



be.as Industry Solutions



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beas group and be.as Industry Solutions at a glance

beas group AG
Zurich
Switzerland

■ 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“
- > 350 customers in 32 countries
- Approx. 7'000 be.as user and 8'800 SAP® Business One user (Dec. 2010)
- 15 supported language versions

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.

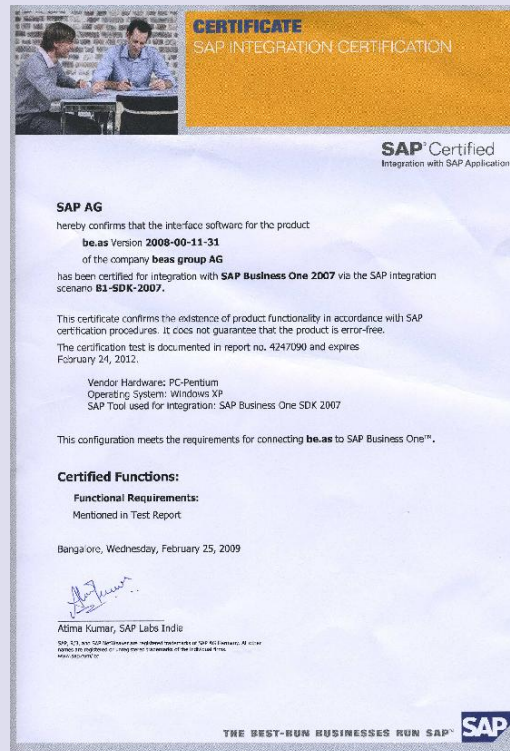
■ Support and maintenance for our customers

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

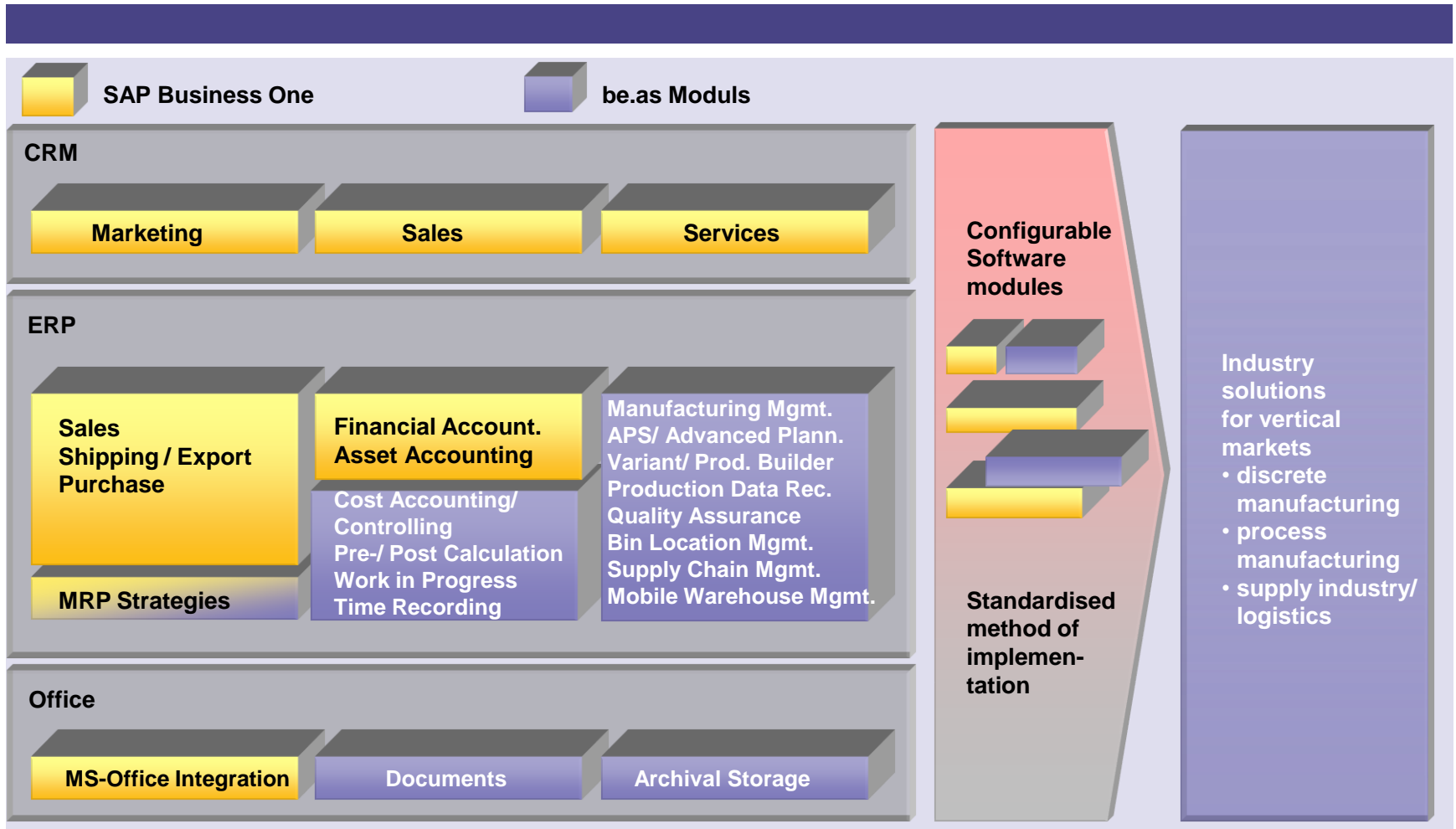
■ be.as industry solutions are certified according to the latest SAP terms of reference

- 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



SAP® Business One / be.as - Strategy

– Functional Scalability



Templates for industry Solutions or Rollouts

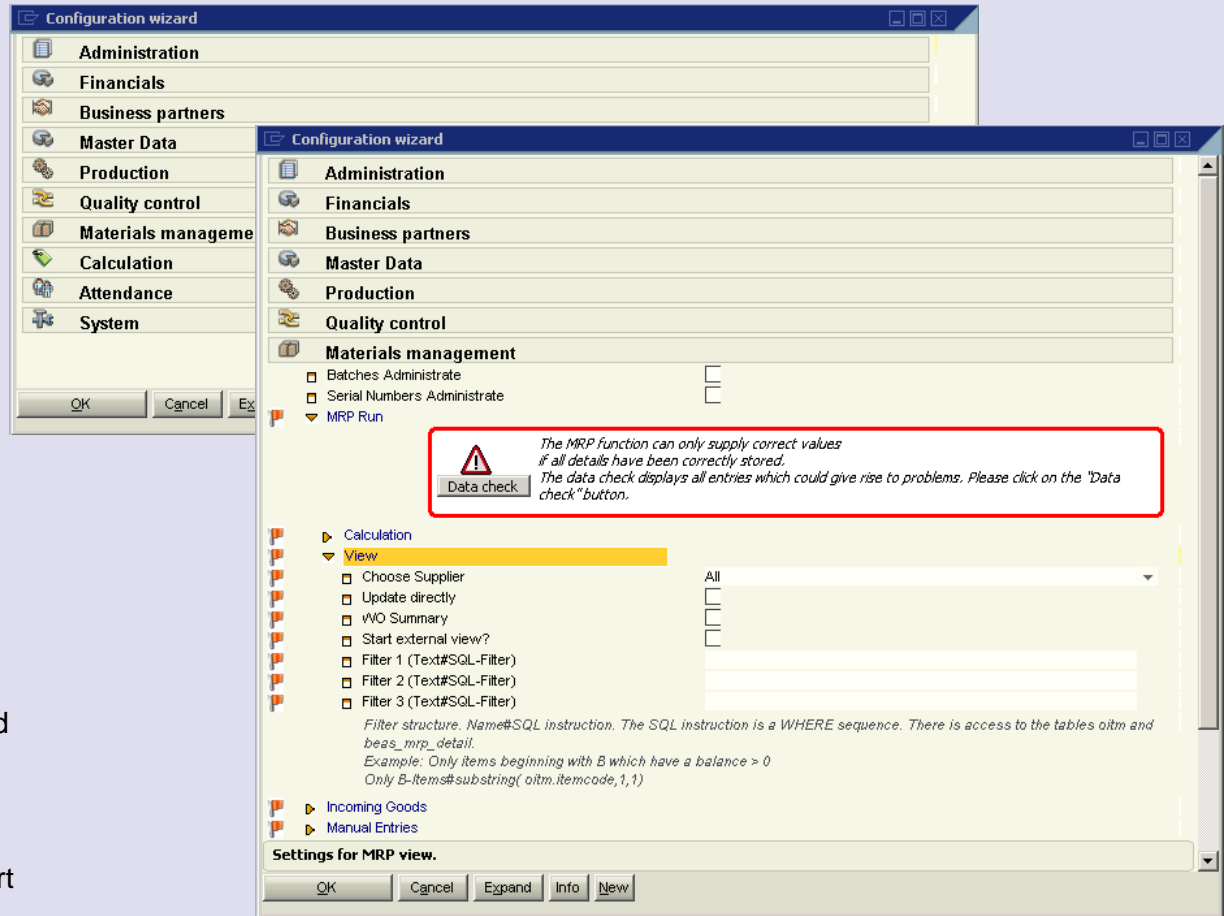
- be.as Configuration Wizard to create Templates / Pilots

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

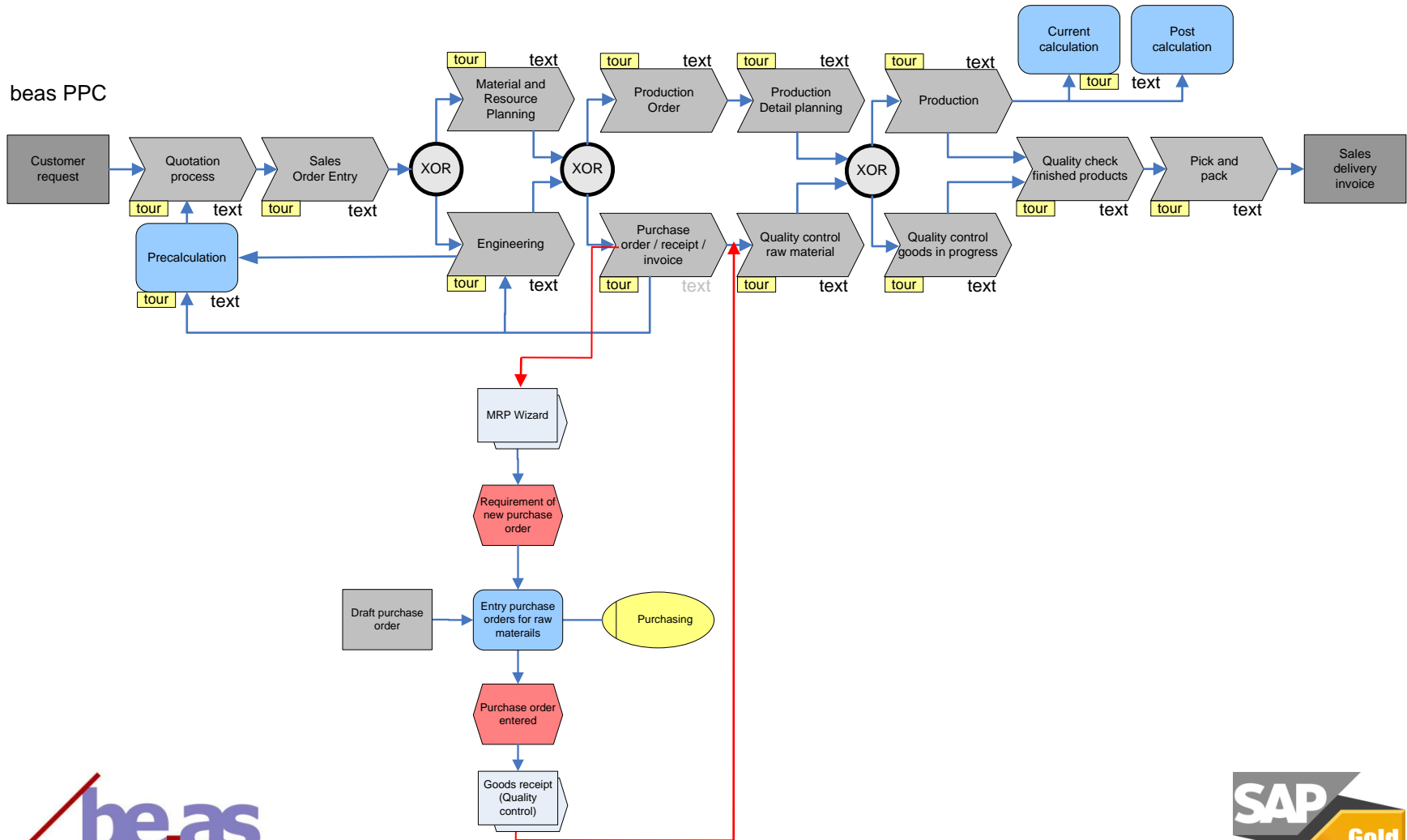
- Important after data migration and during current data administration
- Inconsistencies will be detected immediately and can be edited directly
- Enables better self-control by the customer and saves support time and money



Business Process Orientation

- Preconfigured business processes

beas PPC



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

Document	18
Work order	
Position	10
vVO stat.	20 Sawing
Barcode	
Person	1 James Bond
Date	05/10/09
Time from	00:00 To 00:00
Duration	1 Min
Quantity First Quality	1,00 Pcs
Scrap	0,00 Pcs
Resource	1600 Sawing Machine 1
Cost Element	
Charge to Cost Centre	Centr_z General Center

Planned Qty	5,00 Pcs
Produced first quality	Pcs
Produced scrap	Pcs
Plan Time for Plan Quantit	132,000 Min.
Actual Time	Min.
Personal daily time	00:00

The minimum value is not reached- Maintenance sequence can not be

Activity: Other, Number: 42, Type: General, BP Code: C50003, Subject: , BP Name: ADA Technologies, Assigned To: manager, Contact Person: , Telephone No.:

General

Remarks: workorder logout 18/10/20: min-qty - can not close

Start Time: 05/10/09 20:55, End Time: 05/10/09 21:10, Duration: 15 Minutes, Priority: Normal, Meeting Location:

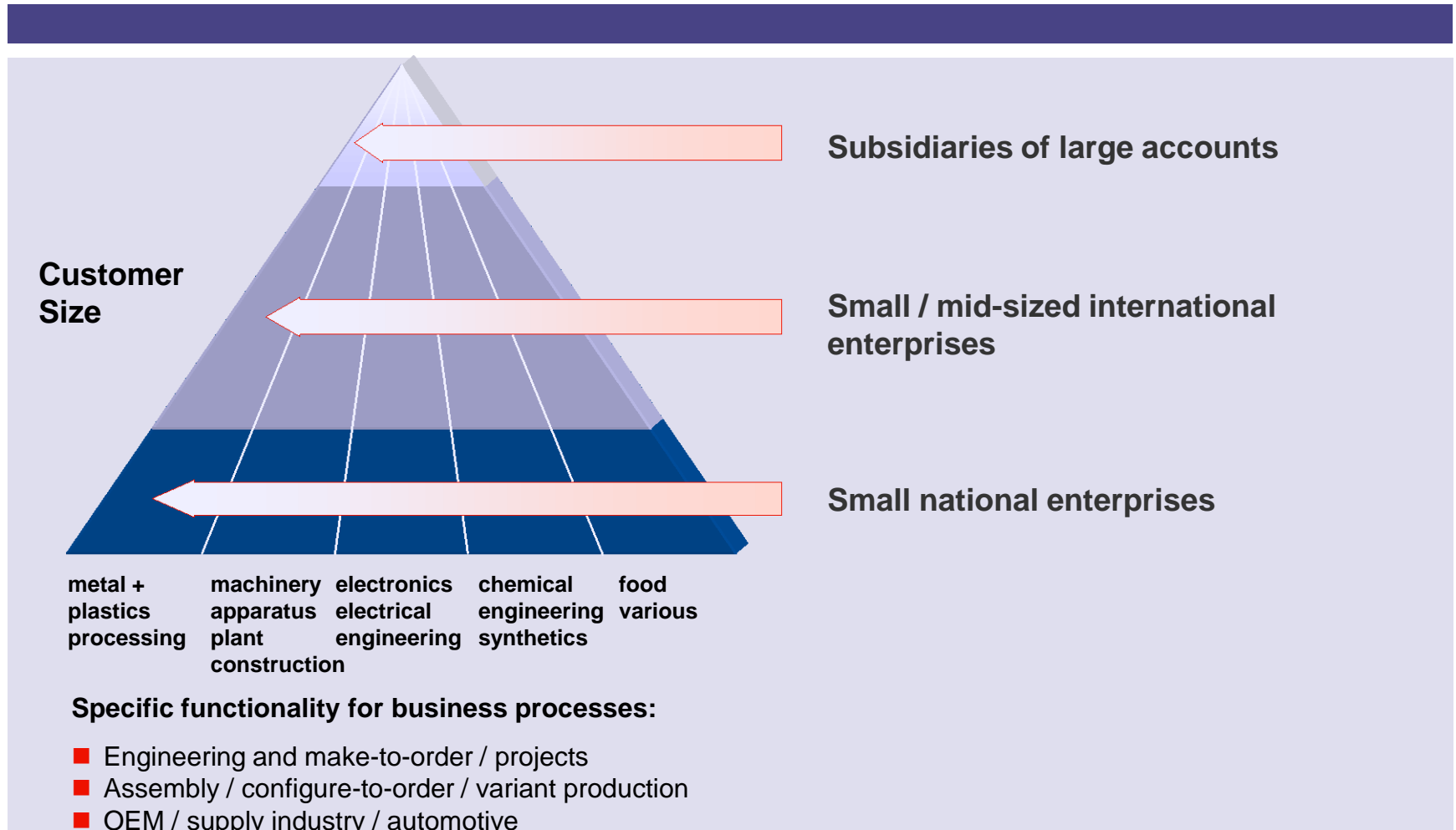
Time Receipt, unlock, OK

Reminder: 15 Minutes, Inactive, Closed, Follow Up

OK, Cancel

SAP® Business One / be.as - Strategy

– Target Markets



Proof of strategy be.as industry solutions

- some new customers from Jan. – Oct. 2010

■ Number of sold be.as user licenses (per Oct. 31)

- 836 be.as manufacturing + 202 be.as SCM = total 1'038 new user
- This relates approx. 1'300 – 1'500 SAP Business One user

■ Some new customers of be.as industry solutions

- 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
- Pharmaintraco SA, chemical/microbiological engineering, www.pharmintraco.com

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



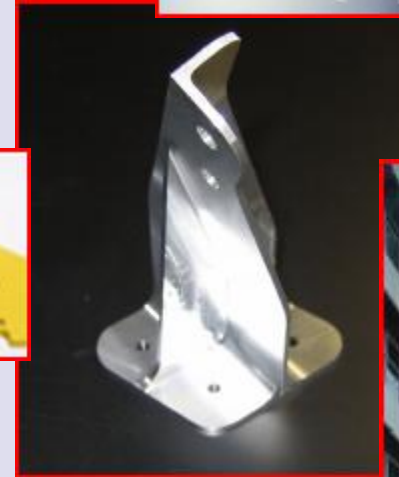
■ Instruments and related products

- Analytical, measuring and control instruments
- Laboratory equipment
- Medical devices
- Optical, photographic devices
- Timepieces, parts



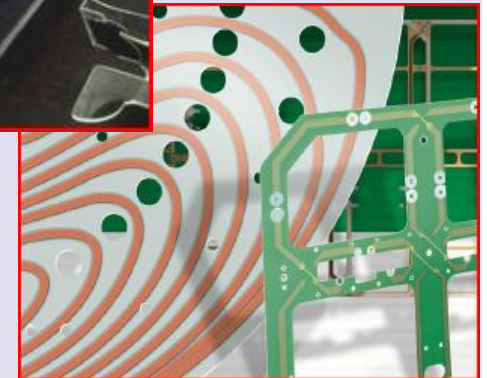
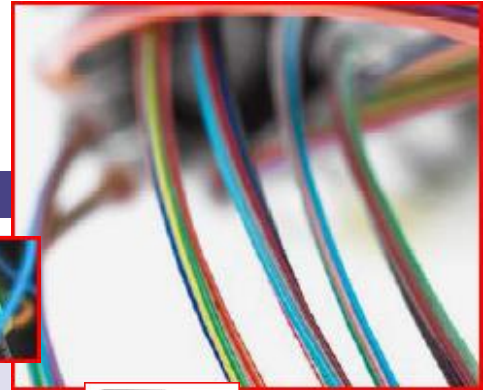
be.as Manufacturing for Metal and Plastics Processing (1)

- **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.



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

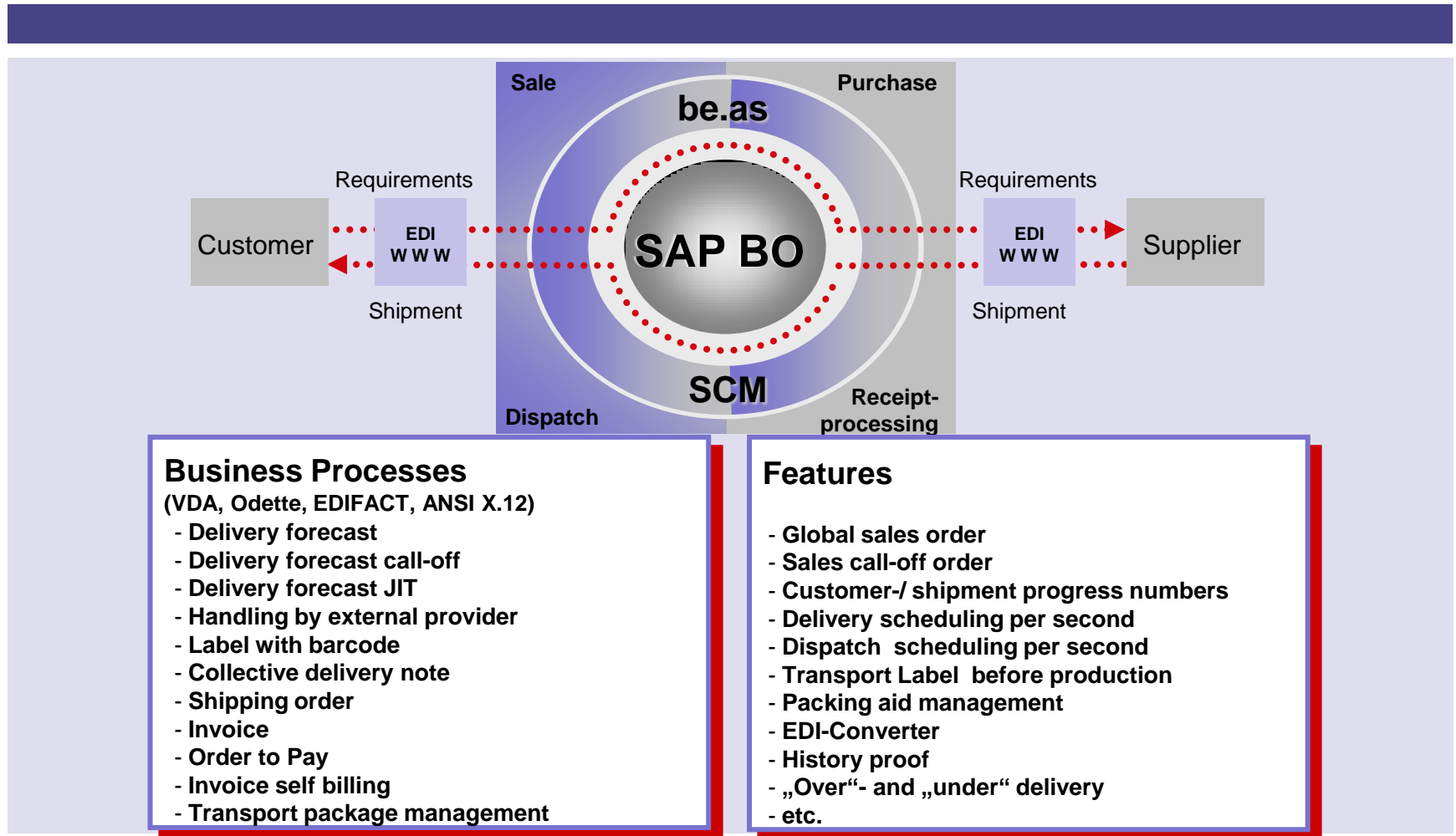
- Tier 1 enterprises with direct supplies to car manufacturer and purchase orders to tier 2 or 3 suppliers
- Tier 2 or 3 enterprises with supplies to upstream suppliers (e.g. tier 2 or 1)
- Industry-specific communication standards have to be used

■ 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)



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



be.as Contact

– Your Contact Address

Contact

beas group AG

Willi Jost

Bodmerstrasse 9

CH-8027 Zürich

fon: +41 (0)43 344 38 34

fax: +41 (0)43 344 38 01

mail: wj@beasgroup.ch

url: www.beasgroup.ch

