



be.as Industry Solutions and international Rollouts



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Topics

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- **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
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.

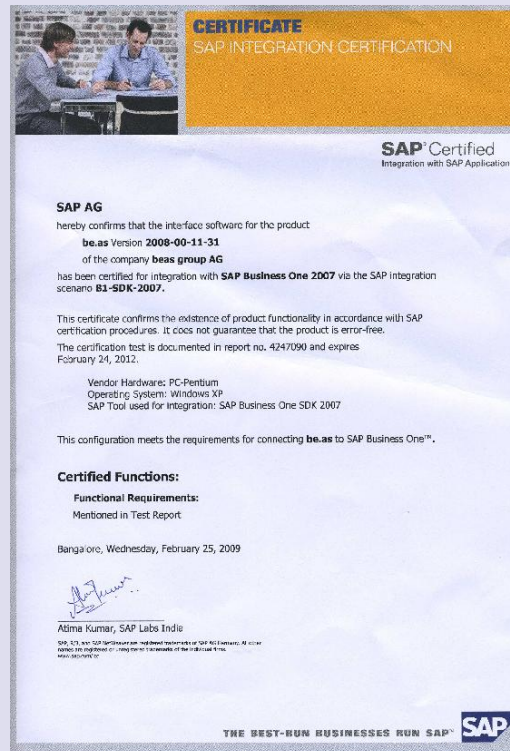
■ Support and maintenance for our customers

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



Certificate

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

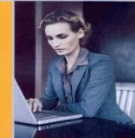
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Greg Robinson

Greg Robinson
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THE BEST-RUN BUSINESSES RUN SAP



by SAP Business One

Enabled by SAP Business One
Business One Partner Solution

Addressing business needs in Germany

Market with the brand
SAP Business One

Jan Lukas Papst

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

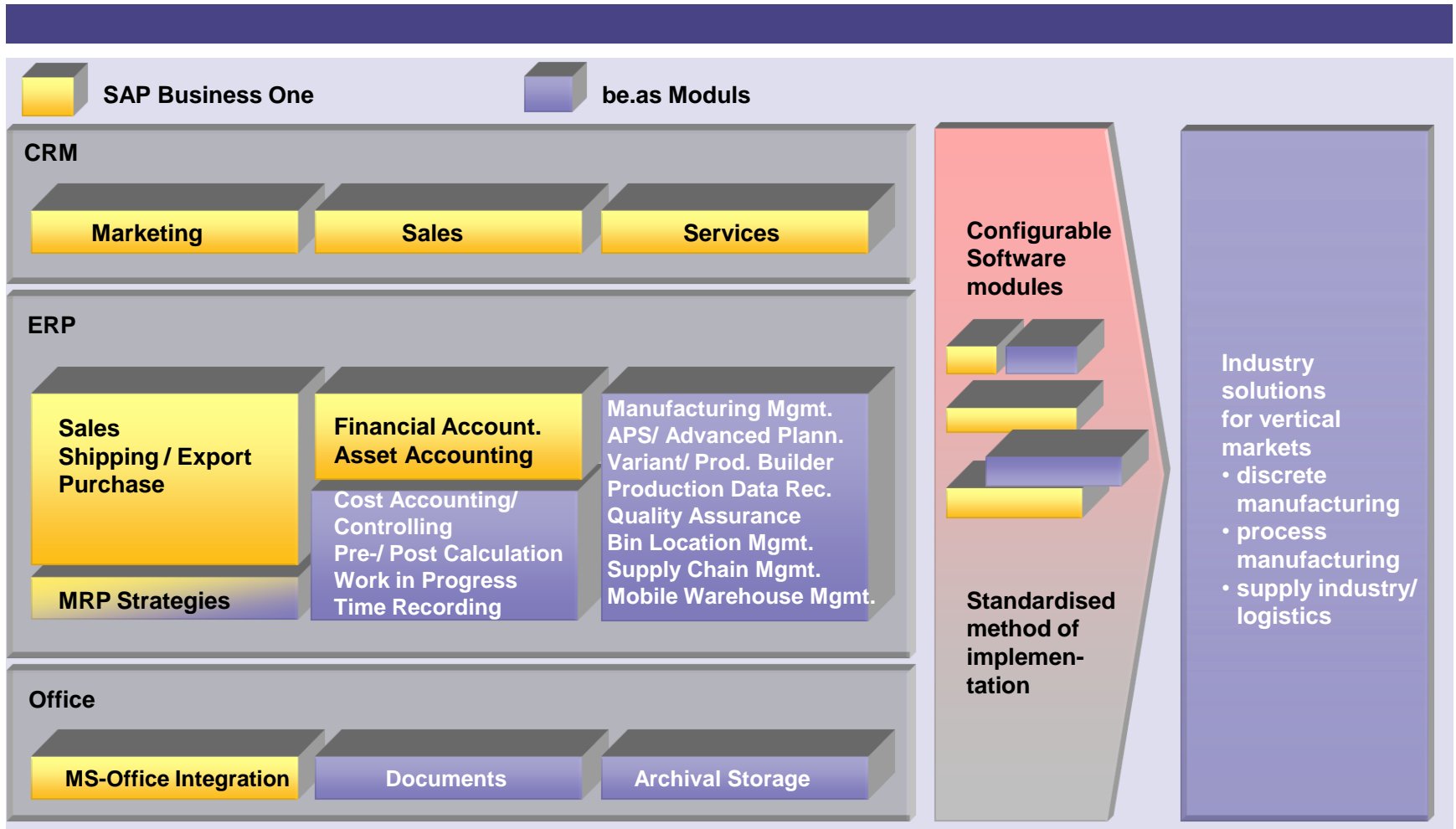
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THE BEST-RUN BUSINESSES RUN SAP



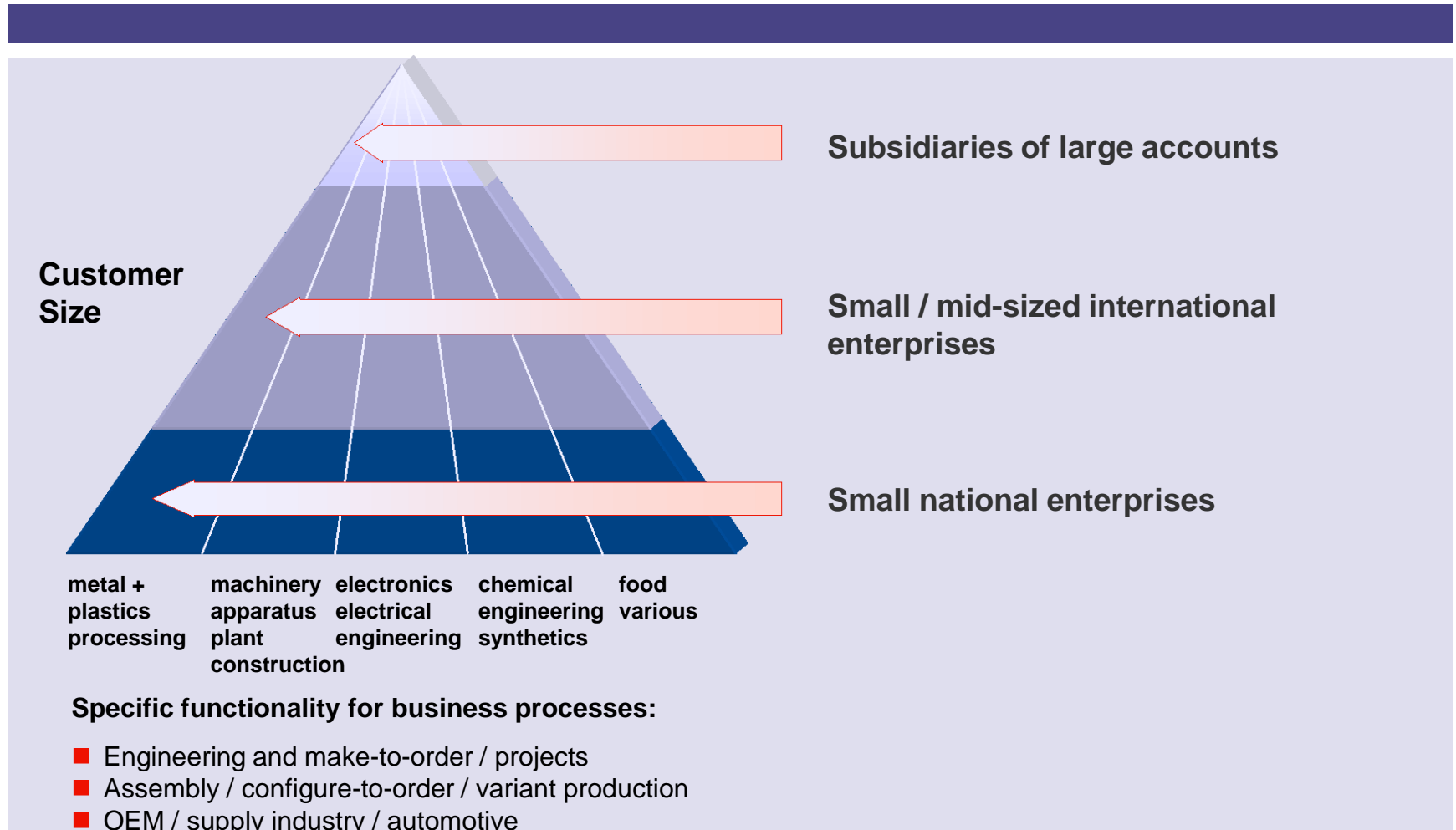
SAP® Business One / be.as - Strategy

– Functional Scalability



SAP® Business One / be.as - Strategy

– Target Markets



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)

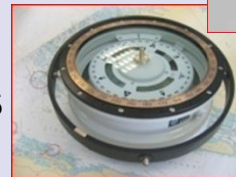
■ Electrical and electronic equipment

- 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



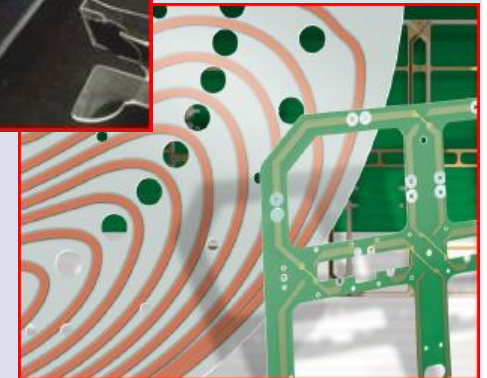
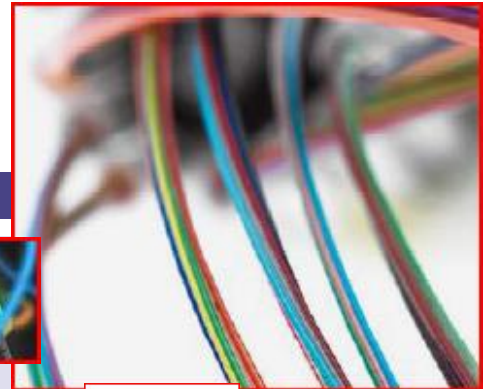
be.as Manufacturing for Metal and Plastics Processing (1)

- **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.**

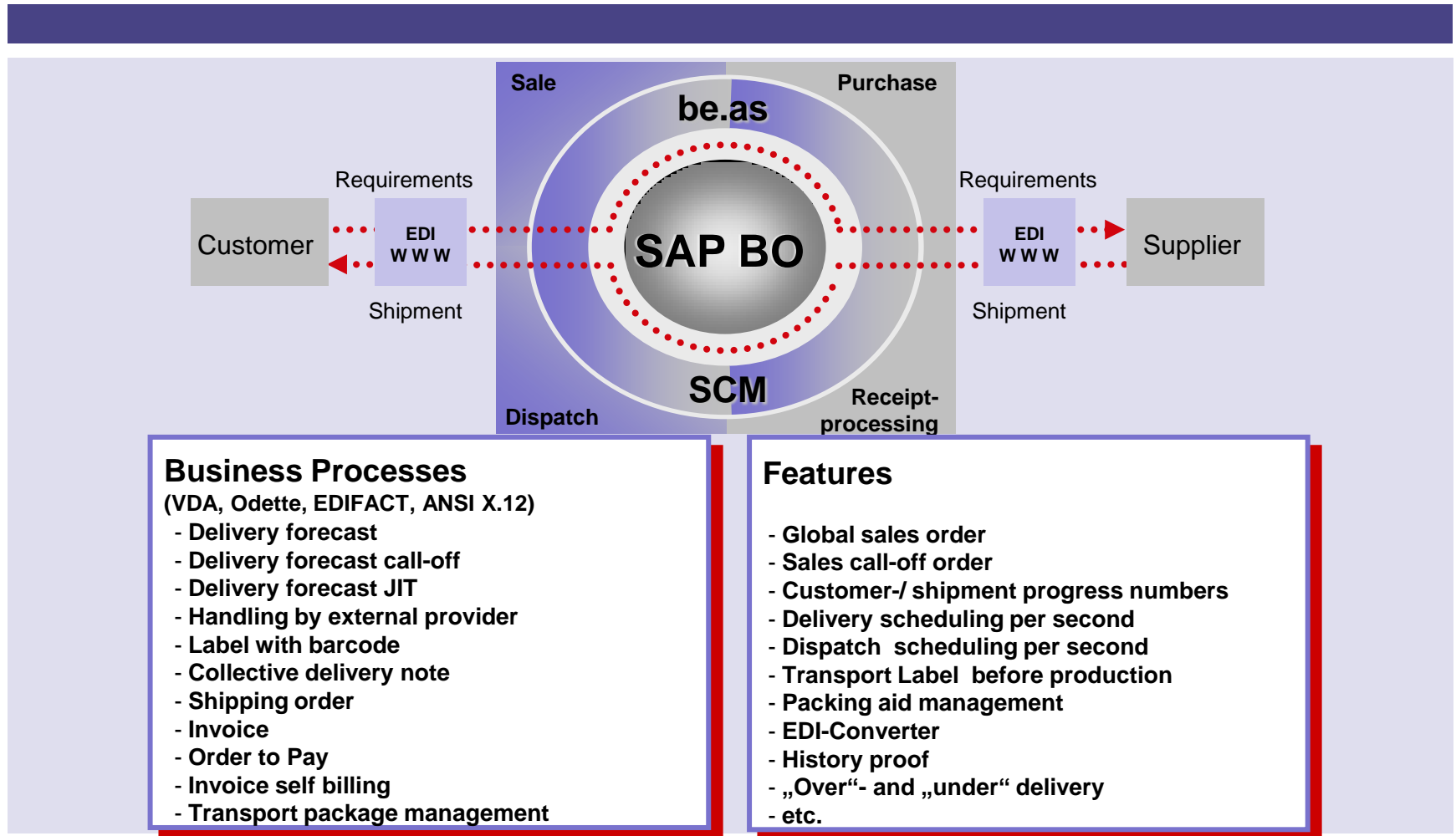


be.as SCM (Supply Chain Management) for Supply Industry (1)

- **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



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

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

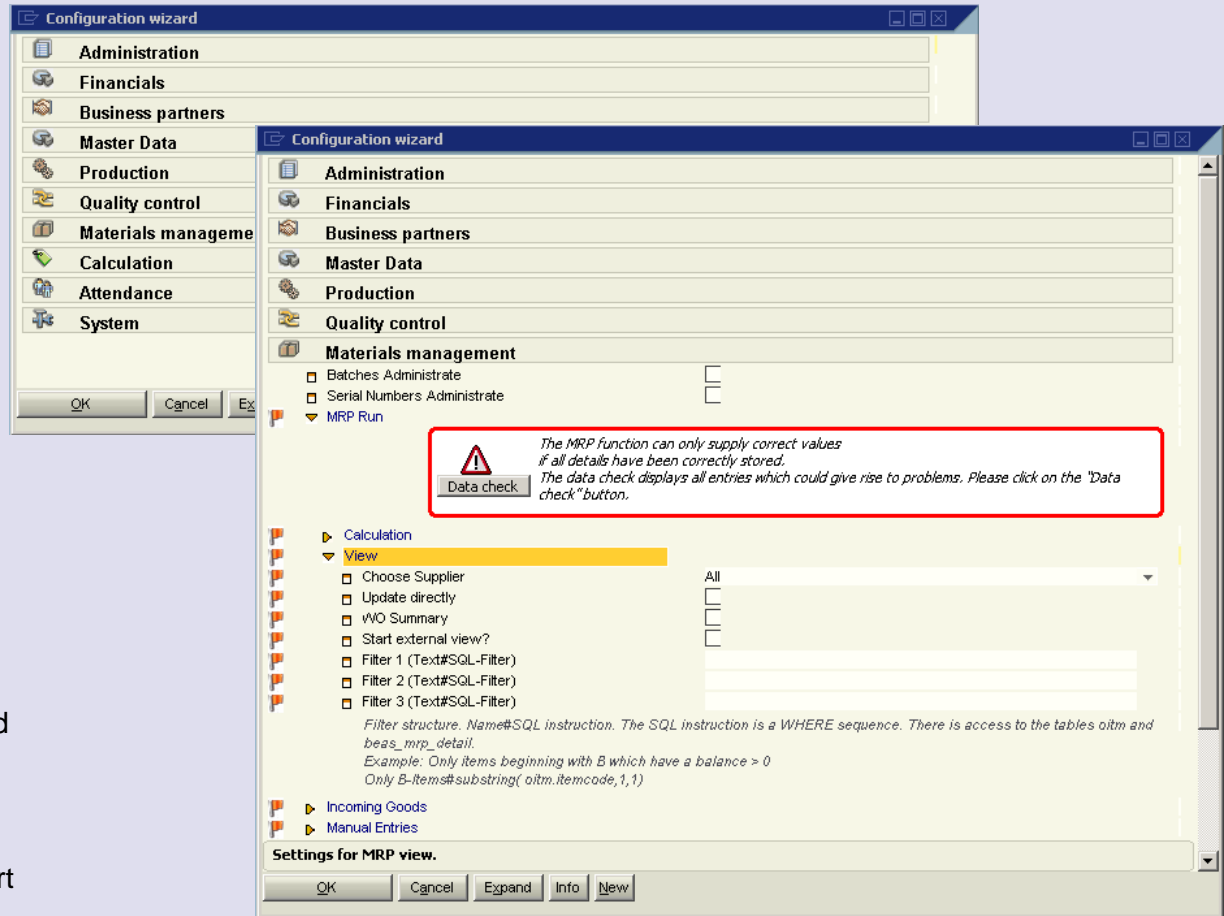
- be.as Configuration Wizard to create Templates / Pilots

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

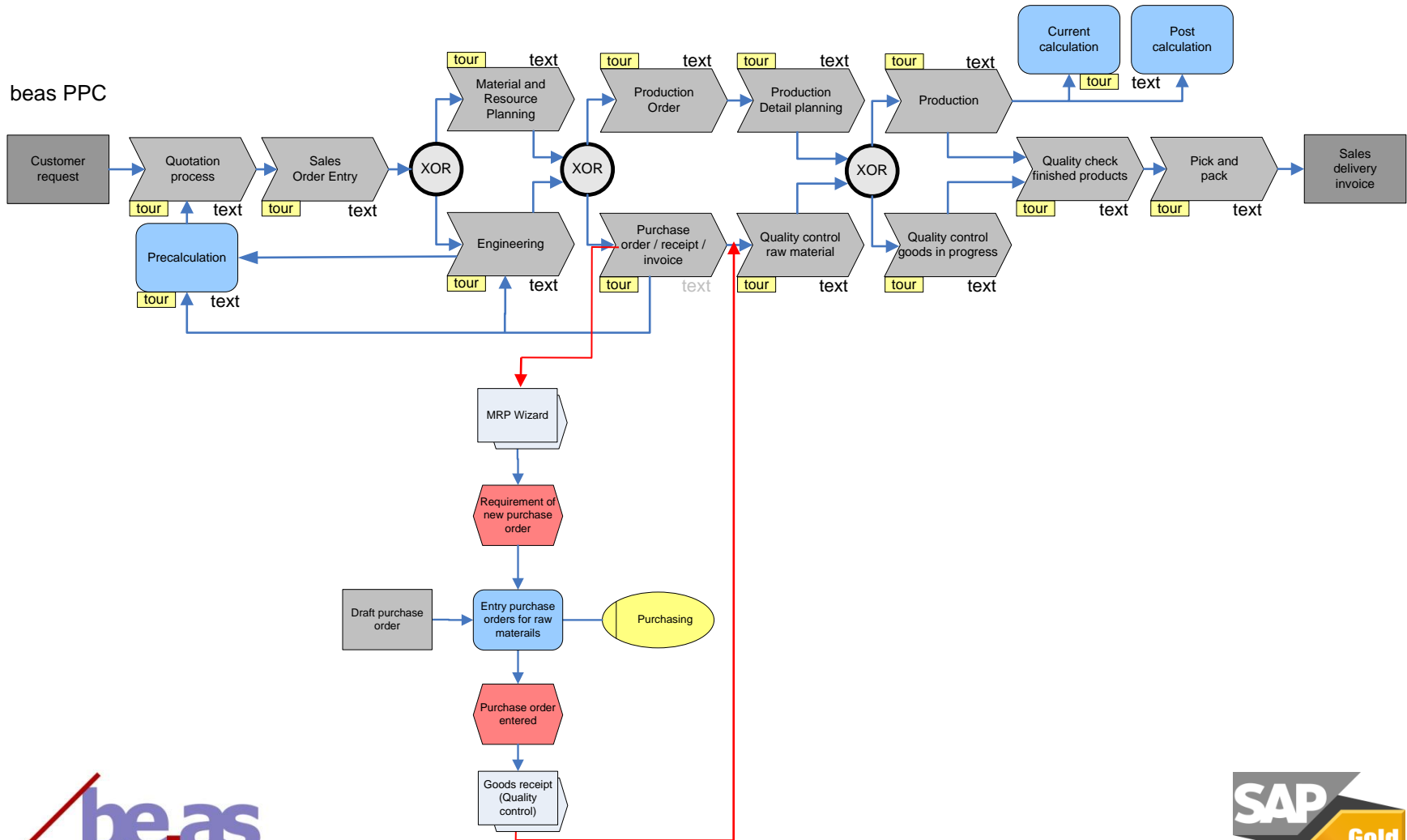
- Important after data migration and during current data administration
- Inconsistencies will be detected immediately and can be edited directly
- Enables better self-control by the customer and saves support time and money



Business Process Orientation

- Preconfigured business processes

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 Customer
Subject		BP Name	ADA Technologies
Assigned To	manager	Contact Person	
<input type="checkbox"/> Personal		Telephone No.	

General

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

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

Time Receipt unlock OK

Reminder 15 Minutes Inactive Closed Follow Up

OK Cancel

beas International Rollouts

- Reasons for SAP® Business One / be.as

■ Strategic rollout

- In small and mid-sized subsidiaries 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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