



ABAS ERP OVERVIEW

ABAS IS A PLATFORM BUILT FOR THE FUTURE

Are you considering a new, or maybe your first ERP system? It is a major decision: on average, businesses stay with the same ERP provider for 6 to 10 years. You need a partner who isn't just thinking about today's needs but will adapt as the world – and your competitive landscape – changes.

Find out why abas is the right partner for a long-term success strategy.

FLEXIBLE OPERATING MODELS

A staggering 85 percent of US businesses buying ERP in 2018 are looking for cloud-based solutions. Cloud ERP is here to stay. It reduces the burden on in-house IT staffs, lowers up-front investment, and adds flexibility for user access. But not every business is ready to jump with two feet into the world of cloud computing. With that in mind, abas ERP is available in multiple deployment options, including **Cloud**, **On Premise**, and **Hybrid ERP**, which is a combination of the two. See pages 10-11 for detailed descriptions of these models.

APPS FOR YOUR MOST CRITICAL FUNCTIONS

The future of ERP is in simplifying the user experience, and one key way of doing that is through apps that perform specific, important tasks. Rather than weighing down everyday users with screen after screen of complex fields, abas securely give users just what they need, when they need it on the devices that make the most sense. Our current app suite includes functionality for CRM, production, warehouse management, point of sale, and more.

THE RIGHT SIZE

abas ERP has over 100,000 users at more than 3,600 companies worldwide. We've been building best-in-class ERP systems since 1980, and our steadily increasing number of installations worldwide testify to our stable user base.

We employ more than 1,100 experts across 27 countries, including a full development and support staff based in the US.

But working with abas never feels like working with a big company. Our implementations, upgrades and support are always done by abas USA staff, never third-party firms, and your abas Key Client Manager checks in frequently to make sure you stay on track after go-live.

EASY CUSTOMIZATIONS, CONFIGURATIONS & UPGRADES

No two businesses run the same way, and neither should their ERP systems. From the way that you collect and manage prospect data to your production builds and financial, material management, and sales reporting, your ERP system must be as unique as you are.

In addition to a robust standard feature set, abas ERP makes it simple across the board to adapt your system to your own business processes.

And the best part? With abas, when you customize your system, you can still upgrade hassle free.

abas ERP's multi-tiered architecture, which separates your customizations from the business and database layers of the system, allows for smooth upgrades from older versions of the software. The

independent components eliminate the need for rewriting previously developed custom programs, screens, and reports.

ERP THAT'S EASY TO USE

One of the biggest complaints we hear about legacy ERP systems is how outdated the UI can be. With an outdated UI, users can't find what they need, they avoid using more complex features, and they begin to rely on work-arounds like spreadsheets and double entry.
















abas ERP solves this problem with a simple, modern UI, which is updated and improved each year to employ updated web design techniques that your users are comfortable with. An easy UI encourages users to keep data updated and makes your ERP the hub of your business's communications.

WE FOCUS ON MID-SIZE MANUFACTURERS AND DISTRIBUTORS.

With abas, we know your business inside and out. We are focused on companies in just a few industries, ensuring that it's a good fit with each of our customers.

Some of the specific features of abas that are geared toward mid-size manufacturers & distributors:

- Advanced planning & scheduling
- Business Intelligence (BI)
- Production Management
- CAD integration
- Capture, Price, Quote (CPQ)
- Full financial accounting
- Flexible product costing
- Returns, service and repair
- CRM & sales management

<p>SALES MANAGEMENT & CRM</p>  <p>abas ERP allows you to manage sales and customer relationships efficiently, with easy access to information that keeps you responsive and organized.</p> <hr/> <p>FUNCTIONS: CRM, opportunity and quotation management, sales planning, costing, sales, purchasing, mobile CRM, mobile deliveries</p>	<p>ADVANCED PLANNING & SCHEDULING</p>  <p>Improve your planning processes, gain full visibility into your resources and manage your production processes with abas ERP's APS.</p> <hr/> <p>FUNCTIONS: Advanced planning (APS), production, scheduling (MRP)</p>	<p>PURCHASING</p>  <p>abas ERP's Purchasing tool helps your purchasers make reliable decisions by giving them access to the information they need to assess suppliers accurately.</p> <hr/> <p>FUNCTIONS: Bidding processes/ Requests management, sales planning, purchasing, vendor portal, DMS</p>	<p>PRODUCTION PLANNING & CONTROL</p>  <p>Streamline your processes by easily converting proposals into work orders, checking for product availability, and identifying bottlenecks early on.</p> <hr/> <p>FUNCTIONS: Production, work order management, personnel/ work order time recording, CAD/PDM integration, mobile PDC</p>	<p>MATERIALS MANAGEMENT</p>  <p>Manage your warehouse, know what you have in stock, and guarantee availability of your resources with abas ERP's materials management tools.</p> <hr/> <p>FUNCTIONS: Sales, production, warehouse management, materials management, scheduling, valuation, mobile stocktaking</p>
<p>SERVICE PROCESSING</p>  <p>abas ERP Service Processing offers an optimal view of all your activities, appointments and resources so you can react to service requests quickly and efficiently.</p> <hr/> <p>FUNCTIONS: Service requests, service planner, on-site service, inhouse repair processing, DMS, mobile service</p>	<p>FINANCIAL ACCOUNTING & CONTROLLING</p>  <p>Gain deep insight into your finances with a fully integrated finance system that automates tasks and gives you full visibility into all your financial transactions.</p> <hr/> <p>FUNCTIONS: Costing, financial accounting, fixed asset accounting, cost accounting, liquidity planning, controlling</p>	<p>BUSINESS INTELLIGENCE & ANALYTICS</p>  <p>Flexible and simple to learn, abas BI gives you deep insight into your data, beyond what's in your ERP, helping you to make sound business decisions.</p> <hr/> <p>FUNCTIONS: KPIs, dashboards, reports, pivot table</p>	<p>MULTI-COMPANY ACCOUNTING</p>  <p>Maintain your data from multiple companies across different countries with a system that consolidates all your important info onto a centrally shared database.</p> <hr/> <p>FUNCTIONS: Consolidation, group balance sheet, group P&L</p>	<p>MULTI-SITE</p>  <p>abas simplifies multi-site tasks like inventory management and planning, balancing inventory levels, synchronizing data, managing capacities, and transferring materials.</p> <hr/> <p>FUNCTIONS: Multisite, intercompany planning, master files synchronization</p>
<p>DOCUMENT MANAGEMENT</p>  <p>Increase productivity with abas Docs, which organizes your relevant data into one powerful, easy to use system.</p> <hr/> <p>FUNCTIONS: Document archiving, full text search, document research, document flow, workflow management</p>	<p>EDI & HIGH-PERFORMANCE LOGISTICS</p>  <p>abas' EDI keeps you competitive by connecting manufacturers, customers and suppliers, giving you control over all data in your partner network.</p> <hr/> <p>FUNCTIONS: EDI, shipping planning, container management, Automotive & Supply package, mobile deliveries</p>	<p>BUSINESS PROCESS MANAGEMENT</p>  <p>BPM enables the intuitive creation and automation workflows, shortening processing times, reducing errors and guaranteeing reliable release processes.</p> <hr/> <p>FUNCTIONS: BPM Designer, Workflow User Dashboard, Workflow Viewer</p>	<p>PROJECT MANAGEMENT</p>  <p>Gain complete visibility into your projects, including project planning, costing, completion confirmation, invoicing, purchasing and production.</p> <hr/> <p>FUNCTIONS: Project planning, project costing, project cost accounting, project closing, project controlling</p>	<p>MOBILE PROCESSES</p>  <p>abas ERP's apps improve efficiency and optimize the essential parts of your business by giving users access to the data they need anywhere, anytime.</p> <hr/> <p>FUNCTIONS: CRM, purchasing, deliveries, warehouse management, stocktaking, PDC, service</p>

THE FUTURE OF ERP: SIMPLE TO LEARN, POWERFUL TO USE

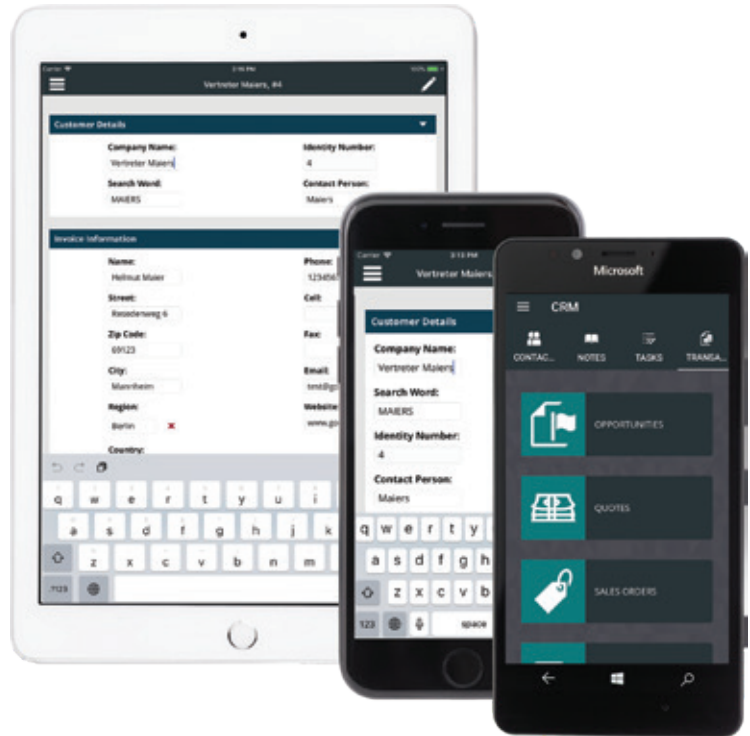
APPS THAT GET THE JOB DONE

Mobility is an essential part of modern working life. Whether sales, CRM, production, warehouse management or point of sale, with abas ERP's suite of apps, your employees are no longer tied to their desks.

Integration with ERP: Our apps fully and seamlessly integrate into abas ERP, so everything you do is synced with your master ERP system.

Performance: They are also designed for speed, even when dealing with large volumes of data.

Offline mode: abas apps work in offline mode for nearly all functions, including data creation, editing, searching and viewing. If the internet goes down or you find yourself out of network, abas apps allow you and your team to keep working, then sync new or edited data when you're back online.



CROSS-PLATFORM FLEXIBILITY

Our apps are built with cross-platform technology, so they contain all the same features and easy-to-use design on iOS, Android and Windows 10 devices.





EASY DOCUMENT MANAGEMENT

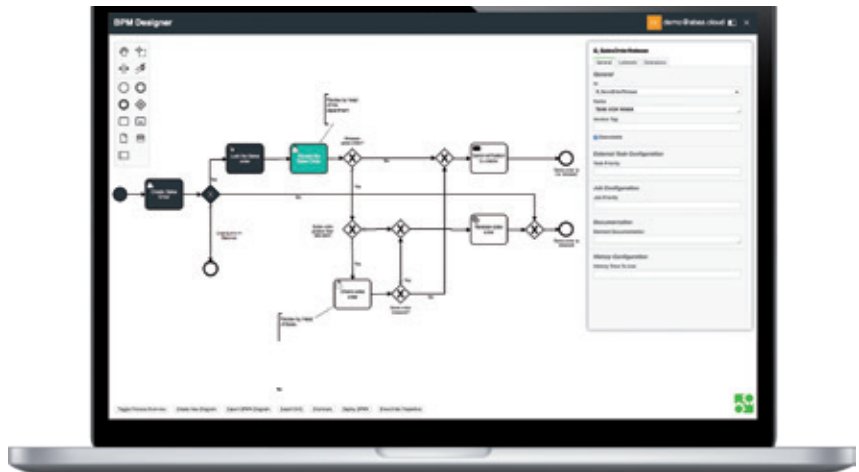
abas Docs is a powerful, browser-based tool for securely uploading, storing, sharing, searching, versioning and archiving all of your company's documents. And it couldn't be simpler or more intuitive to use.

Upload new documents with just a few clicks, and use the powerful, lightning fast search to find what you're looking for in seconds.

BUSINESS PROCESS MANAGEMENT

Business Process Management tools are becoming increasingly common to model and manage company processes of various complexity — from approval processes of purchase orders and sales orders to onboarding new employees and implementing ticket systems.

abas BPM was developed for exactly this purpose. With it, you can map your company-specific business processes, automate these processes, roll them out throughout the entire company, and monitor their status.



USER-DESIGNED DASHBOARD

Give power to your users to customize their abas ERP user experience using the abas Dashboard. The Dashboard makes it easy to find the functions, infosystems and data you use most often, all in one place.

MORE THAN JUST SOFTWARE. WE HELP IMPROVE PROCESSES.

Adapting abas ERP to your unique business processes is just the beginning.

The abas team goes beyond adapting, and actually helps you optimize and improve your processes, finding opportunities where your business can be more efficient, integrated and streamlined.

One tool that abas ERP users find beneficial for understanding and improving their processes is the abas BPM (Business Process Management), an easy-to-use graphical editor for creating, monitoring and managing workflows.

The tool allows managers to gain visibility into their processes and provides users a prioritized list of tasks and approvals for their own part of the process.

abas BPM gives you increased control over each process, which reduces errors and deviations. It also reduces training time for users and simplifies integration with other third-party solutions.

We also help improve your processes by adapting your ERP software to your specific company needs. Common areas of customization include:

- **Reporting:** Extensive reporting for just about any combination of data available in your system, including financial, production and sales
- **Commissions:** Formulas and structures for sales team commissions
- **CRM:** for collecting and managing prospect and customer data
- **Production builds and configuration:** for customizations on the shop floor
- **Rebates & Vouchers**



WHY CURRENT CUSTOMERS CHOSE ABAS ERP....

48%

OPERATING COSTS

Many small and midsize organizations still attach more importance to the acquisition cost of an IT system than they do to the cost of ownership over the life of the product. When choosing business software, it should be the other way around. With that reason, 48% of current abas customers compared abas ERP's three to five-year operating costs with other solutions. The comparisons show that abas has minimal dependence on external consultants, the lowest operating costs, and provides maximum flexibility to adapt existing processes or perform upgrades without loss of productivity.

64%

USABILITY / USER-FRIENDLINESS

Often, we find that those who opt for a new ERP solution are not looking to buy software as much as they are looking for ways to optimize their business processes. To do this effectively, applications and processes must be intuitive to use. 64% of our current customers chose abas ERP for this very reason. The system has simple, intuitive views and reports, a clear user interface, and extensive options for configuration and customization. See for yourself!

100%

Trust in the
expertise of the
abas team

63%

PRODUCT PORTFOLIO

Even within manufacturing and distribution, there are huge differences in the processes and ERP needs of various industries and business sizes. That's why we specialize in the markets we understand best. Of our current midsize customers with 50 - 2,000 employees, 63% say that our product portfolio was a deciding factor for them. In addition to the core ERP core functions, mobile apps and planning tools, abas boasts a wide range of industry-specific extensions from our certified partners.

74%

FLEXIBILITY IN BUSINESS PROCESSES

According to a study by IDC, 15% of ERP projects fail because the work of adapting and customizing business processes is too large and expensive. Typical changes often include new business models, regulatory requirements or the addition of a new location. This is where abas ERP truly shines - 74% of our customers say they selected abas ERP on the basis of the software's unbeatable flexibility.

CORE ABAS ERP FUNCTIONS

CRM, SALES AND SERVICE

In order to acquire and retain customers, your business needs full insight into your customer relationships, even when your sales team is on the road. As a result, the demands on sales support in ERP systems are high.

With abas ERP, you can manage your sales processes with ease, from pricing and bid creation to order processing, order controlling, forecasting and early warning systems. You can reduce errors, identify trends at an early stage, plan dynamically and calculate accurately.

But the efficiencies don't stop there. abas ERP allows you to organize and manage your post-delivery interactions with its robust Service functionality.



FINANCIALS & ACCOUNTING

abas ERP provides a fully integrated finance system that gives you confidence managing your finances and planning strategically, including functionality for accounts receivable and accounts payable, cash book, payment transactions and open items. abas financial accounting records, posts, checks and visualizes all business transactions and provides you with a complete overview of the value flow and financial movements in your company, while fixed asset accounting allows you to trace the status and value of your fixed assets throughout the entire life cycle.

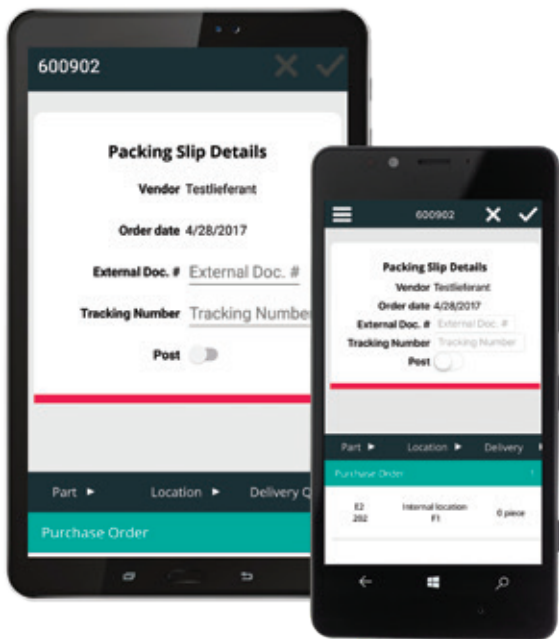
PRODUCTION PLANNING & CONTROL

abas' PPC function gives you real-time insight into large volumes of data, dependencies and constraints. It gives you a clear overview of the current production situation, despite the wealth of incoming information, allowing you to make sound decisions at every stage of order processing. Well-organized PPC, like that available in abas, is vital to this.

ADVANCED PLANNING & SCHEDULING

abas' APS function supports faster and more effective planning by visualizing your relevant processes, materials and capacities. It also helps your production team quickly identify and manage material shortages and capacity bottlenecks so that you can take proactive decisions.





MATERIALS MANAGEMENT

Plan order quantities, monitor goods receipts, and store and transport materials: abas ERP helps you to coordinate your flow of goods so that you can speed up your stock turnover and guarantee high readiness to deliver while simultaneously reducing your capital commitment. Professional just-in-time procurement optimizes your warehousing, streamlines the production process, reduces costs and increases your liquidity.

PURCHASING

With abas, you can control your procurement processes efficiently. All ordering processes are fully integrated – from queries and order proposals to purchase orders, goods receipts and invoicing. You can view, enter, select, edit and approve current purchasing transactions as well as transactions that have already been archived in the DMS.



EDI & HIGH-PERFORMANCE LOGISTICS

Highly competitive industries, such as the automotive and retail industries, rely upon highly efficient processes to stay competitive in global markets. In addition to standardized electronic communication (EDI), abas also offers special functions for all companies with high-performance logistics.

AN IMPLEMENTATION PROCESS YOU CAN TRUST

THE HUMAN ADVANTAGE

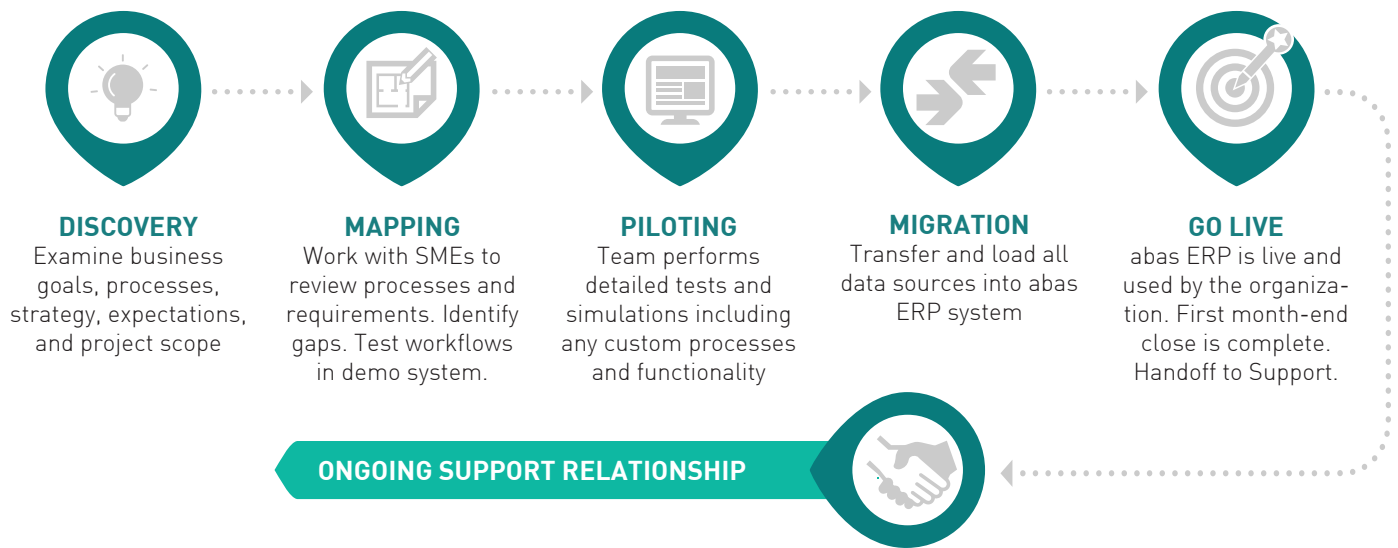
abas USA's project implementation methodology has been refined over many years of project implementation experience. The methodology is process focused and was developed systematically to enable our customers to achieve operational excellence.

Our project teams are made up of abas USA employees, never outside consultants. They use the most up-to-date industry best practices, examine your processes, find opportunities for efficiencies, and provide strategies to maximize both the software and the business processes. The implementation is

broken down into five phases with distinct milestones.

We work hard to get to know our customers, their work, industry, needs, goals and vision for the future.

More than 350 companies have been using abas ERP for 15+ years.



INTRODUCING MARKETPLACE

MORE THAN JUST ERP

The abas Marketplace, new in 2018, is a global ecosystem for abas customers and partners that allows for buying, selling and sharing various apps, cloud services, add-ons, infosystems and components related to abas. This easy-to-use, web-based store helps businesses equip themselves to meet the challenges of digitalization by expanding the boundaries of what their ERP systems can do.



CLOUD & HYBRID ERP OPTIONS

Full Cloud / Managed Services

In the abas full Cloud ERP configuration, the infrastructure, applications and data are entirely in the Cloud. For small and midsized companies, which often only have minimal time, financial resources and staff available to handle their IT, the advantages of Cloud ERP are clear: the necessary IT infrastructure, including hardware and software, is provided, administered and maintained for you, which takes the burden of time and expertise off your own staff.

Users access the ERP system over the internet using a browser. This alleviates the difficulties companies face when trying to overcome the limitations of their internal IT. They leverage a powerful ERP system and other add-on services while focusing on their core business, innovation, and the optimization of their processes.

We have chosen Amazon Web Services (AWS) for hosting the abas Cloud because of its excellence in security, performance, availability, geographic distribution, cost and load balancing capabilities.

SETUP: FULL CLOUD MODEL

Customers using the full, abas-operated cloud option have all components of the solution provided, operated and managed centrally in the abas ERP Cloud.

Applications	abas Cloud
Processes	abas Cloud
Data	abas Cloud
Hardware	abas Cloud
Release Changes	by abas
Updates / Bug Fixes	by abas
Backups	abas Cloud
Configuration	Possible
Customization	Robust

Hybrid Cloud as an Effective Middle Road

The hybrid Cloud operating model is an alternative for midsize customers. In this model, additional services from the ERP Cloud can be procured to supplement the on-premise ERP system. In the hybrid scenario, none of your business data is stored in the Cloud

– the data is only routed through the Cloud to be used by the Cloud applications. Because a hybrid Cloud combines on-premise/private Cloud with public Cloud, it unites the advantages of both approaches. This allows them to maintain business-critical applications under their own

control and manage outsourced agile IT, with processes and functions that are less data-critical or aligned with new business models in a virtual private Cloud. In this way, companies can largely eliminate security concerns without sacrificing the positive effects of the Cloud.

SETUP: HYBRID CLOUD MODEL

	CUSTOMER CONTROLLED	ABAS CLOUD
abas ERP Essentials	Entire Application	N/A
abas Web Client	N/A	Entire application
abas BPM	Process Engine	<ul style="list-style-type: none"> • abas BPM Designer • Workflow User Dashboard • Workflow Viewer
abas Mobile Apps (offline compatible)	Application, logic and data on the mobile device, routing of the data via VPC, display on the end device	
abas Portals and Webshop	Available as managed service or as customer-managed application	
abas Docs	N/A	Entire application, including document archive

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BUSINESS SOFTWARE TO HELP YOU GROW.
FROM OUR PEOPLE TO YOURS



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abas The logo for abas ERP, featuring the word 'abas' in a lowercase sans-serif font, followed by 'ERP' in a teal arrow-shaped box pointing to the right.