chain**
  - Manufacturing enterprises
  - Trading, distribution, logistic companies
  - Communication only partly standardized or defined by key accounts individually

be.as SCM (Supply Chain Management) for Supply Industry (2)



Business Processes

(VDA, Odette, EDIFACT, ANSI X.12)

- Delivery forecast
- Delivery forecast call-off
- Delivery forecast JIT
- Handling by external provider
- Label with barcode
- Collective delivery note
- Shipping order
- Invoice
- Order to Pay
- Invoice self billing
- Transport package management

Features

- Global sales order
- Sales call-off order
- Customer-/ shipment progress numbers
- Delivery scheduling per second
- Dispatch scheduling per second
- Transport Label before production
- Packing aid management
- EDI-Converter
- History proof
- „Over“- and „under“ delivery
- etc.

be.as Manufacturing for Chemical Engineering

- Industrial organic chemicals
- Plastic materials, resins, fibers
- Soaps, cleaners
- Paints, lacquers
- Agricultural chemicals
- Various chemicals
- Oils, greases
- Papers, floor coverings

be.as Manufacturing for Packaging Industry

- **Fabrication of packaging material**
- Paper and allied products like
  - Coated, printed papers
  - Bags, boxes
- Plastic goods
  - Foils, bags, containers
  - Coated, printed
- Steel / aluminium goods
  - Foils, blisters, cans, etc.
- Wood products

- **Processing of packaging material**
- Food
- Pharmaceutical goods
- Chemical goods
- Cosmetics, etc.

be.as Manufacturing for Food

- Meat products
- Creamery products
- Dried, condensed, evaporated, frozen products
- Mill products
- Animal food
- Bakeries and candies
- Oils, fats
- Beverages

beas International Rollouts
- Skills

- **SAP® Business One**
  - Functionality
  - Implementation in several industries
  - Customization, additional developments, integration 3rd party software
- **be.as Manufacturing and Supply Chain Management**
  - Functionality
  - Implementation in manufacturing companies
  - be.as Supply Chain Management additionally in distribution / logistics
  - Customization, additional developments, integration 3rd party software
- **R/3 and MySAP Integration**
  - Master, financial and order data
  - Application of B1ISN
  - Application of ibolt/magic

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beas International Rollouts
- International Scalability

- **Project coordination / management**
  - By beas or one of its strategic partners
- **Template / Blueprint / Pilot**
  - Location to build a template or blueprint can be chosen by the customer
  - No geographic limits to implement the pilot
- **Rollout**
  - Depending on the strategy of the customer
  - Can be done by the rollout team of beas or beas‘ strategic partners
  - In combination with the core team and/or local subsidiaries of the customer
  - By the core team of the customer independently
  - Involvement of experienced local SAP® Business One / be.as partners as needed
- **International / geographical coverage**
  - Europe, Americas, Asia / Pacific, Africa

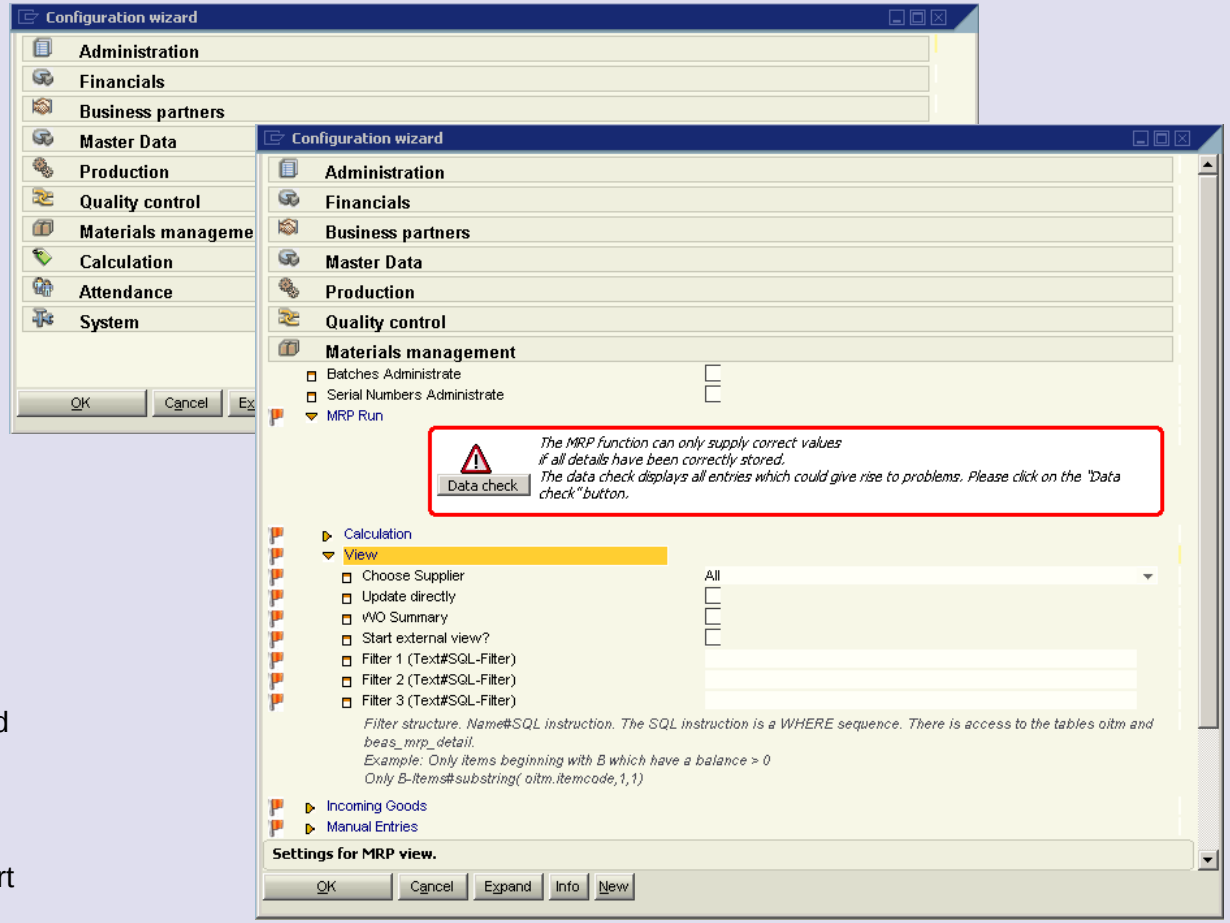
beas International Rollouts
- be.as Configuration Wizard to create Templates / Pilots

Fast and comprehensive configuration of SAP Business One / be.as

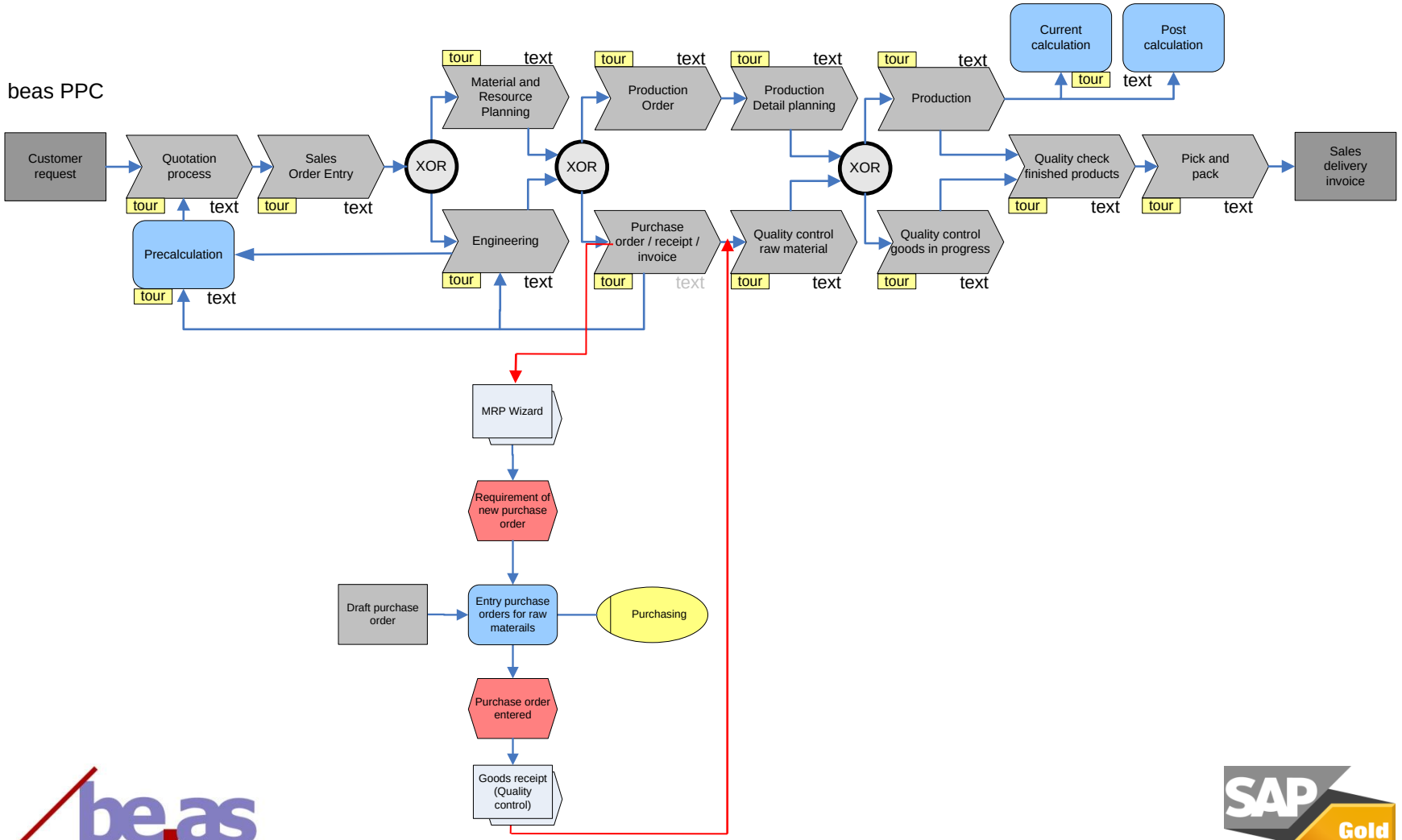
- Centralized adjustment of all important parameters and settings
- Rule- and multi-level based configuration according to customer specific needs
- Administration of the settings like logging, export, using for support requests, etc.

Integrated checks of data integrity

- Important after data migration and during current data administration
- Inconsistencies will be detected immediately and can be edited directly
- Enables better self-control by the customer and saves support time and money



Business Process Orientation
- Preconfigured business processes



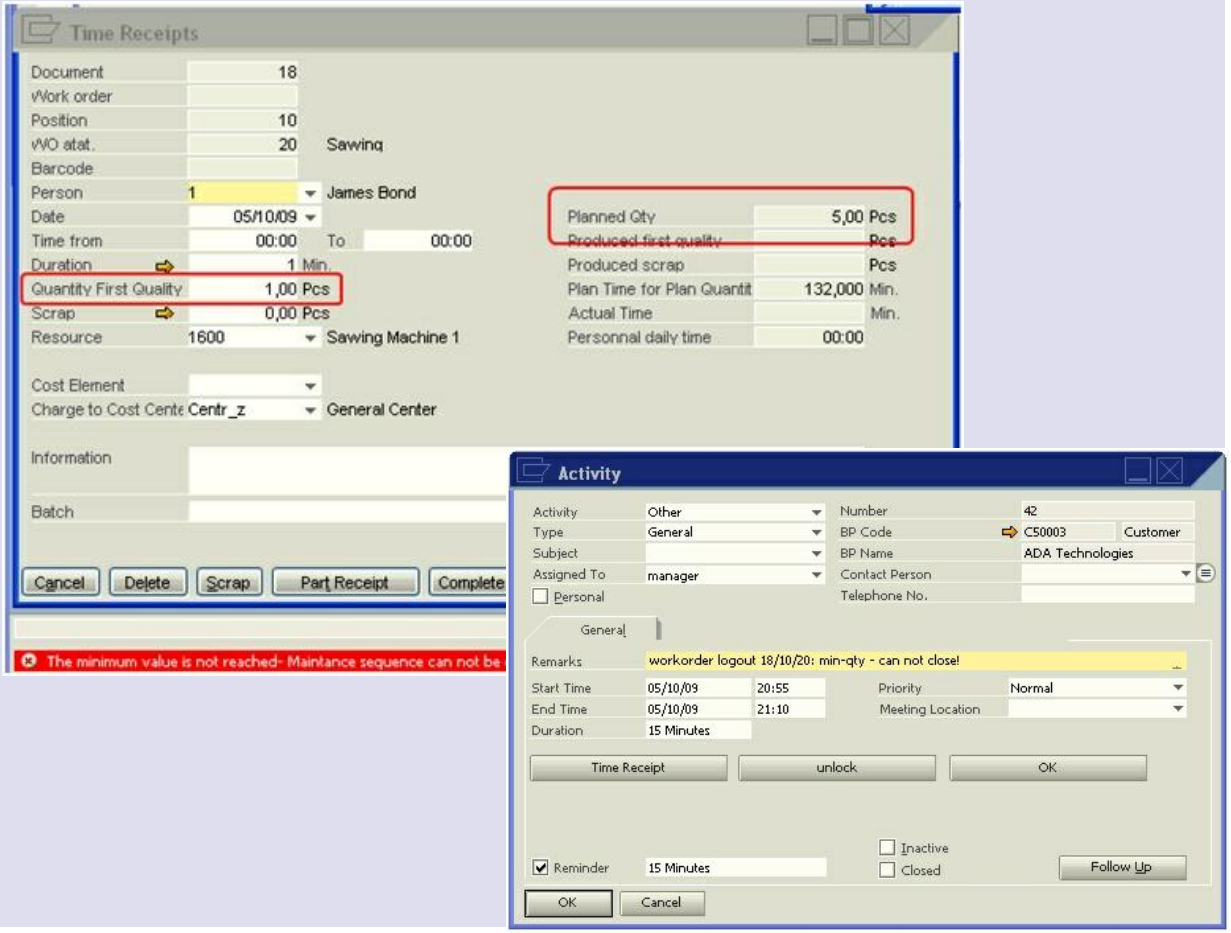
Workflow and Event Management
- free configurable in SAP® Business One / be.as

Event-based activities and workflows

- Events of SAP Business One and be.as
- Event scripts for more complex activities and workflows
- Can generate 1 message and up to 3 different decisions with follow-up actions

Catalogue with predefined events

- be.as provides a standard catalogue with predefined actions



beas International Rollouts
- Reasons for SAP® Business One / be.as

- **Strategic rollout**
  - In small and mid-sized subsidiraies world-wide
- **New subsidiary**
  - New foundation
  - Acquisition
  - Spin-off
- **Change management**
  - Rightsizing
- **Integration / migration options**
  - Integration in R/3 / MySAP
  - Subsidiary can be migrated later on to R/3 / MySAP with little effort
    - E.g. Siemens migrated a subsidiary in Romania after >4 years usage of SAP® Business One / be.as and strong growth of the subsidiary from 50 to > 350 employees
    - E.g. KSB intends to migrate in 2009 KSB Shanghai Pumps with currently more than 100 active SAP® Business One / be.as users and > 600 employees after >4 years usage and strong growth

beas International Rollouts
- References of international rollouts (1)

Company	Industry	Headquarters	Locations	URL
KSB Group	Machinery / Apparatus	Germany	China	www.ksb.com
Stork	Machinery / Apparatus	Netherlands	Europe	www.stork.com
Bauer Group	Machinery / Apparatus	Germany	Asia	www.bauer.de
Himoinsa S.A.	Machinery / Apparatus	Spain	Asia, Europe	www.himoinsa.com
Vogel & Noot	Machinery / Apparatus	Austria	Europe	www.vogel-noot.info
Norbert Industries	Machinery / Apparatus	USA	Europe	www.norbertind.com
Huber + Suhner	Metal / Plastics Processing	Switzerland	Europe, Asia	www.hubersuhner.com
MSA International	Metal / Plastics Processing	USA	Latam, Asia	www.msanet.com
Siemens	Metal / Plastics Processing	Germany	Europe	www.siemens.com
Lapp Group	Metal / Plastics Processing	Germany	Europe / Asia	www.lappgroup.com
Mennekes	Metal / Plastics Processing	Germany	Asia, Europe	www.mennekes.de

beas International Rollouts
- References of international rollouts (2)

Company	Industry	Headquarters	Locations	URL
Lord Corporation	Chemical Engineering	USA	Europe, Asia	www.lord.com
Kester	Chemical Engineering	USA	Europe	www.kester.com
JRS	Chemical Engineering	Germany	USA, Europe	www.jrs.de
Alcan Packaging Div.	Packaging	Canada	Asia, Europe	www.alcan.com
OSI Group	Food	USA	Latam	www.osigroup.com

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