

References



International ERP System



Global Business

Mid-market companies are increasingly organizing their processes internationally along the value added chain. To ensure maximum efficiency when communicating with customers, vendors and own locations, an ERP software is required, which can be used across locations worldwide. ABAS provides a unique solution for international customers through its multi-country functionality and global partner network. ABAS is uniquely qualified to successfully implement international projects. No other company has the combination of a unified partner network, strategic orientation, globally enabled software, and international implementation methodology that defines the roadmap to success.

Mid-market ERP software for global use:

- Unicode-compatible (representation of character sets such as Chinese, Cyrillic, etc.)
- 28 languages are contained in the standard release
- Client-capable
- Group consolidation
- Up to 5 parallel sets of accounting areas (HGB, US-GAAP, IFRS)
- Worldwide support
- High flexibility with full upgradeability



Your requirements realized internationally - abas global implementation methodology

In international projects, different management levels must be optimally linked to each other. A central controlling of the project is very important. Local requirements and cultural variants have to be taken into account.

ABAS together with its partners, developed a secure implementation methodology, based on long-term experience. This methodology takes all aspects of an international project into account and therefore ensures success.

Global ERP Projects

ABAS provides an unique ERP package for global customers through its multi-country functionality and global partner network. ABAS is uniquely qualified to successfully implement international projects. No other company has the combination of an unified partner network, strategic orientation, globally enabled software, and global implementation methodology that defines the roadmap to success. ABAS provides quick ROI in that it is easy to learn, use, customize and upgrade. More than 2,300 customers have chosen ABAS as their long term ERP provider and work successfully with the internationally applicable abas Business Software.



abas
ERP

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Distribution

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eB

One Globe – One Network – One ABAS

- ABAS is represented by over 55 certified software partners in 32 countries worldwide
- Excellent network of users and software partners (international trade fairs, partner meetings, global seminars, user group meetings, etc)
- Extensive know-how from numerous international projects
- Secure software implementation using well-proven international implementation methods
- Central coordination of the entire process (from initial contact to implementation and support in real operation)



Unicode makes it possible

Unicode compatibility is a basic requirement for the international implementation of a business software. Unicode enables the representation of different characters such as Arabic, Cyrillic or Chinese. Furthermore, for individual countries there are differences in: financial and customs regulations, maintenance of exchange rates, coordination of production cycles, conversion of units, graphics and text direction when creating documents. Symbols must be checked for their significance in different countries. In the case of international projects it must be ensured that all parties involved follow the same uniform programming guidelines. abas Business Software is programmed in English and German. The business software is currently offered in the following 28 languages: German, American and British English, French, Spanish, Italian, Polish, Russian, Hungarian, Czech, Turkish, Romanian, Indonesian, Dutch, Macedonian, Bulgarian, Serbian, Slovenian, Slovak, Portuguese, Chinese (simplified and traditional), Greek, Thai, Arabic, Persian, Vietnamese and Urdu.

"We have decided in favor of abas ERP, because we are able to upgrade and modify on our own with this software. We have an internal team that works permanently on ADA's continuous improvement process. Due to such a flexible business software we were able to represent all changes we have defined in the system. With other systems I have previously worked with, upgrading took up to several months. Using abas Business Software, the new release is installed over a weekend. This is quite cost beneficial since only few IT capacities are needed in comparison to other systems."

Hartmut Schindler, Head of IT



www.ada-cosmetics.com



creative in bodycare

Project highlights:

- abas ERP is internationally used at ADA locations in Germany, Austria, Switzerland, France, Spain, Dubai, Hongkong, Singapore and China
- Central production client

ADA Group

Germany (Headquarter): ADA Holding, Kehl
 China: ADA Cosmetics Asia, Hongkong
 Singapore: ADA Cosmetics Asia, Singapore
 Switzerland: ADA Cosmetics International GmbH, Zug
 France: ADA France SARL, Strasbourg
 Austria: ADA Guest Supplies GmbH, Jenzens
 Spain: ADA Hotelcosmetic S.L., Barcelona
 United Arab Emirates: ADA International General Trading LLC, Dubai

Employees: 280

Licenses: 100

abas user since: 2001



Products: premium hotel cosmetics

Description of ERP project:

After remarkable growth, ADA Cosmetics' previous business software reached its limits. The German based market leader in premium hotel cosmetics used an individual software to cover their business processes. Due to a broad product range, their new system had to be able to manage batch and process manufacturing as well as custom and small-scale production. Because ADA Cosmetics distributes through various national and international locations, it also had to be equipped with multi-user features. abas Business Software meets all these requirements and now assists the hotel cosmetics specialist since 2001. With evolutionary and innovative abas Business Software, ADA works with a tool that easily connects new locations and continuously optimizes processes. abas ERP has exceeded all of ADA's expectations over the years. ADA saves costs and reproduces their needs in abas ERP without losing upgradeability.

Project support:

Overall project: ABAS Projektierung GmbH
 Germany: ABAS Projektierung GmbH
 Hongkong: ABAS Business Solutions (PRC) Ltd
 Singapore: ABAS Business Solutions (Malaysia) Sdn Bhd

"The availability of abas ERP 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 Economos."

Mario Brückner, employee in international sales, and responsible for the implementation and support of ERP software at SKF Economos



www.economos.com



Project highlights:

- Integrated use of all ERP software functions:
 - Purchasing and purchase order management
 - Warehouse management
 - Scheduling
 - Goods and material management
 - Sales and sales order management
 - Accounting
 - etc
- Special features
 - Production planning and control using PDC
- Flexible, direct sales order processing
- All required data, such as e.g. BOMs for picking, are ready for use on the machine.
- Completion confirmations are outputted automatically by the system when jobs are completed.
- Up-to-date and reliable entries on stock levels can be accessed at any time on the basis of the data in abas ERP

SKF Economos Group

Austria (Headquarter): SKF Economos GmbH, Judenburg
 Belgium: SKF Economos Belgien n.v., Asse/Mollem
 Italy: SKF Economos Italia S.r.l., Verona
 USA: SKF Economos USA Inc., Cleveland (OH)
 Thailand: SKF Economos Sealing Solutions (Thailand) Limited, Bangkok
 China: SKF Economos Sealing Solutions Co. Ltd., Qingdao
 Germany: SKF Economos Deutschland GmbH, Bietigheim

Employees: 1100	Licenses: 177	abas user since: 2004
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Products: sealing solutions

Description of the ERP project:

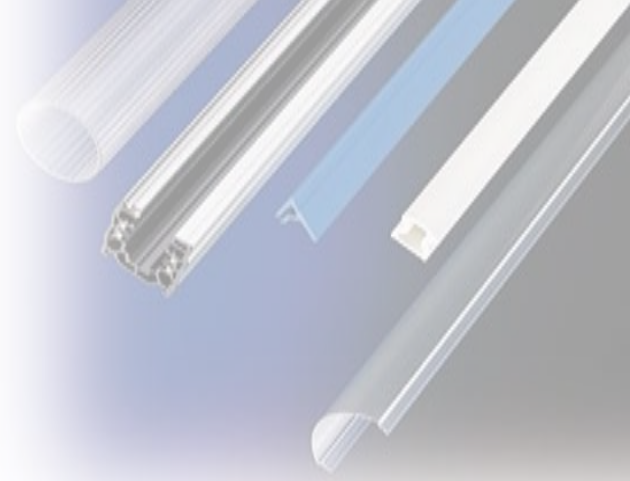
Economic standard software should be as flexible as possible and should be easily adjustable to the requirements of a company. No problem if the growth and business processes of a company are clear. However, the requirements of the Austrian group, SKF Economos, go way beyond this. The abas Business Software which was implemented there not only supports the requirements of a dynamic growth and different business processes, but also enables the connection of subsidiaries in multiple countries.

Project support:

Overall project: Nittmann & Pekoll GesmbH
 Austria: Nittmann & Pekoll GesmbH
 Belgium: ABAS Systemhaus GmbH
 Italy: Nittmann & Pekoll GesmbH
 USA: ABAS-USA Inc.
 Germany: ABAS Projektierung GmbH
 China: ABAS Business Solutions (PRC) Ltd.
 Thailand: Wisdom Information Systems

"Each of our business areas has different production procedures and channels of distribution. It made sense to represent these in an optimal way using the new business software. For example, three forwarders with different requirements from four business areas had to be able to work with a scheduling module. A decisive advantage of the abas Business Software in comparison to other systems is the flexibility. Due to this, it was not necessary for us to fix the detailed planning of the system. We can make changes and adjustments at any time without losing the releaseability of the system."

Dr. Ulrich Wolf, Head of IT, Elkamet



www.elkamet.com



Elkamet Group

Germany (Headquarter): Elkamet Kunststofftechnik GmbH, Biedenkopf

USA: Elkamet Inc., East Flat Rock (NC)

Czech Republic: Elkamet s.r.o., Nyrany

Employees: 580

Licenses: 85

abas user since: 2004

Project highlights:

- Transparent and organizationally secure material flow
- Required implementation materials are optimally located respective to the production equipment.
- The abas scheduling generates relocation suggestions which display a material flow of a production level from one day to the next. The basis for this is the representation of business areas with individual production levels in warehouse groups and the respective attachment of scheduling master files in the product.
- Due to prompt scheduling, the stock turnover is reduced and the stock turnover is increased
- Due to the continuity of the new solution errors made by duplicate entries are no longer a problem.
- "Quick learning curve" for those employees with no experience in IT at Elkamet due to the excellent ergonomics of the abas Business Software



Products: special profiles, fuel and hydraulic oil containers, as well as plastic lamp bodies for customers in Europe, Asia and America.

Description of the ERP project:

The first organizational discussions took place immediately after the project start. The complete organization was decided in the steering committee, which consisted of the project managers, the Elkamet management and also the implementation partner. All function areas from the master files up to sales, material management, production right up to purchasing, were adjusted to requirements. The procedure for the master files transfer and the structure of forms was also decided. Each business area at Elkamet has different production procedures and different channels of distribution. It made sense to represent these in an optimal way using the new business software. For example, three forwarders with different requirements from four business areas had to be able to work in one common scheduling area. A decisive advantage of the abas Business Software in comparison to other systems is the flexibility. Due to this, it was not necessary for Elkamet to fix the detailed planning of the system. Adjustments can be made at any time without losing the releaseability of the system, even after 'going live'.

Project support:

Overall project: ABAS Projektierung GmbH, Cologne

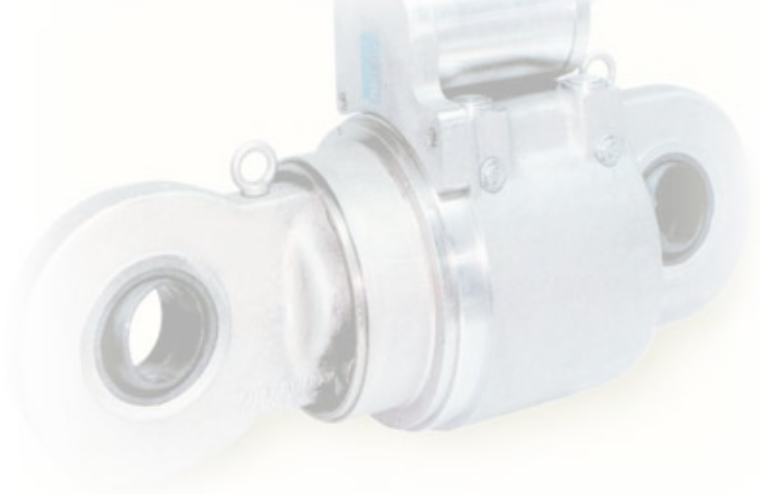
Germany: ABAS Projektierung GmbH, Cologne

USA: ABAS-USA Inc.

Czech Republic: abas business solution s.r.o.

"A main requirement was and is to minimize the administration processes within the company and in all international subsidiaries through modern organization methods. A significant contribution to the successful fulfilment of this requirement is provided by the abas Business Software because it supports the organization and does not, as many other systems do, force the organization to use inflexible IT systems".

Hans-Herlof Hardtke, CEO of the LISEGA AG



www.lisega.de



LISEGA Group

Germany (Headquarter): LISEGA AG, Zeven

USA: LISEGA Inc., Newport (TN)

France: LISEGA S.A.R.L., Bondoufle

UK: LISEGA Ltd., Netherthorpe

China: LISEGA Pipe Support Technologies Co. Ltd., Shanghai

Employees: 850

Licenses: 245

abas user since: 1991



Products: pipe support technology in the major plant engineering and construction

Project highlights:

- Multi languages
- Experience and adjustments can be applied immediately in all subsidiaries
- abas Business Software grows with the requirements and is therefore always up-to-date
- Positive experience with upgrades - the import is normally complete in one weekend
- abas ERP quickly displays new business processes
- Uniform organizational principles can be realized
- Option of automating business processes
- Central process management with super ordinate warehouse responsibility - stock level reduction, increase in availability, transparency in the complete group
- Increased information flow

Description of the ERP project:

All activities in the abas Business Software are tracked as soon as a quotation is created and released from within the LISEGA group. If the quotation leads to a sales order, all required data are already available in the system and modifications can be made. It is irrelevant in which LISEGA subsidiary the quotation was created and in which the quotation is further processed. A significant foundation in the sales order processing represents the warehouse and production organization which ensure quick availability through a requirement oriented scheduling and control. Through this the different warehouse locations of the LISEGA subsidiaries worldwide are included in the scheduling.

Project support:

Overall project: ABAS Software AG

Germany: ABAS Software AG

USA: ABAS-USA Inc.

France: ABAS Technologies de l'Information

UK : ABAS Software AG

China: ABAS Business Solutions (PRC) Ltd.

"We have a high demand for the flexibility of a software as we have very different business areas and processes and our duties often vary due to the growth of Pankl. Generally, in the car racing industry we must, for example, work with very short periods from development to supply. This means we must plan in detail and flexibly. Extremely short processing periods must also be realized. The abas Business Software optimally supports us here."

Daniel Konrad, ERP manager at Pankl



www.pankl.com



Project highlights:

- Integration of production detailed planning software
- The production process time can be calculated in advance quickly and precisely with the aid of the simulation system. Amongst other things, this enables the testing of planning alternatives and the effect these may have on the goals of the company
- In order to enable tracking and for the required auditing, a serial number management function has been implemented in the ERP system
- An electronic quality control program has been fully integrated

Pankl Group

Austria (Headquarters): Pankl Racing Systems AG, Kapfenberg

Slovakia: Pankl Automotive Slovakia s.r.o., Topolcany

UK: Pankl UK Ltd., Bicester

USA: Pankl Aerospace Systems Inc., Cerritos (CA)

Employees: 800

Licenses: 92

abas user since: 1996



Products: Motor and drive systems, chassis parts for racing sports - for high performance cars (Formula 1) and the aircraft industry

Description of the ERP project:

Throughout the years since the implementation of the ERP system, this has not only proven itself through its stability, it also "grew along with the company". Pankl has a high demand for software flexibility due to the very different business areas and processes and the duties often vary due to the growth of Pankl. The significance of the ERP system also grew for the management in the past years because the key figures play a major role for the companies listed on the stock exchange. The Styrians take the figures of all companies in the group from individual clients. These are transferred into a management information system (Business Intelligence) and are evaluated. For a uniform group controlling, abas ERP provides many options through the group accounting module, the financial accounting, the fixed asset accounting or the Corridor Controlling.

Project support:

Overall project: Nittmann & Pekoll GesmbH

Austria: Nittmann & Pekoll GesmbH

Slovakia: amotIQ srl

UK: Nittmann & Pekoll GesmbH

USA: ABAS-USA Inc.

"Multilingualism is an important factor for Schmalz when it comes to long-term investment security. We optimize internal processes cross-nationally. For example, these days we only have to click on a button in the ERP system when we want to create a new product and the data are then available worldwide in all Schmalz ERP locations."

Werner Fischer, Head of IT, Schmalz



www.schmalz.com



Project highlights:

- Continual process of improvement in the company and process-oriented organization optimally supported by the abas Business Software.
- Customized requirements
- Annual upgrades after which the company-specific customization remains
- Always the most up-to-date technology
- International implementation
- User-friendly data processing, clearly defined procedures and responsibility for data
- Multilingual master catalog as the basis for Web and print catalog
- Vendor connection through the eBusiness solution, abas eB

Schmalz Group

Germany (Headquarters): J. Schmalz GmbH, Glatten
 France: Schmalz S.A.S., Champs sur Marne
 Spain: Schmalz S.A., Erandio
 USA: Schmalz Inc., Raleigh (NC)
 Italy: Schmalz s.r.l., Novara
 Switzerland: Schmalz GmbH, Nürensdorf
 Netherlands: Schmalz g.v., Hengelo

Employees: 600

Licenses: 173

abas user since: 1992



Products: vacuum components, vacuum grippers for robots, vacuum clamping systems

Description of the ERP project:

Schmalz profits through annual upgrades which are in line with the technological progress. The new technology and functions are integrated into the system standard annually. Schmalz continually develops customized functionalities according to the requirements of the company by using the integrated flexible user interface for programming in abas ERP. If these are contained in a new version of the ERP software, the software standard is used. All processes must be securely and quickly representable, now just the same as in 5 years. The requirements of the Schmalz customers are continually increasing. Schmalz has just the right system for this through the evolutionary and flexible system approach of ABAS. Multilingualism is an important factor for Schmalz when it comes to long-term investment security. The vacuum specialist optimizes internal processes beyond country borders. For example, now you only have to click on a button in the ERP system and the quotations, purchase orders and invoices are exchanged between the headquarters and the foreign organization, and are recorded quickly as a new process in the correct screen. Data are available worldwide at all Schmalz ERP locations.

Project support:

Overall project: ABAS Projektierung GmbH
 Germany: ABAS Projektierung GmbH
 France: Softpro Industrie S.A.
 Spain: ABAS Business Solutions Ibérica S.L.
 USA: ABAS-USA Inc.

"We had maximum efficiency and constructive communication in the project through the highly motivated employees of the ABAS Projektierung. We also learned a lot about our company. The project handling was quick, professional and also project costs were as planned when the project was complete. I am sure that we would have not had such a positive result with any other provider."

Alexander Walter, CIO and Project Manager of the Weinig Group.



www.weinig.de



Project highlights:

- Significantly optimized management of the supply chain purchasing, sales and production
- Automatic generation of purchase order suggestion according to production data of the system
- Faster purchasing process
- Sufficient stock for JIT delivery schedules
- Error prevention
- Spanish abas Business Software installation is hosted in Germany via VPN.
- Implementation in Spain in less than 15 man-days
- International implementation methodology guarantees the highest possible level of efficiency.
- Company-specific customization is always possible in maintenance mode after going live
- Integrated financial accounting
- Data is always up-to-date
- Considerable time savings when creating purchase orders
- Group-spanning language translation integrated into the abas Business Software

Weinig Group

Germany (Headquarters): Michael Weinig AG, Tauberbischofsheim

China: Weinig (Yantai) Machinery Co., Ltd., Yantai

Switzerland: Michael Weinig SA, La Chaux des Fonds

Spain: Weinig Espana, Madrid

Employees: 1.065

Licenses: 49

abas user since: 2007



Products: Machines and systems for solid wood processing

Description of the ERP project:

Company acquisitions have led to the Weinig Group using various ERP systems. The hardware and software strategy per subsidiary is set up decentrally. In order to continue growth, Weinig increasingly implements the abas Business Software in additional locations. The software was implemented in China, Switzerland and Spain by Weinig from Tauberbischofsheim and by the ABAS Projektierung from Karlsruhe. The implementation in France and USA will be carried out soon. Country-specific localization of abas ERP is carried out by the abas software partner in the respective country. In China this is ABAS Business Solutions (PRC), in Switzerland BYTICS AG and in Spain Abas Business Solutions Ibérica.

Project support:

Overall project: ABAS Projektierung GmbH

Germany: ABAS Projektierung GmbH

China: ABAS Business Solutions (PRC) Ltd.

Switzerland: BYTICS AG

Spain: ABAS Business Solutions Ibérica S.L.

"We want to provide our users in different countries with the highest level of comfort possible. However, we cannot realize this only using our IT department in Hamburg because there are language barriers. Therefore, we require the support of the foreign abas partner on location who knows the local requirements, who can correctly implement the software, who can communicate in the same language and who can provide our subsidiaries with know-how during the respective working time. We rely on the abas Business Software as part of this."

Wolfgang Reher, Head of IT at Weinmann



www.weinmann.de



WEINMANN Group

Germany (Headquarters): Weinmann Geräte für Medizin GmbH + Co. KG, Hamburg

Switzerland: G. Weinmann AG, Neuenhof

France: Weinmann S.A.R.L., Igny

Employees: 500

Licenses: 125

abas user since: 2003



Products: Diagnostic, therapeutic, and life-saving devices and systems in the field of medical technology

Project highlights:

- International implementation of abas Business Software
- abas partner network: support and implementation of international installations by the abas partner from the region
- The abas partner in Hamburg has set up special lot management, which registers the exact delivery date and the storage location. This ensures that no good, which are close to their sell by date, leaves the warehouse.
- Special machine documentation has been realized: in the case of medical equipment it must be ensured that important information, such as serial numbers, individual configuration and the maintenance status with history, can be seen at any time. abas ERP manages these data throughout the complete lifecycle.

Description of the ERP project:

By implementing the abas Business Software, Weinmann has optimized the processes in the group of companies over all locations. abas ERP provides an international ERP system which can be permanently adjusted to the new process models of Weinmann without losing any of the releaseability. For example, this ensures that the warehouse management of abas ERP has a high level of transparency and a quick material flow. Any number of warehouses and warehouse locations can be created and managed by the user in the system. A route optimizing withdrawal process enables the warehouse workers to process all items of a purchase order in an optimal sequence. The modern high rack warehouse with a paternoster system works on the principle of 'chaotic warehousing'. The products or warehouse units have no fixed warehouse allocation. The storage space can be optimally utilized if all goods are recorded and managed in the ERP system.

Project support:

Overall project: ABAS Systemhaus GmbH

Germany: ABAS Systemhaus GmbH

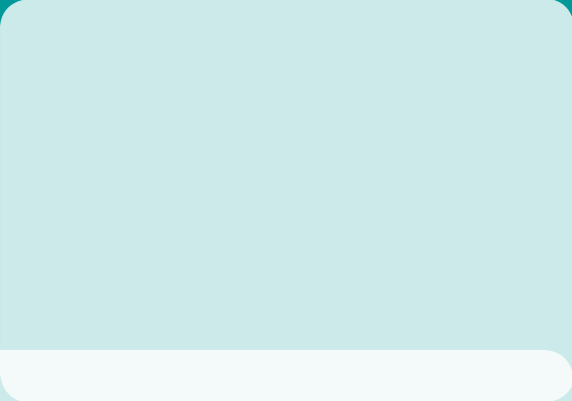
Switzerland: ABAS Competence Partner GmbH

France: Softpro Industrie S.A.

References - Over 2300 satisfied customers



Your abas Software Partner:



Software Provider:



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