

References



abas ERP for process industry

**Chemical industry
Cosmetics
Food**

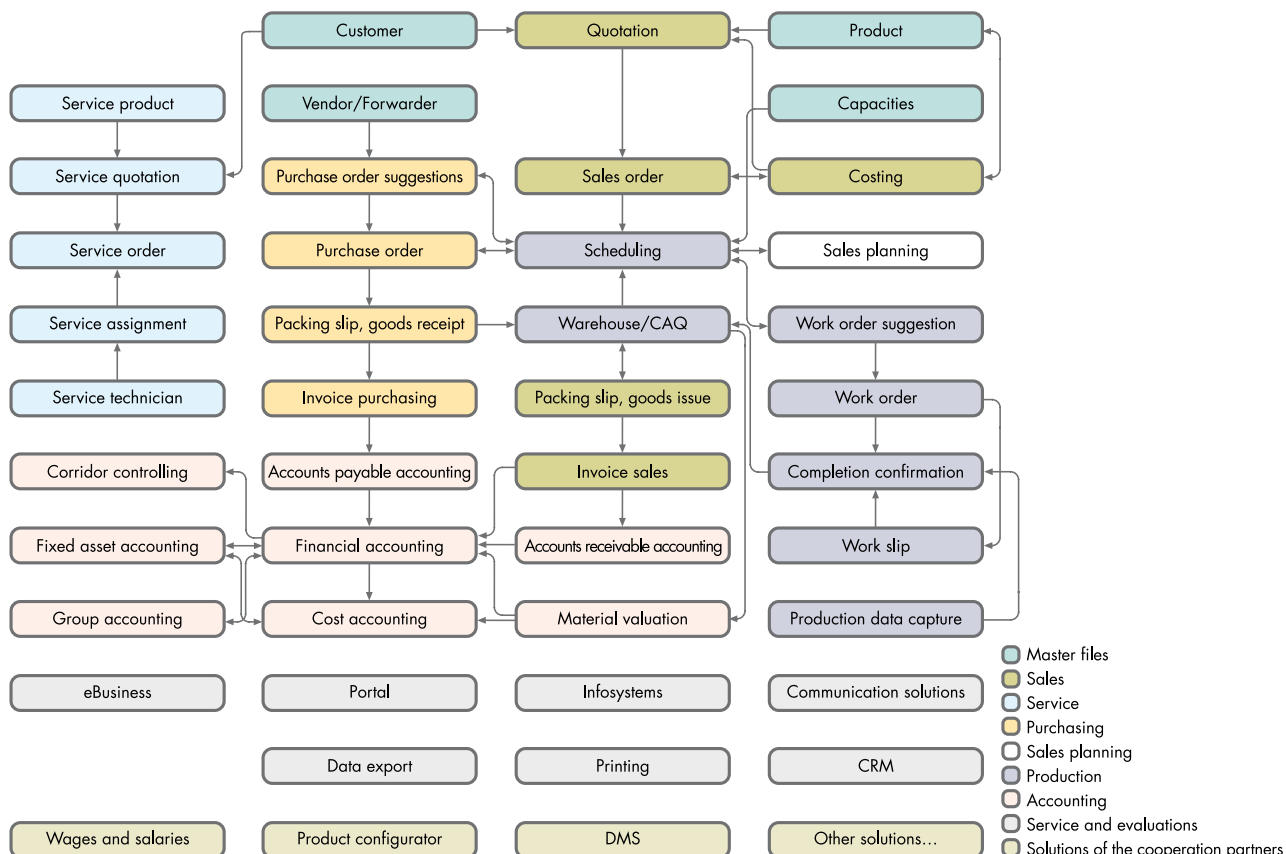


ERP • PPC • MRP • eBusiness

abas Business Software: for small and mid-market businesses

abas Business Software is one of the most flexible and upgradeable ERP and eBusiness solutions on the market today. abas Business Software is used in mid-market manufacturing and distribution markets, focusing on discrete, Engineer-to-Order, Make-to-Order, Assemble-to-Order, and Job Shop Manufacturing environments. Over 2,300 small and mid-market companies in different industry sectors work with abas Business Software worldwide.

abas ERP for production companies



abas ERP in the process industry

The term "process industry" comprises several individual sectors of industry which produce materials that need formulas to be produced, as is the case in the sectors chemistry, paints and lacquers, pharmaceuticals and cosmetics, as well as food and beverages.

For many years the process industry has been characterized by globalization, international structures and mergers. ERP software has to be able to represent this in terms of production planning, logistics, accounting and consolidation.



Industry sector specific requirements

Requirements of the process industry are not restricted to formulas but range over all ERP functionalities. Products in the process industry can often only be characterized exactly by specifying further distinguishing characteristics such as shape, color, taste, concentration, etc. These have to be recorded in the product master files and can be used in purchasing/sales, cost accounting, warehousing and production.

Material costs are often more significant than processing costs. Therefore, production planning, lot tracking, cost calculations and combined production are important functions for process manufacturers. Laws, legal requirements and environmental regulations are a central topic and special attention must be placed on quality assurance.

Due to the proximity to the consumer goods industry, requirements such as special prices, special offers and seasonal products, advertising subsidies, discounts, incentives, etc. are typical.

Satisfied abas users in the process industry



creative in bodycare

Project highlights:

- International operation of abas ERP at ADA locations in Germany, Austria, Switzerland, France, Spain, Dubai, Hong Kong, Singapore and China.
- Central production client
- Webshop with eBusiness solution, abas eB
- Custom and small scale production
- Global distribution

"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

ADA Holding GmbH in Kehl (D)

www.ada-cosmetics.com

Employees: approx. 300

Licenses: 110

abas customer since: 2001



Products: high-quality 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 supervision: ABAS Projektierung GmbH

"We can't do anything without abas Business Software, with it everything is fast and efficient."



BCM Kosmetik Deutschland GmbH in Dietzenbach (D)

www.bcm-kosmetik.de

Employees: 310

Licenses: 90

abas customer since: 1995

Project highlights:

- Efficient company organization
- Material flow in warehouse and production controlled by wireless scanners
- Logistics: on time delivery
- Procurement: automated supplier-scheduler
- Optimization of the value-added chain (SCM)
- APS link

"We can't do anything without abas Business Software, with it everything is fast and efficient." Rainer Gohl, Logistics/IT



Products: lipsticks, eye shadows, powder, mascara, cremes, suntan lotion, etc.

Description of ERP project:

BCM Kosmetik GmbH (Boots Contract Manufacturing) belongs to the British Alliance/Boots Group PLC. BCM Kosmetik produces beauty products in Dietzenbach (Germany). Lipsticks, eye shadows, creams and suntan lotion are only some examples. Today, the German location is making so much profit that the English owners are expanding it even further. About 310 employees – at peak times even 450 employees – are working on 9,000 square meters in three shifts in Germany. Further 900 employees are being employed in Poland. The manufacturer of cosmetics combines a perfect organization of production and logistics with a production-oriented and flexible ERP system: abas Business Software, with extensive functionalities for production planning and goods management.

Project supervision: ABAS Projektierung GmbH, Nuremberg

"The experience of abas consultants made it possible to implement the business solution within a short time."



Laboratorios Belloch S.A. in Valencia (E)
www.belloch.com

Employees: approx. 150

Licenses: 28

abas customer since: 2008

Project highlights:

- Plant data collection and process automation
- Material and capacity planning
- Lot tracking and quality assurance
- Full integration of complex sales processes, such as prices and conditions
- Adjustments can be made in-house (administration and programming)
- Multisite
- EDI

"Companies are constantly subject to internal and external change, which makes foresight, reliability, optimizations, customizations, and evaluations a must. abas ERP and the experience of abas consultants have made it possible for us to implement and adjust the business solution within a short time and to improve all functional processes and decisions in the company."
Emilio Arolas, Financial Manager



Products: cosmetics and hair care products

Description of ERP project:

After an 8 month implementation phase, abas ERP was successfully implemented with a high percentage of process reengineering and automation. Shortly after the 'go live', a huge increase in effectiveness, especially in company areas such as scheduling, production and goods issue was observed. Moreover, thanks to abas ERP, Laboratorios Belloch now has improved transparency to company data and the possibility to create own infosystems to evaluate data and set key performance indicators in many ways. Further important changes such as improved warehousing with lot management and locations in different warehouses, scheduling, multisite functions, EDI, and many more, result in increased customer satisfaction and competitiveness.

Project supervision: ABAS Business Solutions Ibérica S.L.



Henelit Lackfabrik GmbH in Villach (A)

www.henelit.at

Employees: 180

Licenses: 40

abas customer since: 2003

Project highlights:

- Formulas management in BOMs
- Quote drafting for retail stores represented within one screen
- Reduction of stock level through numerous evaluations
- Filling orders for various filling bundles

"The great thing about abas Business Software is that I don't have to determine anything while the system is implemented, when modeling processes or customizing the software. Modifications made in abas ERP can be changed again at any time. In the course of the years our continuous improvement process could be accompanied optimally. All raw materials, including composition of thinners, are recorded in abas ERP. This is very important since some of our customers have to provide authorities with a solvent management plan." Peter Katsberger, Head of IT



Products: paints and lacquers for wood and metal preservation

Description of ERP project:

Founded in the late 1940s, Henelit is one of the largest manufacturers for paints and lacquers for wood and metal preservation in Southern Austria. Henelit has branches in all Austrian states, three foreign subsidiaries in Slovenia, Croatia and Hungary and over 180 employees. Up until 2003 Henelit was using "Comet", an outdated ERP software, based on an individually developed company IT. The old system was no longer being further developed and Henelit was forced to look for a new ERP solution. The company wanted a future-proof, easy to customize and multi-lingual system that was centrally maintained. abas Business Software meets these requirements. Delivery reliability, transparency and ability to provide information has increased since implementation of the ERP system. The software is also continuously optimizing production, which leads to reduction of stock levels and quicker production processes.

Project supervision: Nittmann & Pekoll GesmbH



MAYMÓ COSMETICS, S.A. in Barcelona (E)

www.maymo.com

Employees: 160

Licenses: 17

abas customer since: 2003



Products: manufacturer of brands for skin care and makeup

Project highlights:

- EDI integration
- Production planning and control
- Wireless terminals for stock movements
- FIFO lot management

Description of the ERP project:

For over 60 years Maymó has been making its products leading brands. Maymó Cosmetics is the longest standing manufacturer of brands in Spain. From the very beginning, many prominent companies profited from Maymó's technical experience, efficiency in research, innovation and creativity. In the past 4 years Maymó Cosmetics has grown dramatically. Since the 'go live' of abas Business Software the company has grown from 70 to 160 employees and has been expanded from one warehouse and product location to three warehouses and two production locations. This growth has also had an influence on the ERP project and includes several ongoing optimizations. The comprehensively integrated functionality, as well as flexibility of the software to adjust to an environment which is subject to constant changes, was the basic requirement for the ERP selection. Complexity in production planning increased since Maymó Cosmetics rarely produces the same product twice. Many improvements, such as FIFO lot management, traceability, pricing, EDI integration, material valuation and warehouse logistics could be realized ever since the implementation of abas ERP. Speed and accuracy in picking and shipping were increased by using wireless terminals and due to optimized processes. Maymó Cosmetics relies on annual upgrades to use new functions and improvements.

Project supervision: ABAS Business Solutions Ibérica S.L.

"We are very happy with the versatility and performance."



MERITEM, S.A. in Igualada / Barcelona (E)

www.meritem.es

Employees: 80

Licenses: 19

abas customer since: 2009

Project highlights:

- Scheduling of calls and quick order execution
- Logistics: automatic packing slip grouping, picking according to delivery route and preparation of shipping papers
- Loyalty program
- Commission settlement
- External warehouse management/ relocation
- Pricing



Products: paella, pizza, pasta and convenience food

Description of the ERP project:

Meritem is the largest paella manufacturer in Spain, a country in which the food industry is growing constantly. As a producing company, Meritem continuously optimizes its production processes and operation is very sales-oriented. Therefore, the project focus was placed on automation and efficient organization of the areas sales – over 500 sales orders are processed daily – as well as logistics and reporting. The close cooperation between Meritem and the abas project team resulted in a smooth implementation. As planned, the 'go live' took place in January 2009 after a short implementation time of 4 months. One immediate benefit is high user satisfaction, which is a result of efficient processes, as well as fast access to relevant information for reporting and data mining. Thanks to the abas ERP implementation, considerable cost savings were already realized in regard to routine evaluation tasks.

Project supervision: ABAS Business Solutions Ibérica S.L.

"We are very happy with the versatility and performance of the application in terms of creating and collecting data and decision-making. The stability of the system which provides us with maximum security and continuity of our processes also has to be emphasized. Only recently we switched from our old system to abas ERP. Therefore, I would like to emphasize the professionalism and precision with which the team of ABAS Business Solutions Ibérica realized the ERP implementation. A key factor for the successful 'go live' of a new ERP system."
Xavier Herreros, CEO



Sunny Chemicals Hongkong Ltd. in Hongkong (HK)

www.sunnychemical.com

Employees: 160

Licenses: 9

abas customer since: 2006

Project highlights:

- Automated work processes
- Revenue growth
- Centralized data processing
- Cost reduction

"The new system automates all our work processes, from sales, purchasing and warehouse management, to shipping and delivery. This has reduced our supply chain considerably. Benefits from the automated data management process are huge. All reports can now be generated with one mouse click. This does not only save personnel, but also increases reaction times to the market since an immediate overview of information services is provided in real time."

Avan Cheung, Manager



Products: Chemical products

Description of the ERP project:

Sunny Chemicals (H.K.) Limited looks back on a rapid growth. In 1997, Sunny Chemicals was founded with 30 employees. Today, there are 160 employees and Sunny is the sole agent in China and Hong Kong for a number of chemical products, such as dyes, coatings, plastics additions, wax additions and resin coatings. From its headquarters in Hong Kong, Sunny can rely on a network of 12 sales agencies on the Chinese mainland and in Macao. After having tested over 20 providers from Hong Kong, the Chinese mainland and other countries, Sunny still had not found a suitable solution which matched the company's high expectations. Sunny came to notice the exceptional strength and functionality of the linux-based abas ERP solution during an event for prospective customers. Sunny Chemicals recognized the software's advantages which would effectively support the company in its era of growth. Sunny Chemicals was able to notice considerable improvements of business performance and productivity already during the first test phase. Today, abas Business Software is helping to provide branch managers with comprehensive information, makes detailed business outlooks and helps to develop effective business strategies.

Project supervision: ABAS Business Solutions (PRC) Ltd.

Software by a mid-market business for mid-market businesses

Founded in 1980, ABAS is a leading provider of the most flexible and upgradeable ERP and eBusiness solutions on the market today. 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.



Solid Foundation

For ABAS long-term success is more important than short-term growth or there interest in profit. Long-term business success can only be achieved through fair behavior in all business activities. An adequate profitability guarantees a company's stability and ability to innovate.

One Globe – One Network – One ABAS

The global ABAS network has more than 600 employees and 50 software partners to ensure quick reaction times and a high level of quality services. The internationally tested implementation methodology by ABAS is the key to success for any ERP project worldwide. ABAS currently has partners in 30 countries and the partner network is being constantly expanded.

Business philosophy "The Spirit of ABAS"

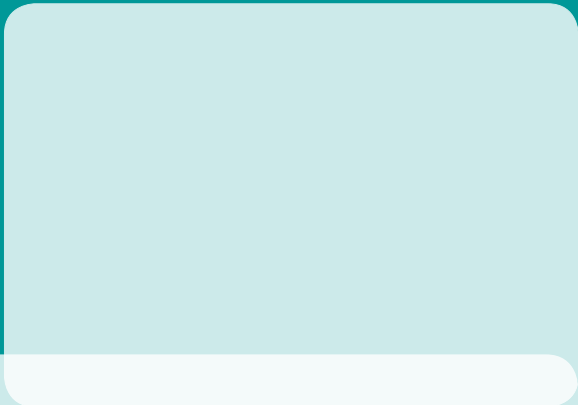
Satisfaction, quality and service go together – ABAS orients itself on these principles every day. The main idea is that abas customers can concentrate on what is of most importance to them: "we want your customers to love doing business with you." The quality of abas Business Software is always the main priority. ABAS walks side by side with its users and seeks constructive dialog for the further development of abas Business Software. Transparency and trust contribute to the fact that the cooperation is permanently satisfying for both sides.

References - Over 2,300 satisfied customers



We appreciate your trust in us!

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