

abas ERP



**abas ERP for production companies**  
**Product brochure**



ERP • PPC • MRP • eBusiness

# Your flexible and future-proof solution for **medium-sized businesses**

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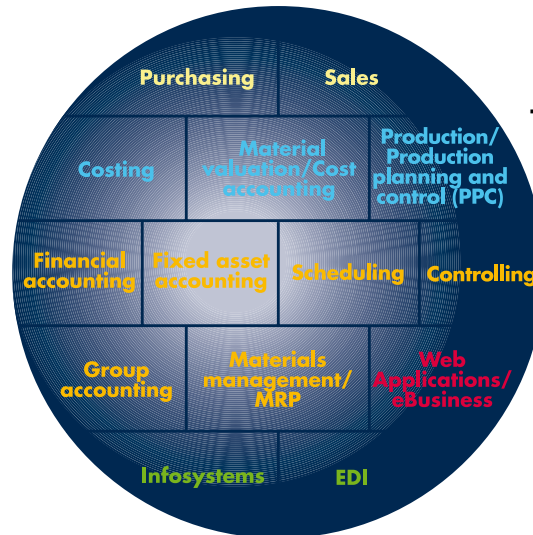


*\*Please note that there are also product brochures for abas Trade and abas eB.*

## ➔ **abas Business Software – efficient software solutions for your company**

The brand name abas Business Software includes the products abas ERP, abas Trade and abas eB. Thus, a complete solution which provides a broad spectrum of functions is available to medium-sized industrial, trade and service companies: from purchasing and sales through to materials management, production planning and production through to accounting and eBusiness.

**1** abas Business Software is based on a combination of the most modern technology and many years of experience. When you choose abas Business Software you are opting for competence, continuity and first class technology.



The abas Business Software provides a widely diversified function range – for manufacturing companies, as well as for commerce and the service industry. Company-specific customization is uncomplicated and flexible.

## For many business sectors

### Production companies

- Plant engineering
- Automotive
- Building trade
- Chemical engineering
- Electrical engineering
- Car production
- Wood industry
- Plastics production
- Mechanical engineering
- Medical engineering
- Metal working and finishing
- Furniture production
- Food processing industry
- Jewelry industry
- Textile industry
- Packaging industry
- Workshops for the disabled
- Vendors and subcontractors...

### Trading and service companies

- Accounting services
- Concrete and building materials
- Electrical goods trade
- Catering
- Wholesale
- Media services
- Medical equipment
- Petroleum products trade
- Furniture and office equipment
- Cleaning services and laundries
- Toys
- Steel trade
- Sound equipment
- Supermarkets
- Advertising material...

**SENGEWALD**



*"abas Business Software continues to leave us impressed - even after many years of use: it is easy to understand and operate. Flexibility and upgradeability are both great features. However, the best thing about abas Business Software is that the system is a simple and optimal solution for medium-sized companies." Rosemarie Sudergat, IT Manager, Sengewald Klinikprodukte GmbH & Co. KG, hospital products*

# Scope to deal with essentials.

## Conduct business processes efficiently



### Short implementation periods

*"The implementation concept also impressed us. Before the actual software implementation there were numerous training courses provided for the employees. This ensured that the ERP software could be introduced both smoothly and efficiently."* Stefan Ruprecht, business executive, ADA Consulting GmbH, distributor of high-quality cosmetics



The clear structure of the abas Business Software and sophisticated implementation strategies facilitate short implementation times, as well as the quick and smooth integration into the company structure and existing software environments. Through methodical software implementation the introduction periods are reduced by approx. 25% and the ROI (Return on Investment) is reached in a significantly shorter time.

### Excellent price/performance ratio

*"If one looks at the increase in transparency, productivity and the saving in time since the implementation of abas Business Software in our company, our ERP investments have more than paid off in as soon as 12 months."*

Gerhard Herdt, Project Manager of EPHY-MESS GmbH, industrial temperature measuring methods



abas ERP provides users with an extensive function range. Additional functions and adjustments can be made easily, flexibly and therefore cost efficiently – by the user or through the abas Software Partner. The high flexibility of abas ERP is exceptionally valuable for your company and enables new requirements to be satisfied. The ERP solution provides a multifaceted optimization and use potential, such as an increase in productivity, improvement of transparency and service, increase in competitive strength, cost savings, and much more. These advantages bring cost benefits in the user operation. The abas Business Software shines through with this above-average and excellent price/performance ratio.

**For your benefit: the quick ERP implementation, the excellent price/performance ratio, investment security, platform independence, user friendliness, flexibility, internationality and customer satisfaction are convincing arguments in favor of abas ERP.**

### .....> **Future-proof and a secure investment**

The ABAS Software AG has a continuous upgrade strategy to ensure that the business software will also be reliable in the future. A new version of abas Business Software is provided each year. New functions and technologies are always integrated into the software standard, abas users are always up-to-date.

*"We are glad that we decided to go for ABAS. The abas Business Software has grown alongside our company. With each additional year the software has become more and more valuable to our company. We introduced an ERP software which permanently integrates the most current technology."*

*Susanne Lägler, CEO of Eugen Lägler GmbH, world leader in parquet sanding technology*

**Lägler**  
WELTWEIT FÜHREND IN DER  
FUSSBODENSCHLEIFTECHNIK



### .....> **Select your platform**

Whatever operating system is best suited to your IT environment – abas Business Software runs using Linux, Unix and Windows. ABAS has supported the Open Source operating system Linux since 1995, about 80% of over 1,700 abas installations are based on Linux. The flexible standard business software is also in the front end range using Linux. As has already been the experience on the server side, Linux is also distinguishing itself on the client side through great stability and excellent performance.

*"Since introducing abas Business Software our IT operation has become more secure and stable. One reason for this is the operation of the abas Business Software using the Linux operating system. Also, the susceptibility to virus and worm attacks is considerably lower compared to other operating systems. In the long term we save effort and money."*

*Jürgen Enghofer, Head of IT of Lenhardt Maschinenbau GmbH, machines and equipment for insulation glass manufacturing*

**Bystronic**  
Lenhardt Technology



## .....> User friendly

*"The abas Business Software is easy to handle and was immediately accepted by all employees. We activated abas ERP and it worked."*

*Volker Schurr, CEO of the Wäscherei Büchele GmbH & Co. KG, laundry services*

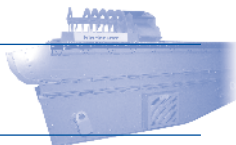


The continuous uniform user interface, the systematic screen structure, the field, screen and topic related Online Help and the structure of the models according to the related functions make it possible to work securely, intuitively and effectively with the abas Business Software after only a short introduction. Whether browser based or via the graphical user interface – you decide how you want to operate abas ERP.

## .....> Customized, flexible and always up-to-date

*"That's why the flexibility of the ERP system and its easy adaptability to changes in the workflow is so important to us. The speed at which these adjustments were implemented was stunning. For example, changes discussed whilst running through the contract were then made in the coffee break." Michael Kummer, Head of IT of the Binder+Co AG, machine and plant engineering for the processing technology, environmental engineering and packaging technology.*

**binder+co**

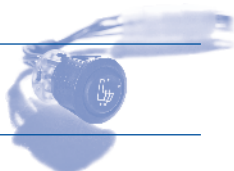


Be it business processes, screens or database structures – your specific requirements can always be easily integrated into your ERP Software. abas Business Software can adjust perfectly to suit your organizational structure. The value and usefulness of your company software appreciate with each passing year. You partake in this progress – with every new version. Even after an upgrade your individual modifications are retained as, for example, individual fields in screens, own standard lists, new functions or own macros.

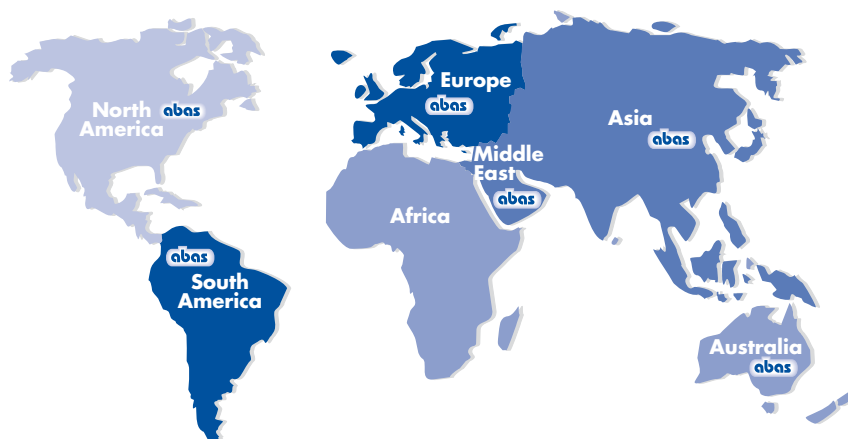
## .....> International and multilingual

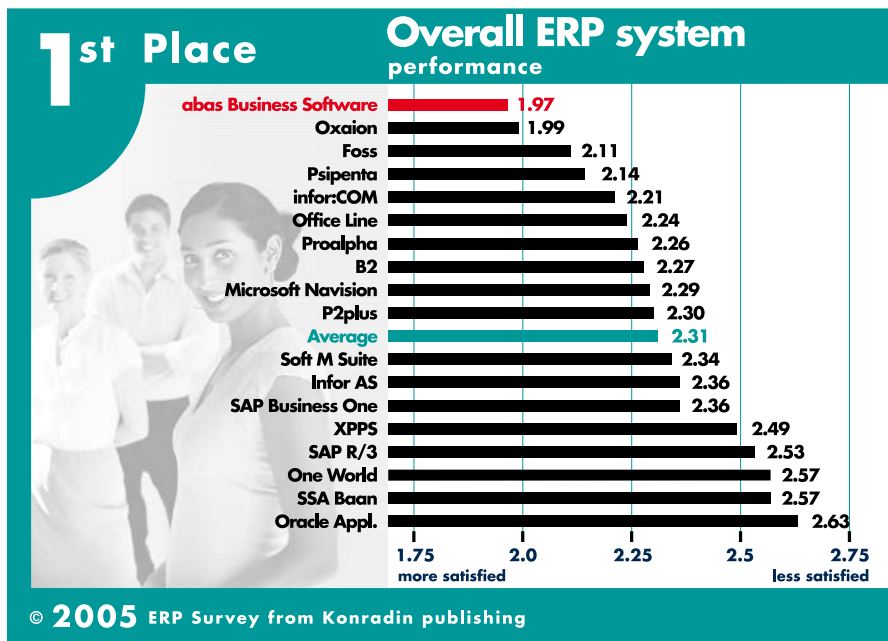
*"Purchase and delivery is mainly in Germany and production takes place in Hungary. Raw materials or goods are constantly being credited and debited. Furthermore, there are one or two lorries daily driving between Germany and Hungary. Whereas our ERP system works centrally, the file server for the abas Business Software is in Germany so that the Hungarian employees can always access the most current data." Thomas Saalborn, Head of IT of the Pfannenschwarz GmbH, cable systems*

**Pfannenschwarz**



abas Business Software is multilingual in the user menu, as well as in the display language. You can work with the same database in different operating languages. This simplifies working with your subsidiaries in other countries. At present, abas Business Software is available in over 25 languages. ABAS is represented internationally by more than 50 partners worldwide, the partner network is being continuously extended.





### Contented abas users

Numerous studies light up the ERP market: the abas users are the most satisfied and evaluate the abas Business Software giving excellent grades. For years now ABAS has made first place in the ERP study by the publisher Konradin. Also in the valuation portal Benchpark.de ABAS achieved a top placing amongst the ERP providers in group B (solution providers for medium-sized companies).





# Focusing on: your success.

Functionality creates value

## abas Business Software in production companies



## Purchasing

e.g. requests, purchase order suggestions,  
purchase orders, blanket orders, receipt of  
goods, invoice verification, pricing, ...

The purchasing in abas ERP provides a continuous transaction processing – from the request to purchase order suggestions and purchase orders right up to entering receipt of goods up to invoice verification. Dealing with purchase orders is a central component in purchasing. In the scheduling, purchase order suggestions are generated when stock levels fall below the minimum stock level, which then flow into requests and purchase orders. Outline agreements can be edited. For each purchase order item the purchase order management is linked to the financial accounting and cost accounting via cost centers, cost objects and account assignment.

## Sales

e.g. quotations, sales order management, sales order production list, outgoing goods, deliveries, invoicing, ...

In abas ERP the sales process is displayed from the quotation creation via the sales order management and the outgoing goods to the invoicing. Additional functions, such as quotation and revenue statistics, commission calculation, archiving and many more are available. With the sales function in the abas Business Software an up-to-date overview of business relationships with your customers, as well as the sales trends of your products is available at any time. Due to the use of abas ERP the ability to deliver whilst maintaining minimum stock levels can be optimized, the profitability is improved. CRM functions are also available with the customer infosystem.

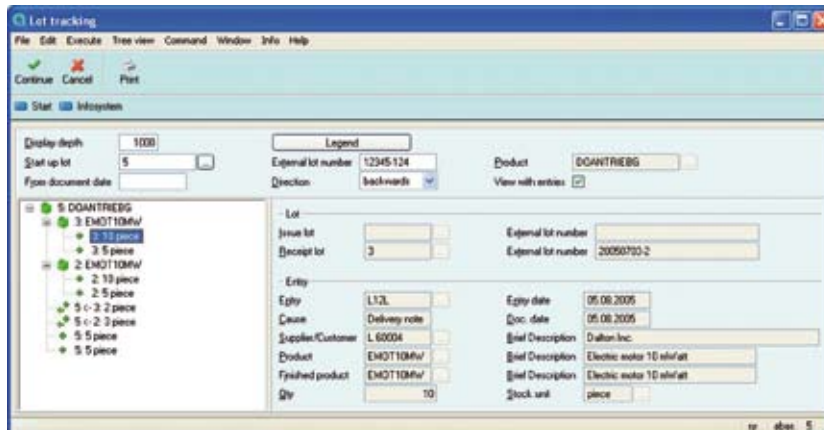


**abas ERP provides an extensive range of functions for production companies – no matter whether in single unit, series or job lot production. Companies in the area of discrete production, as well as in the processing industry, can rely on abas Business Software. A large number of functions is already included in the standard version. These can be easily and flexibly adapted to branch or company specific requirements.**

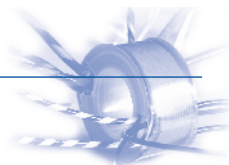
### ➔ Materials management/MRP

The objective of the materials management is the safeguarding of the cost-effective provisioning of the company. To reach this target, abas ERP supports you through the optimization of the readiness to deliver and flexibility whilst simultaneously optimizing the capital tie-up in the warehouse.

e.g. warehouse management, lot size grouping, bundle management, serial number management, stocktaking, materials allocation, material valuation, lot management, ...

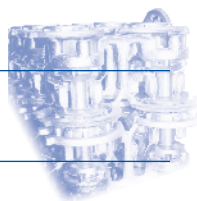


**Inductron**  
Inductive Electronic Components GmbH



*"It is the nuts and bolts of an ERP system: it can weigh up whether the process can be carried out smoothly and if customers can be supplied according to deadline. We can fully rely on abas ERP to do this." Christine Sedlmair, Head of Purchasing and Accounting at Inductron GmbH, electronic components*

**HANS SCHWARZ**  
Metallgesellschaft



*"Today we can plan in more detail and through this we improve delivery reliability. This was received well by our customers." Christian Kirchschrager, Vice CEO of metal foundry Hans Schwarz GmbH*

## .....> Scheduling

e.g. requirements and stock planning,  
scheduling, capacity calculation, ...

The task of the scheduling is to ensure that sufficient material and production capacity is available to process orders on time. The scheduling in abas ERP generates procurement suggestions for purchasing, checks the compliance with due dates and determines the earliest possible final delivery dates. The scheduling is therefore the linchpin in a company.

## .....> Production/Production planning and control (PPC)

e. g. production suggestions, work orders,  
capacity planning, acknowledgements, editable  
sales order production lists, manual production  
entries, extended workbench, ...

The production functions in abas ERP support you in the organization of the manufacturing of your products – irrespective of the type of production, mass, series, job lot or single unit production.

Product	Plst	Department	Qty	StartDat	End Dat	Due date	S	Location	WtGrp	CC/CD	Sowe	Project
LASERCUTTER	200037		1.000	07.01.05	02.03.05	29.01.05	P	W02.003	INTWGROUP	100	*	
LASERCUTTER	200027		1.000	26.01.05	16.03.05	17.02.05	P	W02.003	INTWGROUP	100	*	
LASERCUTTER	200040		1.000	31.01.05	16.03.05	22.02.05	P	W02.003	INTWGROUP	100	*	
LASERCUTTER	200027		2.000	22.02.05	29.03.05	15.03.05	P	W02.003	INTWGROUP	100	*	

## .....> Costing

e.g. preliminary costing, simultaneous costing,  
final costing, ...

The abas Business Software provides a product and order related costing for the exact valuation of the operating result. The costing can be carried out for products, as well as for sales orders. The costing functions in abas ERP support the exact time scheduling e.g. when specifying delivery times.

*"We have a much greater transparency using the internal production process. In this way, for example, the company can tell the customer exactly the progress of the manufacture of his product and when it can be supplied. Before abas ERP this was not possible to that extent." Sven Berndt, Head of IT of the Walzengießerei Coswig GmbH, casting of rollers and dead-mould casting*



### .....> **Material valuation**

The material valuation provides diverse valuation types for the valuation of quantitative movements in the materials management and then enters these valued movements in quantity as changes in stock in the form of financial entries. The generation of the entry can appear as a preview which has no effect on the financial accounting. The ascertainment of an inventory of unfinished products is also possible. There are also manufacturing costs available besides the valuation types mixed price, warehouse group mixed price, planned price and purchasing price. If the valuation prices are not available at the point in time of a quantity being entered then a revaluation is carried out through a material valuation as soon as the valuation price is available. The material costs determined by the material valuation flow into the cost accounting.

e.g. valuation by mixed price, planned price, manufacturing costs; entry and entry preview function for the editing of quantities in raw, process and operating materials, unfinished and finished products, ...

### .....> **Cost accounting**

The cost accounting covers the areas of cost type accounting, cost center accounting and cost object accounting. The cost center accounting includes the IAAA (internal account activity allocation) function. Subsequently to the IAAA there is the option to post the overheads to the cost objects. There are different procedures available for this purpose. The cost center accounting can be structured according to the flexible standard costing principle. With the "Valuation of production activity" module the valued personnel and machine times of the completion confirmations are posted in the form of statistical entries and then flow into the cost accounting. The cost accounting integrates the data of diverse modules, such as for example, the financial and fixed asset accounting, and using the "Material valuation" and the "Valuation of production activity" module it also integrates data from the areas of material valuation and production.

e.g. cost type accounting, cost center accounting with IAAA and according to flexible standard costing, cost object accounting, valuation of production activity, ...

### .....> **Group accounting**

The group accounting of the abas Business Software enables the consolidation of balance sheets of individual businesses and the creation of an annual statement including group reporting. For this, group internal and group external processes are differentiated by accounts.

e.g. representation of group relations, determination of intercompany sales, consolidation groups, time related group structure, consolidated advance VAT return, ...



*"The continuous, transparent data flow accelerates the order processing considerably. All information on the respective customer, vendor and order status can be accessed at any time. Machine utilization has been optimized, adherence to delivery dates has been further improved and stock could be reduced in spite of higher production levels." Christian Schmitt, Works Manager of Unionpack Industrielle Lohnverpackungs-GmbH, contract packaging*

e.g. chart of accounts, taxes, postings, advance VAT return, account range forms, outstanding items, payments, reminders, evaluations, data export for GdPDU, ...

## Financial accounting

The integrated abas Financial Accounting encompasses the complete financial accounting management of all financial transactions. Financial accounting provides a clear overview of all financial transactions. This means, for example, that data from several fiscal years can be accessed. By keeping transaction figures from the past it is easy to carry out monthly comparisons, by working with planned and actual figures target/actual comparisons can be made for any user-defined time period.

S	Number	V	Recipient	Name	EU	EU	Discount amo	Payment amount	Cun
	1		L 60014	BT Applied Technology, Jordanien, F			0,00	16.250,00	EUR
	2		L 60013	Genme Service, Italien, Fima			0,00	4.133,21	EUR

## Fixed asset accounting

e.g. fixed assets, fixed asset categories, imputed fixed assets, depreciation, depreciation suggestions, index series, replacement values, fixed asset transactions, asset history sheet, post evaluations for auditors, ...

The integrated fixed asset accounting module in abas ERP can be used in a flexible manner to manage the company's fixed assets on an inventory basis, regardless of the industry sector. All necessary evaluations required for an annual statement are available, e.g. the asset history sheet. The abas fixed asset accounting enables a highly informative quantitative and qualitative overview of the available fixed assets.

## Corridor controlling

e.g. items in the P & L accounts and balance sheet accounts, liquidity planning, risk management, ...

You want to identify the trend of your fiscal year at a glance? Corridor controlling supports you effectively in business planning and control of the fiscal year. You can see the trend of the leading figures at an early stage and can control them. Decision-making will become easier and more secure.

*"We are reliable vendors and often act as an 'extended workbench' for our clients or purely as a service provider: our customers attach importance to quality and adherence to delivery dates. Using abas Business Software we can guarantee both."*  
 Norbert van Eickels, CEO of the Hagsfelder Werkstätten und Wohngemeinschaften GmbH, workshops for the handicapped



## EDI

With the EDI function in abas ERP (EDI = Electronic Data Interchange), structured business documents (amongst others VDA, ODETTE, EDIFACT) can be automatically exchanged between the business application programs of a number of business partners. The application of EDI offers full control of the entire product, data and money flow. abas ERP/Automotive supports businesses in managing the processes in a complex supply chain, and coordinates all stipulated logistical processes between the vendor and the manufacturer.

e.g. forecast delivery schedules, JIT delivery schedules, packing slips, credit notes, invoices, sales orders, sales order confirmation, product price list, purchase order amendment, shipping processing, ESP/VLC processing/consignment stores, packing material management, ...

## Infosystems

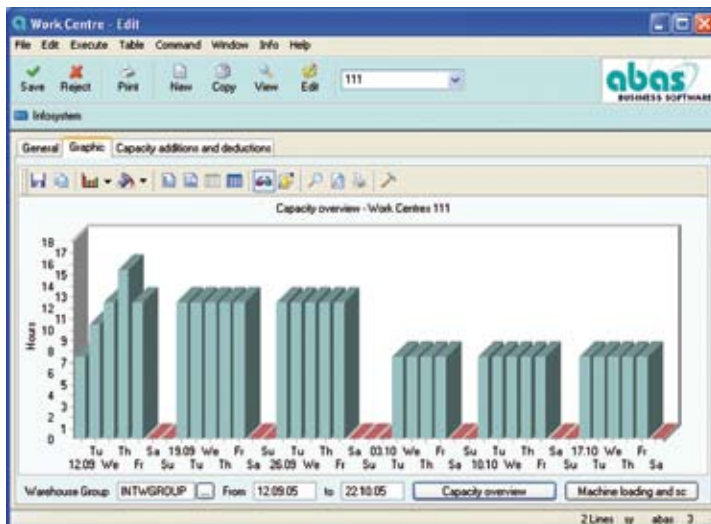
With abas ERP you receive a pool of pre-configured infosystems for various evaluations. If necessary, you can adjust the infosystems and easily write your own company specific evaluations using the infosystem technology. You decide which data is relevant for your company evaluations.

e.g. CRM/customer information system, revenue statistics, transaction figures, plan chart, receipts and issues, procurement status, machine loading, capacity overview, cost accounting master files, EDS, ...

## Other functions

Various functions supplement the performance range of abas ERP.

e.g. master file administration, production data capture, Intrastat trade statistics, characteristics bars, user bars and selection bars, user-defined variables and keys, text editor/free text management, office communication/internal communication system, system management, command logbook, user-definable database areas for individual requirements, ...



*"When the abas Business Software was implemented everything changed. Now there is an uninterrupted flow of data and we have been able to optimize the production process step by step." Stefan Kropp, Representative and Manager of Quality Management at Plastocell Kunststoff GmbH, products for heat, cold and noise protection in the car industry*

# Integrated ERP software

## which continues to grow

*"The abas database works excellent.*

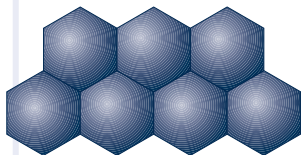
*We can easily reconstruct stock movements, financial entries, sales and distribution processes and others without having to use an archiving system. In abas ERP I have everything on call."*

*Uwe Paffrath, Head of Organization and IT at Tapetenfabrik Coswig GmbH, wallpapers*



### abas ERP 3 tier architecture

Due to the tiered architecture, the ERP software can be integrated optimally into existing IT environments and upgradeability is guaranteed.



#### abas system base:

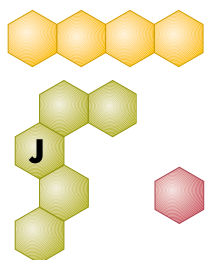
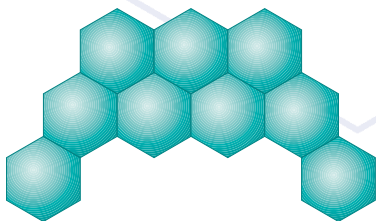
The system base consists of a stable, object-oriented database. The abas log database increases speed and efficiency, and is virtually maintenance-free.

#### abas core functions:

The abas core functions encompass, for example, purchasing, sales, scheduling, materials management/MRP, production/PPC, accounting, interfaces and other functions.

#### Flexible user interface (FO):

The flexible user interface consists of the abas Tools, the flexible standard user interface and the individual user interface. It enables you to customize the abas Business Software to meet your requirements.

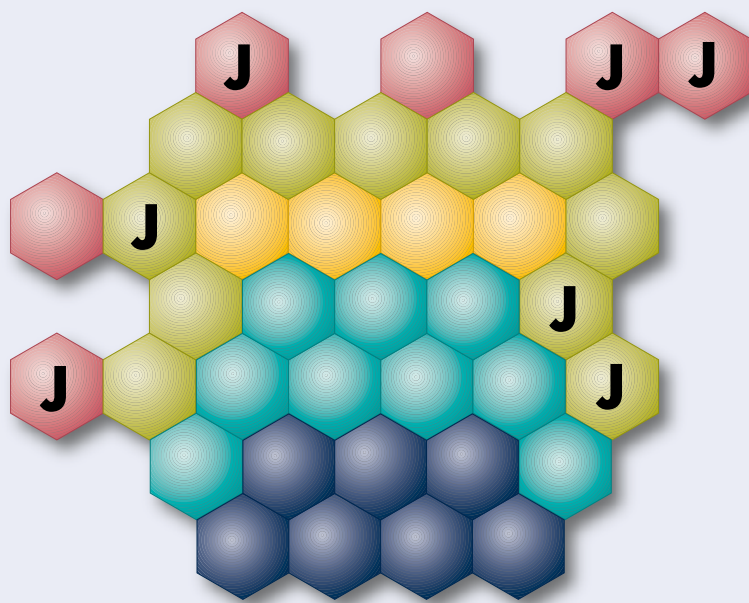









**abas Business Software is so flexible, it will fit perfectly into your company! Due to the "Flexible User Interface (FO)" of the ERP software, the functionality required can be set up with a minimum amount of time and effort.**

The already extensive abas standard functions can be extended by company specific requirements. The individual adjustments can also be made using the Java programming language. Company requirements are constantly subject to change, modifications and enhancements are easily carried out in abas ERP. Your software is always up-to-date using state of the art technology.

## Integration in your structure of organisation



### Presentation tier/ Flexible user interface

-  Individual user interface
-  Individual user interface in Java
-  Flexible standard user interface
-  Flexible standard user interface in Java
-  abas Tools

### Application tier/ abas core functions

### Database tier/ abas system base

*"The modular structure of abas Business Software made it easy to make adaptations. We were even able to do most of them ourselves. Today we use the ERP system intensively as all company areas are integrated and almost all of the modules are used."* Heinz-Josef Schäfer, Manager of Organization and Accounting of HOMA Pumpenfabrik GmbH, pump systems

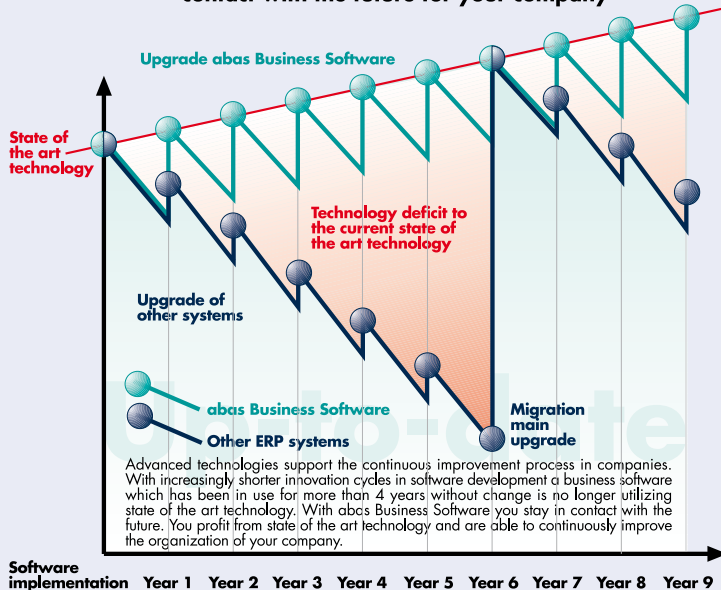




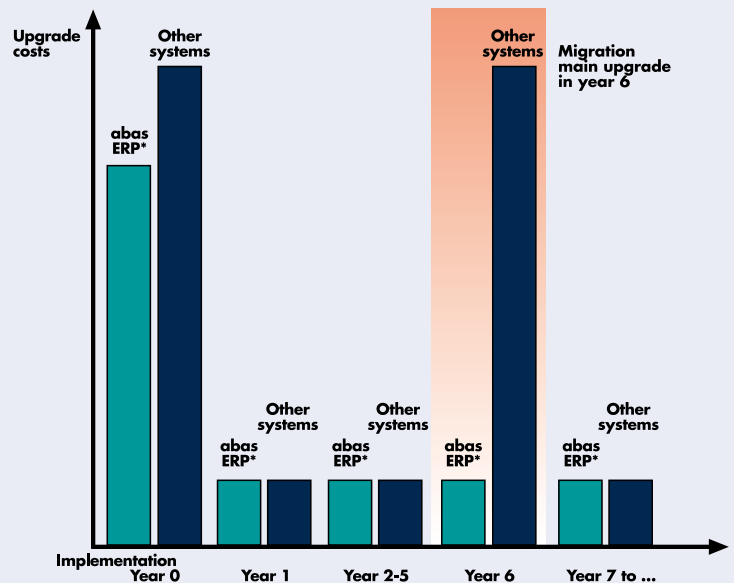
# Evolutionary system technology:

## Flexibility with full upgradeability

**"Up-to-date": through annual upgrades you safeguard contact with the future for your company**



**"Up-to-date": with the abas Business Software costs are firmly under control**



\*The ERP study 2005 of the Konradin publishing house confirms: The implementation time of the abas ERP Business Software is 30% lower than the time required for an average ERP implementation.

*"Nowadays we couldn't imagine our company without abas ERP. We have made many conversions and are now starting to approach other issues. The abas Business Software is constantly being developed. Security in investment is guaranteed. With each new release we receive new functionality, but retain our company-specific adjustments."*

Stefanie Grimm, Dipl.-Ing. Dipl.-Betw.,  
Lufthansa LEOS GmbH, ground support

**Lufthansa LEOS**  
Ground Support Professionals



## Why annual

- New range of functions •
- Utilizing the abas ERP standard modules •
- Changes to legal requirements contained in the software standard •
- Small, optimized steps which are organizationally compatible •
- Continuous improvement of the internal organization •
- Manageable investment blocks •
- Enhancement of the usefulness •

**For your business success use the extensive new features and advancements which flow into the abas Business Software year by year. By upgrading regularly you will immediately profit from the up-to-date technology status. Efficiency and productivity within the business will thus be continually improved.**

➔ **Long-term security of investment:  
securing the future of your company**

abas Business Software provides long-term investment security. Firstly, it supports the basic requirements of the company. From financial accounting right through to eBusiness: all modules are fully integrated. abas ERP supports the continuous process of improvement of the company through its flexibility and upgradeability. Individual adjustments remain after an upgrade. Besides new functions also new technologies flow into the software standard. The ERP solution therefore becomes more valuable to the company from year to year, and that all without time-consuming customizing and data migration.

➔ **Securing the future of your company**

The ABAS Software AG has a continuous upgrade strategy to ensure that the business software will also be reliable in the future. A new version of abas Business Software is provided each year. In this way the software standard is constantly supplemented with new functions and technology which means abas users are always up-to-date. With each new version about a third of the program code is renewed, abas ERP is therefore a technically current product, in which years of experience and know how have been utilized.

An upgrade is quickly implemented due to the software architecture of abas ERP. Very important: after an upgrade the business-specific program adjustments and modifications remain – individual functions are available as before.

*"The high standard of abas Business Software is always maintained, despite the customized adjustments and modifications which are made. The full upgradeability remains intact. This means: our software investment will be secure for many years to come. With every upgrade we again take part in the innovations and advancements."*  
Werner Fischer, IT Manager, J. Schmalz GmbH, vacuum technology and lifting tools



*"We are satisfied with all aspects of the abas Business Software. The upgradeability of the software really impressed us. Even an upgrade over a number of versions only takes one day. We work with the old version until Friday afternoon, the computer is switched off and picked up by our abas software partner. On Monday morning the computer is switched on with the new version installed. All our upgrades functioned without a hitch."* Wilhelm Irion, Head of IT at MAFAC Ernst Schwarz GmbH & Co., manufacturer of cleaning systems



**upgrades?**

**abas**  
BUSINESS SOFTWARE

ERP • PPC • MRP • eBusiness

## More effectiveness: **through openness**



### ➤ Easy to use and secure connections using:

- DDE (Dynamic Data Exchange)
- ODBC (Open DataBase Connectivity), optional, license required
- ActiveX
- EDP (abas ERP Data Access Protocol)
- ERP Export/ERP Import
- Form generator

**Additional IT solutions: the abas sales and cooperation partners offer you a broad palette of company-wide IT systems. These are practical solutions which work profitably in combination with the abas Business Software.**

External IT systems are integrated via the abas interfaces and the DDE (Dynamic Data Exchange) standard interfaces. As an option the ODBC (Open Database Connectivity) and ActiveX standard interfaces are available.

## Your IT environment - with ABAS a perfect business

- **Connection to Microsoft products**  
(e.g. MS Office and MS Access)
- **Connection to OpenOffice products**  
(e.g. OpenOffice.org calc)
- **CAD and CAQ integration**
- **Customer Relationship Management (CRM)**
- **Data-Warehouse, Data-Mining,**  
**OLAP databases**
- **Electronic Data Interchange (EDI)**
- **Engineering Data Management (EDM)**
- **Firewall solutions**
- **Form and report generators**
- **Integration of fax, Email and Internet solutions**
- **Knowledge management**
- **Management Information Systems (MIS)**
- **Mobile abas wireless terminals**  
(barcode scanner technology)
- **Mobile sales order entry**
- **Systems for recording time and labor data, machine**  
**data and production data capture (TLD, MDR, PDC)**
- **Project management systems**
- **Sales information systems**
- **and much more...**

*"When the user utilizes the abas Business Software system well, he has considerable advantages. Not many companies our size have such solutions as the link to PDC system."*  
Hartmut Hillebrand, CEO of Bergmann & Hillebrand GmbH & Co. KG,  
perforated plates

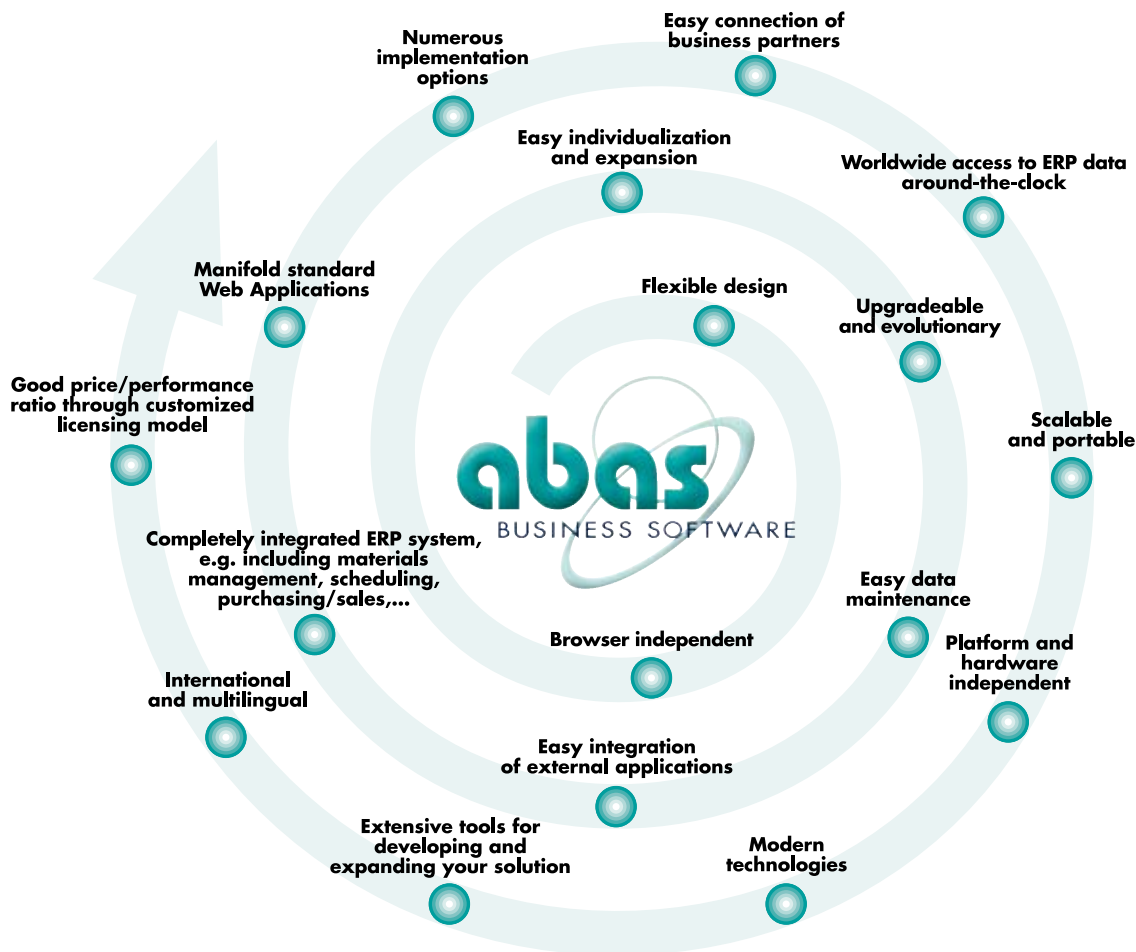


*"There were many requirements which the new system had to fulfil. For example, the compatibility to the existing CAD system or to the time recording system."* Hans Haist,  
Production Manager of Maschinenbau Kallfass GmbH & Co., machines for wood processing



# abas eB:

## eBusiness for medium-sized businesses



*"Our abas eB based Webshop opens an interesting form of sales for us. We have opted for abas eB because we were able to implement Web solutions without the connection to an ERP system. An important advantage is that abas eB contains all necessary functions for a Webshop and that we can later connect it to an ERP system."* Marian Meier-Andrae, Sales and Marketing Manager at KAMEI GmbH & Co. KG, innovative car accessories



**abas eB provides you with highly flexible Internet solutions: on the basis of ready-made Web Applications, such as e.g. Webshop or Service Center, you can construct your solution as you desire and incorporate your own ideas. With abas eB you have all the advantages of a flexible, eBusiness solution for medium-sized businesses – fully integrated in your ERP system.**

#### ➤ **abas eB: application options\***

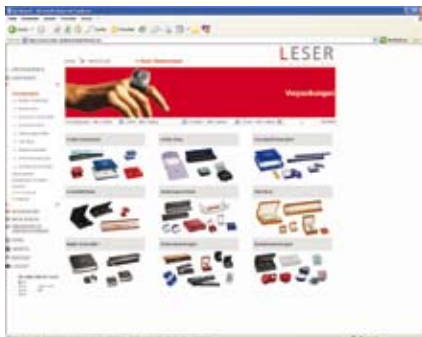
- Shop
- Sales order information
- Service processing
- External system connection
- Customer information system
- Management information system
- Vendor connection
- ...

#### **Additional Web Applications are quickly set up, e.g.:**

- electronic data exchange with customer/vendor systems (Web service)
- SCM
- CRM
- ...

#### **Which application ideas do you have for your company?**

*\*Please note that there is also a product brochure for the eBusiness solution abas eB.*



*"The abas Webshop is integrated into the design of our entire Web presence. Our customers can now order safely and comfortably 24/7. Various comfortable administration options are available, e.g. the creation of delivery addresses or a sales order and invoice overview. Previous sales orders can be accessed for repeat orders. With the online shop we are able to provide the perfect service to the Leser customers." Ralf Leser, CEO of Leser GmbH, specialist for sophisticated packaging solutions.*

# Software from a medium-sized business for medium-sized business

## ➤ From a medium-sized business for medium-sized businesses

*"For us it is very important that ABAS is also a medium-sized business and, therefore, has excellent knowledge of the requirements of a medium-sized company. 1,700 content user companies recommend ABAS." Tobias Kellermann, IT Manager of J.A. Becker & Söhne, compressed air and lifting mechanisms*



J.A. Becker & Söhne



Medium-sized businesses are supporting pillars of the economy. These businesses need tried and tested products, a partner who is able to satisfy their requirements and that, if possible, within a short period and with a perfect price/performance ratio. Expertise, such as comprehensive business knowledge, reference projects and many years of experience when dealing with medium-sized businesses as well as the service and support quality, the ROI, the continuing personal cooperation and the guaranteed future of the IT provider are of importance. As medium-sized businesses are more gradually integrated into worldwide operating company networks, they require an internationally tailored software, a good know-how of the industry sector, as well as a sophisticated, efficient, worldwide operating partner network. ABAS itself is a medium-sized business and is, therefore, able to understand other medium-sized businesses and their demands, knows how to deal with them and has many years of experience.

## ➤ Business philosophy: "The Spirit of ABAS"

*"What I like is the company which stands behind the abas Business Software: its flexibility, philosophy and understanding for their customers." Dr. Werner Dax, IT Manager of IST METZ GmbH, UV machines*



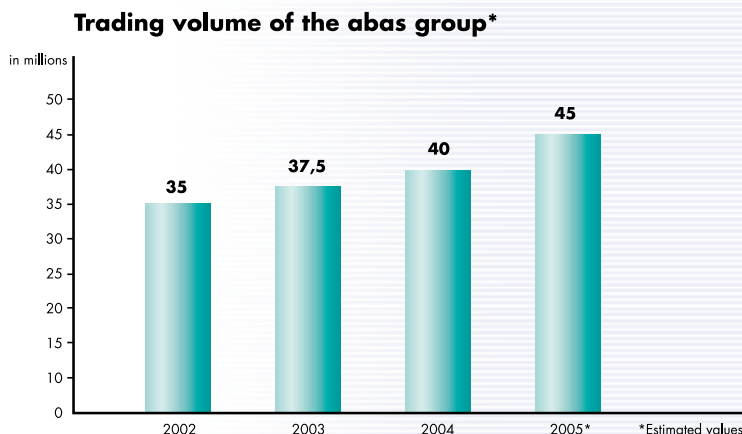
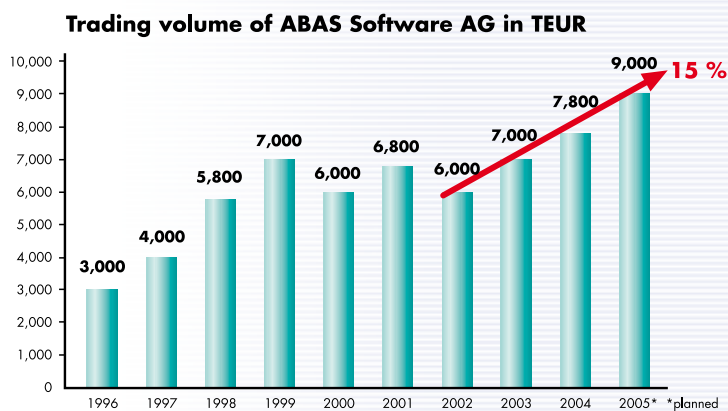
Contentedness, quality and service go together – ABAS orients itself on these principles every day. The main idea is that the abas customers can concentrate on what is of most importance to them: their core business. The quality of the software which is subject to a continuous quality assurance is also always the main focus. ABAS lives with its users and looks for the constructive dialog with them, their various suggestions give important impetus for the further development of the abas Business Software. Directness and trust contribute to the fact that the cooperation is permanently satisfying for both sides.



The core competence of the ABAS Software AG is the development of flexible ERP and eBusiness software for medium-sized companies. A group of companies formed from the company ABAS established in 1980 by students. ABAS Software AG in Karlsruhe employs about 85 people, together with over 50 abas partners worldwide, that is a total of approx. 450 employees.

### Economic success through dedication from both sides

Long-term success is more important for ABAS than short-term growth or interest in profit. Business success in the long run can only be achieved by fair behavior in partnership regarding all business activities. An appropriate return on investment guarantees a company's stability and ability to innovate. Particularly in the last years ABAS was able to register a constant growth which went against the common trend of the industry – especially in the years from 2001 to 2003. The number of installations as well as the revenue of the abas group are continuously growing.



*"The discussions which we had with the users were interesting for us. The echo was consistently positive. We were also impressed by how tight the contact was between the abas users and the manufacturer. This enabled us to have specialist discussions with software developers or with the management of the ABAS Software AG. The company philosophy of ABAS is similar to our own. Customer satisfaction, highest product quality and continuity are the main focus. We felt positive that the decision for ABAS was the right one."* Gerhard Herdt, Project Manager of EPHY-MESS GmbH, industrial temperature measuring methods



*"Our company is expanding. Using abas Business Software we have a flexible business software which we can easily adjust to our changing requirements and that grows with our business."* Uwe Janietz, IT Manager of Gebr. Saacke GmbH & Co. KG, precision tools and tool grinders



# Production

We would appreciate  
your trust in us!



## Excerpt from our customer list

AGRO Federkernproduktions GmbH • AIRMAT Technologies France (machine parts for packing machines) • Alfred Heyd GmbH & Co. (socket joints and propeller shafts) • Aquatec Peter Schmidt GmbH (medical equipment) • Armaturenwerk Höstensleben GmbH (solutions made from special steel) • August Vormann GmbH & Co. KG (hinges and fittings) • Auto Form Engineering GmbH (software solutions for sheet metal forming) • Bachmann OHG (floor grids) • BASS GmbH & Co. KG (thread precision tools) • BCM Kosmetik GmbH (cosmetics industry) • Bergmann & Hillebrand GmbH & Co. KG (precision perforated plates) • Blanke GmbH & Co. KG (curtain rails and tile edge coverings) • Blohm & Voss Repair GmbH (dockyard) • Bruger + Fischer GmbH & Co. (crane, automation, theater and stage technology) • Cabero Wärmetauscher GmbH & Co. KG (refrigeration, air conditioning and ventilation technology) • CabTec AG (cable packing) • C. Hilzinger-Thum Schleif- und Poliermittelwerk GmbH & Co. KG • Debatin S.A.R.L. (plastics packaging) • Dethleffs GmbH (caravans and motorcaravans) • Deutsche Pentosin Werke GmbH (lubricants and mineral products) • Deventer Profile GmbH (profiled joints) • Dorninger Industriehydraulik GesmbH (industry hydraulics) • Dreckshage GmbH & Co. KG (partner of machine construction) • EcoNautic Systems GmbH (machinery and plant engineering) • Effertz Tore GmbH • elasto form (marketing material) • FEMA Farben und Putze GmbH • F & W Frey & Winkler GmbH (plastic parts for glasses) • Flanschenwerk Bebitz GmbH (flange, forge parts and stampings) • Gabo Systemtechnik GmbH & Co. KG • Galvanotechnik Kessel GmbH (surface engineering) • Gebr. Müller Kerzenfabrik AG (candles) • Gebr. Saacke GmbH & Co. KG (precision tools and grinding machines) • GERODUR MPM Kunststoffverarbeitung GmbH & Co. KG (plastic pipes) • GKD Gebr. Kufferath AG (metal weaving) • G. Rau GmbH & Co. KG (bi and trimetal production, alloys) • Greule GmbH Co. KG (electronics, circuit boards) • GUK-Falzmaschinen Grieser & Kunzmann GmbH & Co. KG • Hagsfelder Werkstätten und Wohngemeinschaften gGmbH (workshops for the handicapped) • Hans Englert OHG (circuit boards, keyboards, electronic equipment manufacture) • HATHO GmbH (polishing tools) • hebu Autocomfort GmbH (parts production for car seats and footmats) • Heilpädagogisches Zentrum - Lebenshilfe für Behinderte e.V. (workshops for the handicapped) • Heitz OHG (foam machines) • Holthaus Medical GmbH & Co. KG (first aid, pharmaceuticals, bandaging materials) • HOMA Pumpenfabrik GmbH (pump systems) • Horst Witte Gerätebau (work pieces made of aluminium alloys) • HYFRA-PEDIA GmbH (industrial cooling equipment) • Inductron GmbH (magnetic special materials) • ISGUS GmbH (time recording equipment) • IWL gGmbH (workshops for the handicapped) • J.A. Becker & Söhne GmbH & Co. KG (compressors and lifting platforms) • J. Schmalz GmbH (vacuum technology and lifting equipment) • Kallfass Maschinenbau GmbH (machines and equipment for the wood industry) • Karl Roll GmbH & Co. KG (cleaning systems) • Klumpp GmbH & Co. KG (automatic machine turneries) • Krüger & Sohn GmbH (laminated materials) • Lägler GmbH (floor sanding machines) • Lenhardt Maschinenbau GmbH (machines and equipment for insulation glass manufacturing) • LISEGA GmbH (pipeline technology) • Mafac GmbH & Co. (cleaning equipment) • Mafell AG (tool construction) • Maschinenfabrik Bermatingen GmbH & Co. KG (agricultural machinery) • Max Knobloch Nachf. GmbH (metal goods) • Mecaplast SA (plastics) • Menzerna-Werk GmbH & Co. KG (polishing solutions) • MGW Stromversorgungen (combinational circuits) • Mietzsch GmbH (ventilation technology) • MULAG Fahrzeugwerke GmbH & Co. KG (airport vehicles and street maintenance equipment) • MWN-Niefen Maschinenfabrik GmbH (suction rolls) • Müller-Zeiner GmbH (industry packaging) • Nachreiner GmbH (cutting tools) • Nürnberg Gummi nip GmbH & Co. KG (pacifiers and injection-moulded parts) • Pankl Systems GmbH (system solutions for racing sport industry, luxury car industry and the aviation industry) • PETROPLAST GmbH (foils) • Pfannenschwarz GmbH (cable systems for the car industry) • PIAVOUX France (shutters) • PRÄZI-FLACHSTAHL AG (precision flat steel) • Rautaruukki Stahlservice GmbH • Realpack Verpackungen GmbH • Rickmeier GmbH (pump technology) • R. Morand et Fils SA • robbe Modellsport GmbH & Co. KG (model making) • Romaco Laetus (pharma technology) • SCC Dietiker Kft. (furniture) • Schechl Maschinenbau GmbH (swivel bending machines, squaring shears) • Schober GmbH (precision tools and special machines) • Sengewald Klinikprodukte GmbH & Co. KG (medical technology) • Signal Construct GmbH (LED products) • SMW-AUTOBLOK Spannsysteme GmbH • STEIN Automation GmbH (transport equipment) • STOLLWERCK Budapest Kft. (chocolate products) • STOPA Anlagenbau GmbH & Co. KG (automated warehouse and delivery systems) • STRATEC Biomedical Systems AG (medical technology) • Südpfalzwerkstatt gGmbH (workshop for the handicapped) • Tapetenfabrik Coswig GmbH • Telma AG (Industry electronics) • ThyssenKrupp Hoesch Bausysteme (products for the steel structural engineering) • Toni Kahlbacher GmbH & Co. KG (airport and road maintenance technology) • Unionpack Industrielle Lohnverpackungs-GmbH (industrial contract packaging) • Ventilfil Légttechnikai Rt. (ventilation equipment) • VerMoTec GmbH (specialized machine construction for internal connection systems and assembly technology) • Viro Schmiedeteile GmbH • Wäscherei Büchele GmbH & Co. (laundry services) • Walzengießerei Coswig GmbH • Wilhelm Lüsebrink GmbH (hardware) • Würth Elektronik GmbH & Co. KG (circuit boards)

**abas**  
Software

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