

**THE BEST  
ERP  
YOU CAN  
GET**

**DISCOVER THE MOST  
APPLUS EVER.**



# INNOVATIVE



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# ERP SOFTWARE IS LIKE A TOP-CLA

## DEAR READERS,

To achieve the highest goals, you have to raise the bar for yourself. The new APplus raises this bar.

**Better, faster, more clear and more simple:**  
Our motivation was to stay ahead of the game when developing the new APplus. Therefore, we developed a flexible navigation concept that is one-of-a-kind in the ERP world. The new APplus is also in inspiring top form in the areas of performance, planning security and transparency.

Despite groundbreaking innovations, our developers still always put people at the center of all endeavors. This is why all tools are constantly being enhanced but certain popular functions remain.



# DEVELOPMENT SS SPORT.

Learn more about the most innovative APplus to date in the following pages. Discover its new forward-looking technologies, including the enhanced link technology.

PS: This brochure demonstrates how impressive the new APplus is. You will be just as impressed when you see the comprehensive user experience at a live demonstration.

I cordially invite you to do so.



Markus Haller,  
CEO, Asseco Solutions AG



# APPLUS IS MAKING ITS START IN TOP FIVE

The new APplus is an intriguing ERP solution that we developed to map your complex processes in a platform in an even easier and more understandable manner. Its web-based architecture makes your company agile and prevents the otherwise common disruptions in the flow of information from even occurring: different data formats, incompatible versions of operating systems and applications, limited hardware performance, remote locations and outside sales employees or cooperation with suppliers and partners.

**We incorporated all of this into the development of APplus:**

- Transparent application structures
- Simple user interface with many options for customization
- Optimum functional width and depth
- Fair price/performance ratio

**Compatible with XML databases for easy data management.**

- Find what you need quickly: Information, applications and workflows are prepared in the way you actually need them.
- Evaluate instead of synchronize: All users are always on the same page in regards to information being up to date and complete. Processes run faster and more efficiently overall.
- Online instead of offline: Desktop computers, smartphones, tablets, mobile handheld computers – ERP<sup>II</sup> delivers customized information to every terminal device, regardless of your location.

**An array of e-store integration options with direct communication between ERP and shop system.**

But APplus is much more than just state-of-the-art technology. APplus ERP<sup>II</sup> also involves a completely new business strategy that allows you to open up a wide variety of options and secure significant competitive advantages:

- More proximity to customers and quicker response to current trends and market developments
- More efficient use of machines, IT and personnel resources
- More flexibility by easily adapting processes and organizational structures
- More investment security due to state-of-the-art technology

**An award-winning solution.**

ERP made easy. This philosophy has earned us many awards for APplus in recent years.

**Microsoft Partner**  
Gold Application Development



# ING ORM.



The new APplus sets new records  
in performance, planning security and  
transparency.

Elke ABmus,  
Head of Documentation & Training | Asseco Solutions AG

# NEW LOOK IN APPLUS TILE VISUAL

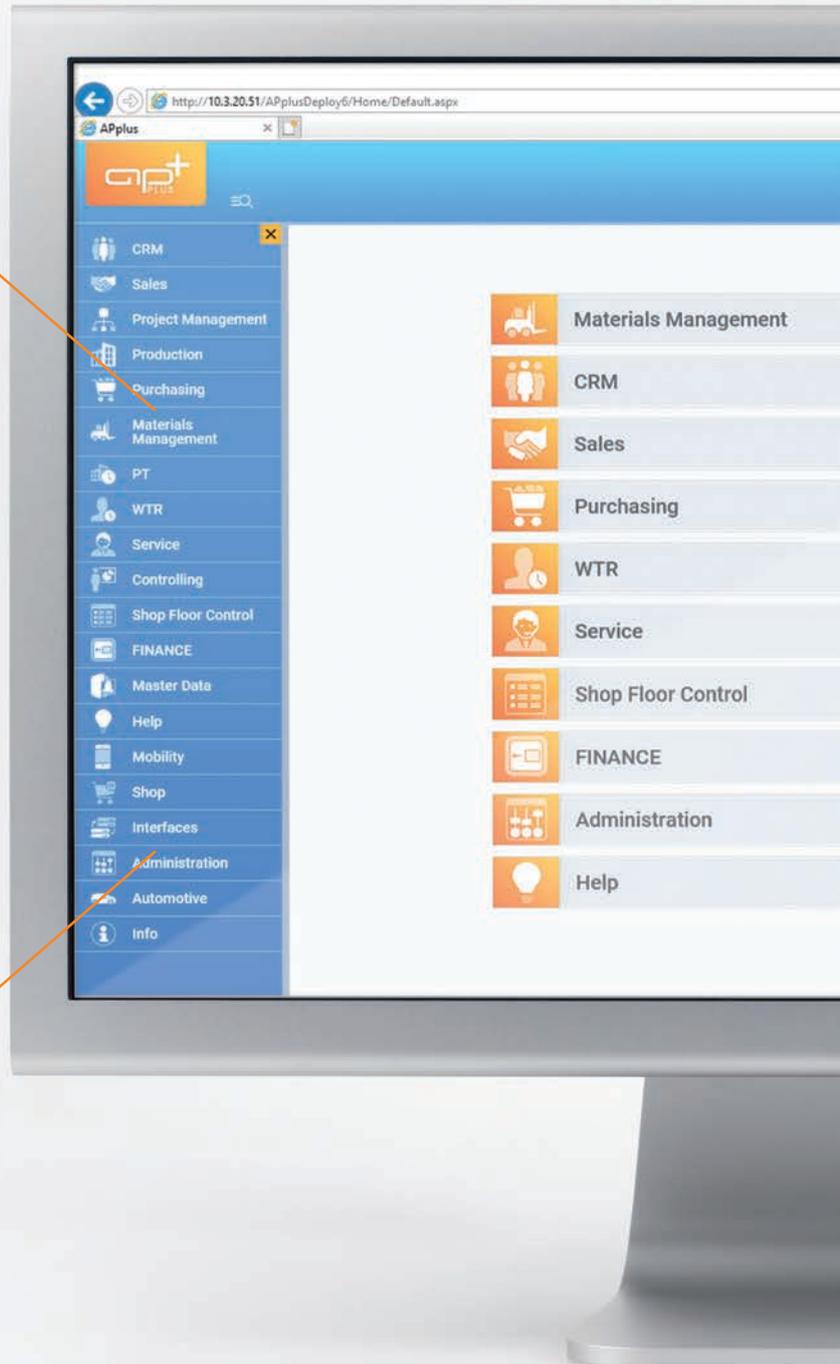
## At a glance

Employees – whether on a PC, laptop or mobile terminal device – receive a quick and clearly arranged view of all business indicators right when they need them.

Comprehensive and detailed data filtering and analysis is possible in a unique dashboard view.

## With one click

One click brings users to the corresponding topic at the exact point in the system where they can resume their work or bring it to completion – for instance in production or sales.



# LIZATION.



## Find it! Fast!

So you spend less time looking, the new APplus version now offers an innovative full-text search that lists all results and even subdivides them by area. From there, you only need to click once and you are at the destination of your search. Just click the magnifying glass icon and that's it.



## Drag and drop APplus dashboards

The technology used provides a drag-and-drop design environment that can be used to create the dashboards according to your own wishes and without technical support.

**The complete redesign of the graphic user interface features a new, animated start page using tile visualization.**

- Direct connection to the module quick start pages with just one click
- Modern, detailed and information-rich icons
- Innovative navigation in a process-oriented arrangement for even better orientation
- New module quick start pages in APplus tile visualization

Learn more at: [www.applus-erp.com](http://www.applus-erp.com)

# INNOVATION THAT INSPIRES.

**This is how to program inspiration. The new APplus allows you to cover all important business processes.**

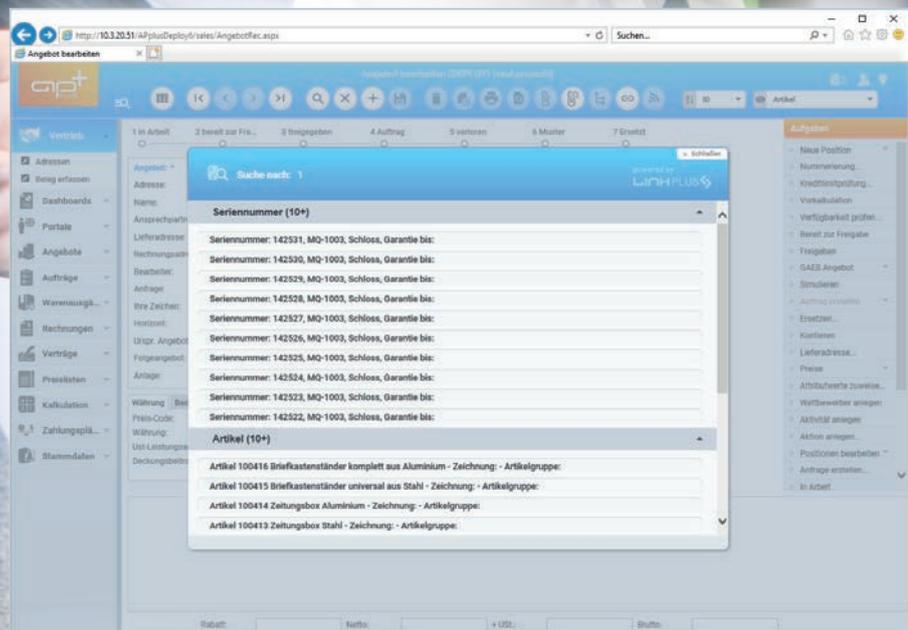
- User-centric ERP<sup>II</sup> with customized portals and status-controlled workflow via SharePoint
- Knowledge organization with intranet, workflow and document management
- Controlling/business intelligence with data warehouse, ad-hoc reporting and BI tool
- Risk and KPI management
- Customer relationship management (CRM)
- Merchandise management with purchasing, sales processing and inventory management (MMS)
- Production planning and control with BOM organization, work plan management, shop floor control, variant logic, order-specific cost accounting and PLM/CAD integration (PPC)
- Advanced planning and scheduling for detailed production planning with consideration given to deadlines and available resources
- Plant data collection with personnel, order and project time recording (PDC)
- Service organization and help desk
- Project management with rough scheduling and integration of activities as well as quotation and order data
- Finance and accounting (F+A)
- Multi-site for managing multiple locations
- E-business with Internet orientation as the ideal tool for implementing an e-business strategy

### APplus – The standards of the future

- **Microsoft** Internet Information services with **ASP.NET**
- **XML** web services
- **Scalable application servers:** Windows Server 2012
- **Active Directory server** and Authorization Manager
- **Virtualization**
- **Mobile terminal devices:** Pocket PCs, tablets, smartphones, mobile handheld computers
- **Development environment:** Visual Studio .NET, NetBeans
- **JasperReports Server**

When developing the new APplus, our motivation is to stay ahead of the game. Therefore, we've developed a navigation concept based on our LinkPlus technology that is one-of-a-kind in the ERP world.

**Markus Haller,**  
CEO | Asseco Solutions AG



# **THE A+ ADVANTAGE FOR YOUR ERP PROJECT**

**APplus provides you with advantages that make a substantial impact on the success of your business:**

**An A+ in  
time**

All you need to get started with APplus is an Internet browser. Standardized tools are used to manage all applications. The time you would normally need to roll out or upgrade systems can be used for productive work instead.

**An A+ in  
security**

Consistently reliable data, from design and procurement to manufacturing and subsequent servicing, allows APplus to provide all necessary information in a transparent way. Everyone is on the same page, so collaboration errors are prevented from the beginning.

To keep pace with the market, companies, structures and processes often have to be implemented on short notice. APplus also meets all requirements for this.

**APplus prepares information from the ERP processes so that it can be processed directly in Microsoft Office:**

- **Transparent and clear visualization** through the integration of intelligent table structures and graphics
- **Comprehensive Microsoft Outlook integration**
- **Integration and data exchange** with Office applications

**An A+ in  
flexibility**

Sales offices and local branches can be connected easily via intranet. Of course, the solution can also be adapted easily to different language environments.

**An A+ in  
competitive edge**

APplus integrates all important application areas for your business processes: Planning, analytics, documentation. If basic conditions change, you have to adapt your processes as quickly as possible. This is how you achieve the fastest response times – a critical competitive advantage.

**An A+ in  
Microsoft Office  
integration**

APplus supports Microsoft Office for standard functions such as word processing and spreadsheets. Thus, your employees benefit from the capabilities of our software and, at the same time, can continue to work in the familiar Office environment.

# AGE OCESSES.



APplus is perfectly integrated into Microsoft products and the Internet.

Maren Trost,  
Consultant ERP | Asseco Solutions AG

The screenshot displays the APplus Purchasing Dashboard with the following sections:

- Activities:** Aufgaben (abstimmend) 70, Aufgaben (druck) 0, Aufgaben (überwachend) 0.
- Outstanding Quotations:**

Artikelnr	Stk	73784.78
bestell zur Freigabe	2	13800.00
Empfangen	3	13800.00
Auftrag	21	223914.61
- New Orders:**

VA Vorbestellvorgang	Stk	11
0-20000 Meier GmbH	7600.00	
0-20000 Meier GmbH	1600.00	
0-20000 Box & Saly GmbH Muta	15000.00	
0-90007 Box & Saly GmbH Muta	15000.00	
0-20160 Meier GmbH	0.00	
0-20158 Meier GmbH	12400.00	
0-20158 Wipacbau AG	nul	
0-20158 Meier GmbH	nul	
0-20163 Meier GmbH	2676.00	
0-20163 Meier GmbH	2885.48	
0-20161 Meier GmbH	2885.48	
0-20106 Meier GmbH	1	
0-20106 Meier GmbH	12826.00	
- Critical Orders:**

Auftrag/Presen	Forma	Anbieter/Wer	Nennsch/Beschreibung	Dispo/Stat	Fert	Leif	Des
K-E-200481	BRW A1	9900908	Empfangen				
K-E-201111	Box & Saly GmbH	V-17000	Verbindungslei ZH				
K-E-201101	Box & Saly GmbH Meier (BRW)	V-10000	Tafelst Klunstoff AufZurventil mit pneumalofham				
K-E-201381	Box & Saly GmbH	MD-1001	Quinacor Standars				
K-E-200541	Bruno Balen GmbH	201087	Fahrsaug BCM1				
K-2000121	Meier GmbH	V-10000	Ventil Typ A				
K-2000122	Meier GmbH	V-10000	Ventil Typ A				
K-E-200430	Meier GmbH	SM	Montrosedung				
K-E-200471	Meier GmbH	V-20000	Stellverriegelung				
- Quotations by Decision Date:**

Entscheidungsdatum	Anzahl	Netto
innerhalb 3 Tagen	0	0.00
überwritten	8	147.486.78
ohne	8	78.928.00
- Order Items:**

Status	Anzahl	Netto
Disponent und nicht bestatigt	17	207.737.60
Liefertermin überschritten	26	342.068.80
Liefertermin innerhalb 3 Tagen	0	0.00
- Outline Agreements:**

Status	Anzahl
Offenes Volumen < 10%	0
Ablaufdatum innerhalb 4 Wochen	1
Abgelaufen	3
- Payment Plans:**

Status	Anzahl
Termin überfällig	1
Fällig innerhalb 7 Tagen	1

## USER-CENTRIC IS BEING REDEFINED.

Despite groundbreaking new features, our developers always pay scrupulous attention to one thing: **keeping the focus on people.** In the completely redesigned portal and workflow concept, users, along with their personal tasks and the information they need, are in the spotlight more than ever.

**Forward thinking and helpfulness** are included among APplus's outstanding characteristics.

All relevant data from many different ERP function areas are compiled on a single portal page. This ensures very convenient operation and transparent processes significantly increase productivity. The intelligent coupling of up and downstream processes creates a workflow that integrates the activities of various employees. For example, a member of the sales team can receive an overview of all orders in production that are almost finished. Orders approved by sales are transferred to work scheduling and production automatically. Confirmed orders are reflected at the management level in the sales planning of Controlling. At the end, all relevant company KPIs and performance indicators are compiled across departments. Critical processes, such as missed delivery deadlines, can be detected at an early stage.

**Personal task portals.** Regular visits to individually prepared portals indicate which tasks are pending in which area. By simply clicking, you are immediately taken to the required program functions without needing to manually select master data or business transactions.

**Status-controlled workflow.** Pending tasks are made visible for users by the status orientation of the entire workflow. After the task is processed, it is removed from the portal automatically. This makes it impossible to overlook a message, accelerates cross-departmental processing and increases the quality of data.

**Intranet.** The intranet is the information portal for your employees. It allows them to tap into company information throughout all locations using the same browser as for the Internet. Department portals, project portals or product areas. Users add content themselves and keep them up to date.

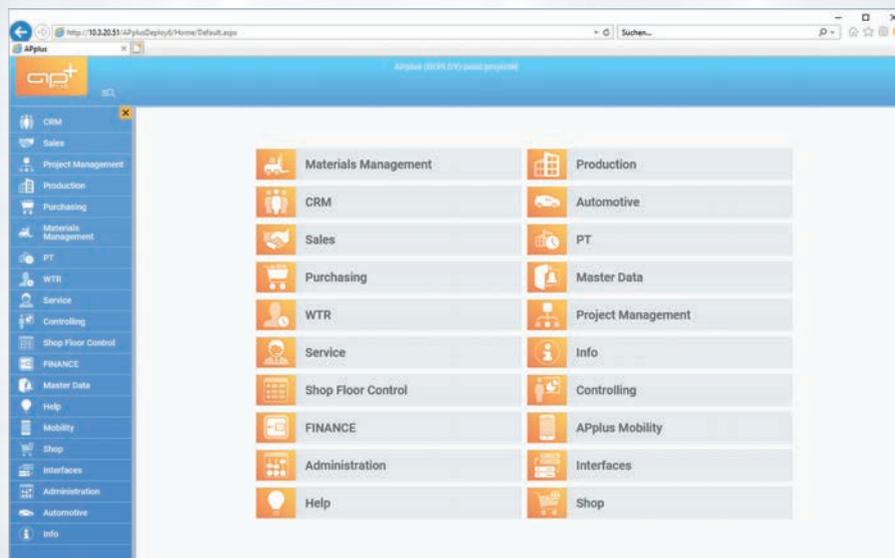
**INDUSTRY  
OPTIMIZED**

**THE ENGINE**  
**FOR SMALL AND MID-SIZED COMPANIES**  
**WITH LONG-RANGE POTENTIAL.**

*Applus is optimally matched to various industries. Standards are not limited here, but provide the framework for custom enhancements.*

**Dalibor Dobeš,**  
Developer | Asseco Solutions AG

Learn more at: [www.applus-erp.com](http://www.applus-erp.com)



This is just an excerpt from our solution portfolio. We'd like to give you more information upon request.

**COLLABORATIVE**

## **CUSTOMERS BECOME PARTNERS.**

**APplus developers are the foundation of the long-term success of the software. These are the people that bring the needs-based, inspiring and sustainable ERP technologies to the market. Close relationships with the users are integral to the recognition of their needs and ability to respond to them.**

Choosing the right partner that guarantees optimum service in all project phases is at least as important as choosing the right ERP solution. This is why we take the time to do it right when planning and implementing your ERP project.

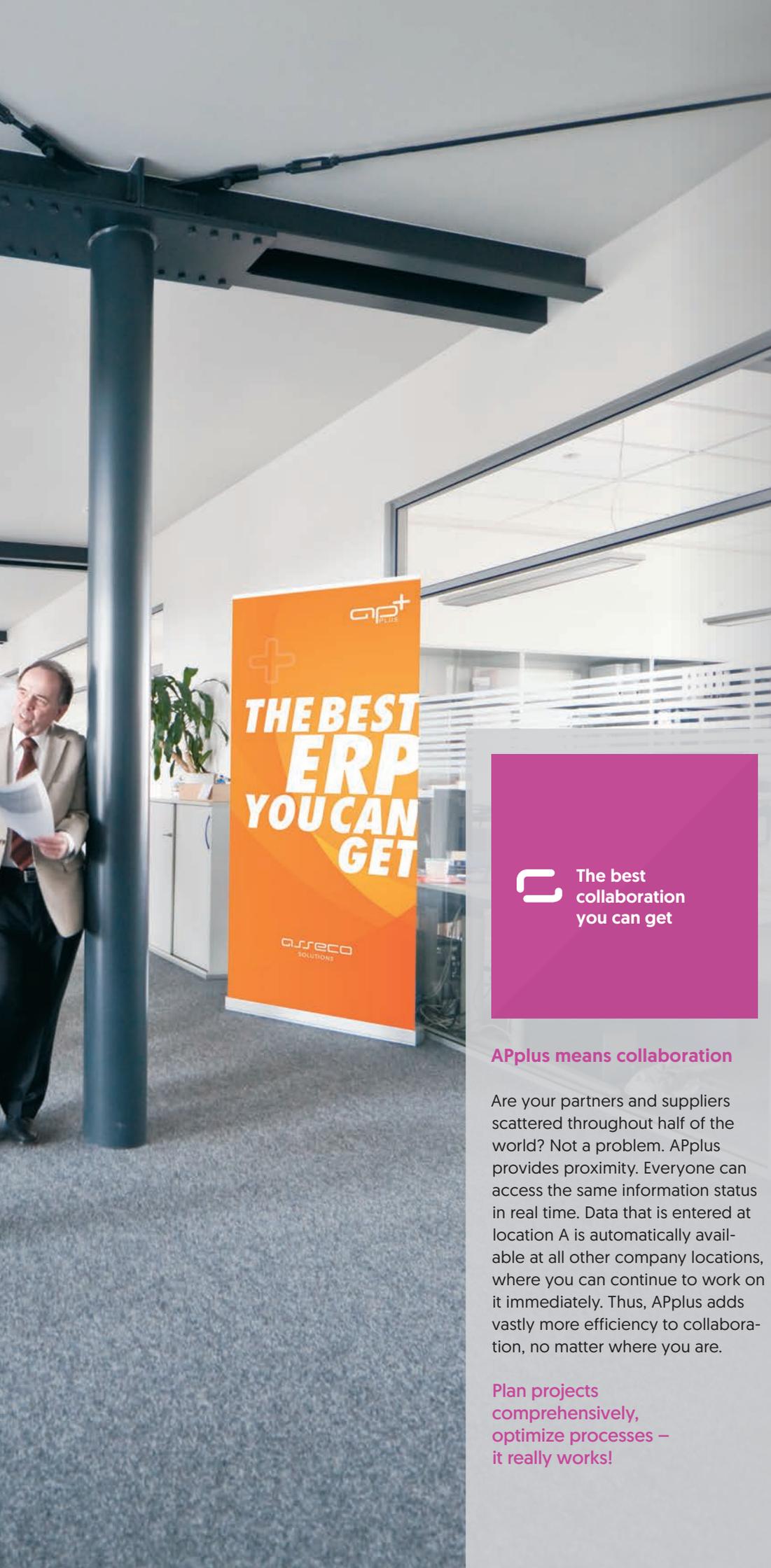
We pay particular attention to understanding the workflows and structures within your company and to discussing areas of potential improvement with you.

We have developed a methodology that relies on standardized workflows where possible and demonstrates potential solutions for customer-specific requirements where necessary. Together with customers, we create a detailed project plan with focal points and milestones, including constant cost and deadline monitoring.

Transferring data from legacy systems, setting up database and application servers as well as security concepts are included in our standard service offerings.

Moreover, we have a wide range of training options for different tasks in the program, such as administrators, IT project managers and employees in specialized departments.





The best mobility you can get

### APplus means mobility

Take control of your business! No matter where you are – APplus always provides you with up-to-date information, even on the go. Order and delivery statuses, sales forecasts, part data, contact and appointment updates are available directly on your mobile terminal device.

The expertise of my company, the freedom that I need – here, I have both!



The best collaboration you can get

### APplus means collaboration

Are your partners and suppliers scattered throughout half of the world? Not a problem. APplus provides proximity. Everyone can access the same information status in real time. Data that is entered at location A is automatically available at all other company locations, where you can continue to work on it immediately. Thus, APplus adds vastly more efficiency to collaboration, no matter where you are.

Plan projects comprehensively, optimize processes – it really works!



The best ergonomics you can get

### APplus means ergonomics

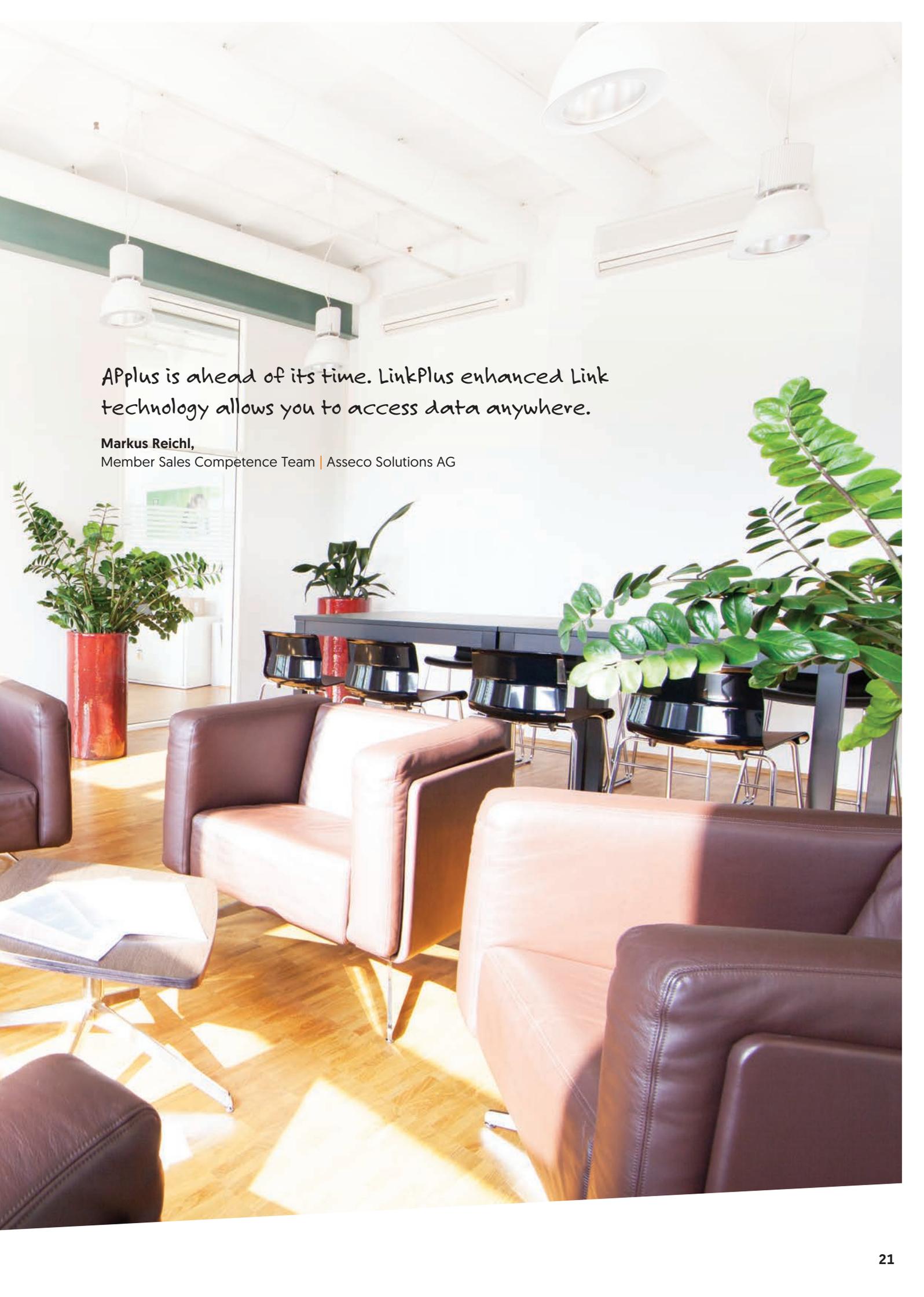
The recipe for success: very easy-to-use software to avoid stress. On the logically structured interface, you immediately see the phase of work that you are in. A task assignment is not removed from your personal portal until you finish it. Therefore, nothing is forgotten, and you can concentrate on what is actually important right now.

Understanding and following processes at any time – we make this very easy!

**MODULES**

# **THE MODULES OF SUCCESS.**





*APplus is ahead of its time. LinkPlus enhanced Link technology allows you to access data anywhere.*

**Markus Reichl,**  
Member Sales Competence Team | Asseco Solutions AG

## **CUSTOMER RELATIONSHIP MANAGEMENT**

*This APplus is the most innovative  
ERP solution to date.*

**Holger Nawratil,**  
COO DACH | Asseco Solutions AG





# PRODUCTION PLANNING AND CONTROL

The screenshot displays the SAP 'Edit Order BOM' interface. The main area shows the BOM structure for 'Stelltrieb V-20000'. The table below lists the components and their quantities.

Line Item	HL	Item No.	Description	Target Qty	Qty. Complet.	Actual Qty	P	O	B	M	P	D	O	I	Q	M.	
1	>	0	1 V-20000	9	50,000		F	*	A	S	F	-	-	-	A	*	
2	>	1	2 V-100300	9	50,000		E	-	-	-	-	-	-	-	E	*	
3	>	1	2 V-40000	9	50,000		F	*	A	S	F	-	-	-	A	*	
4	>	1	2 V-17000	9	50,000		F	*	A	S	F	-	-	-	A	*	
5	>	1	2 V-100500	9	50,000		F	*	A	S	F	-	-	-	A	*	
6	>	3	3 V-100401	9	50,000		F	*	A	S	F	-	-	-	A	*	
7	>	3	3 V-20031	9	50,000		F	*	A	S	F	-	-	-	A	*	
8	>	3	3 V-8000	9	50,000		L	*	-	-	-	-	-	-	E	L	*
9	>	3	3 V-7000	9	50,000		L	*	-	-	-	-	-	-	E	L	*
10	>	4	3 V-4001	9	50,000		L	*	-	-	-	-	-	-	E	L	*
11	>	4	3 V-4002	9	50,000		E	*	-	-	-	-	-	-	E	A	*
12	>	4	3 V-4003	9	50,000		L	*	-	-	-	-	-	-	E	L	*
13	>	4	3 V-4004	9	50,000		L	*	-	-	-	-	-	-	E	L	*
14	>	5	3 V-9999	9	50,000		E	*	-	-	-	-	-	-	E	A	*

Learn more at: [www.applus-erp.com](http://www.applus-erp.com)



# THE ORGANIZATIONAL TALENT FOR YOUR MERCHANDISE.

Sales organization, purchasing and optimal inventory management are core processes in every company. APplus merchandise management offers a wide and comprehensive range of services for every requirement.

**Inventory management.** Optimal inventory management is an important foundation for successful business management. Therefore, in addition to traditional MRP processes, APplus supports strict order-related MRP processes. Procurement requirements for an individual order are requested at the exact amount on short notice.

Serial number management and batch-oriented inventory management are important for companies with long-term documentation obligations or who need to be able to maintain and service equipment after delivery.

Sales and production planning make it possible to plan long-term requirements, even if they are subject to seasonal fluctuations. APplus makes it significantly easier to plan and carry out stocktaking and inventory processes.

**Order tracking with traffic light function.** A traffic light function supplies information at a glance about the status of a customer order regarding its dispatching (design/scheduling), MRP, production and delivery. This allows users to receive a higher degree of transparency and improved informational value towards customers at the level of individual orders.

Furthermore, all customer orders can be determined that have at least one criterion in their items that are in the yellow or red status. They can be displayed by a dashboard and the respective hyperlink can be called up to view the details of a document.

**Mobile inventory control.** Particularly users with high throughput in the warehouse rely on meticulous accuracy. Limited shelf capacity often forces available storage spaces to be used multiple times in line with the principles of chaotic inventory management. This also results in the same items being managed at different locations.

**Sales.** Processes in the sales module include quotations, order confirmations, delivery notes (goods issues) and invoices. A variety of advanced processes are included along with these basic functions: foreign currencies and languages, outline agreements, customized price and rebate agreements, company structures, buying groups or serial number management and sales rep commission settlement.

APplus supports both the transaction of standard sales from stock and the complex processes involved in sales. Sales planning, highly detailed packaging material management, shipment fulfillment and transportation organization as well as a specific module for managing rental agreements bring the range of services to completion.

**Sales controlling.** Business management planning and control has an especially important role in APplus. This includes detailed quotation costing and flexible reports for evaluating sales success: realized contribution margins, target/actual comparisons and period income statements provide the necessary figures with which to control sales success.

**Purchasing.** RFQs, purchase orders, goods receipts and supplier invoices are created and processed in an extremely simple way. Based on item/supplier master data, you can get information on expected costs or delivery times at any time. Special bonus procedures and the quality of the deliveries are taken into account. APplus Purchasing is suitable for both make-to-stock MRP and strict made-to-order MRP, depending on the item or order line item in question.



Document Entry

Document Entry (0204.07) (psd.pj.project) - psd

Order: 6.20103 Currency: EUR Euro  
 Address: 09824 01 Order Type: VA Sales Order  
 Name: Meier GmbH Price Code: Normal Customer

Make Line Items

Qty: 1,000 Item Number / Item Group: Price: Text line  
 Designator: Subtotal: Status: Released

Line	Qty	Item	Name	Sales Unit	Net	%Q	%I	%Z	Revenue	MSP
1	50,000,000	01.100709	6KT-Schrauben	Stück	2,47	0,00	0,0000	0,0000	123.500,00	710,000
2	10,000	01.100709	6KT-Schrauben I	Stück	2,47	0,00	0,0000	0,0000	24,70	710,000
3	1,000	V-40000	Stange komplett für das Pneumatikventil	Stück	0,00	0,00	5,0000	0,0000	0,00	2.001,000
4	2,000	V-30000	Balgaufnahme Durchm 50	Stück	0,00	0,00	0,0000	0,0000	0,00	1.100,000
5	1,000	01.114791	Platte für Gelenkbohle mit Lager links	Stück	7,20	0,00	0,0000	0,0000	7,20	150,000

Discount: 0,00 Net: 123.531,90 +VAT: 23.469,09 Gross: 147.001,50

# WE BRING ALL THE PLANT DATA WHERE YOU NEED IT.

### Plant data and order time recording.

It is difficult to separate personnel time recording from order time recording. Therefore, APplus covers both areas. Personnel availability and capacity planning are linked to each other seamlessly.

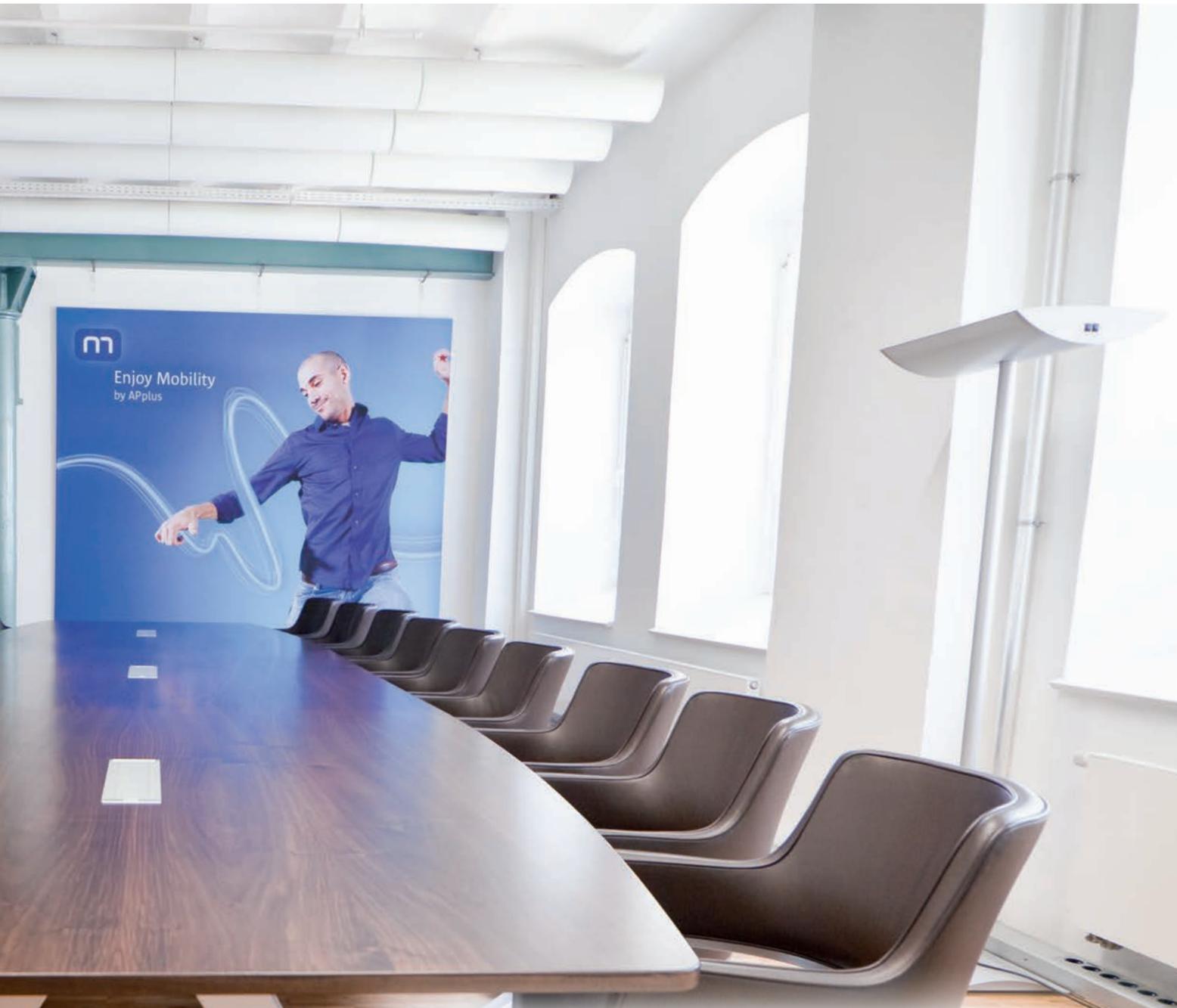
As soon as an order has been created in the PPC module and workshop order papers (including barcode) have been generated, notifications can be posted to the order. Times confirmed once are available immediately in the order or project progress tracking. The integrated handling of PPC and plant data collection information also makes it extremely convenient to create and settle collective orders and notifications. This is particularly valuable for companies that have to produce a wide variety of individual parts with relatively short cycle times.

### Personnel time recording.

In the area of personnel time recording, APplus meets the most stringent requirements profiles. Flexible time, shift and accounting models, overtime management with annual work time accounts, leave management, and access control provide support for a modern system of presence time management.

High-quality industrial terminals are used as devices for recording data. Alternatively, a computer-based input screen is used, which, due to its Internet capability, also permits the collection of decentralized time reporting at subsidiaries and for service calls or site installations.

Both wage accounting and production control benefit significantly from using APplus PDC. These components provide the advantages of minimal administration expenditure and access to up-to-date information.



Screenshot of the SAP S/4HANA 'Companies' master data form for company 108824 (Meier GmbH).

**Company No.:** 108824  
**Name:** Meier GmbH  
**Main Addr.:** 108824 05  
**HL Company No.:**  
**Name:**  
**DUNS No.:**

**Supplier:**   
**Customer:**   
**Competitor:**   
**All Adrs.:**   
**Attribute Class:**

**Prices | Purchasing Conditions | History | FA AP/AR | FA Gen. | Info | Sls Notes | Pur. Notes | Supplier Rating | Delivery | User**

**Price Code:** Norm      **MPRS:**      **Rate at OC / PO**  
**Pur. Currency:** EUR Euro      **Sls Currency:** EUR Euro  
**Price Cntry PUR:**      **Price Cntry SLS:**

**Global Discount PUR:** %      **Global Discount SLS:** %  
**Customer Group:**      **Credit Limit SLS:**  
**Credit Limit PUR:**      **Tolerance Amount:**  
**Deduction Possible:**       **Apply Packaging Material:**

**Part Releases:**

**Tasks:**

- New Address
- New Activity
- New SLS Conditions
- New Competitor
- Assign Attribute Value...
- Globale Attributwerte z...
- Create Bonus Agreem...
- Create Bonus Payment...
- Expand History
- Print Bonuses
- Anonymization Job
- neue Voraussetzung
- Open Items Customer
- All Open Items Custo...

**KNOWLEDGE  
ORGANIZATION**





*APplus is a secure investment and perfectly tailored to small and mid-sized companies.*

**Jürgen Werning,**  
Head of Business Solution Team | Asseco Solutions AG

# A QUESTION OF INTELLIGENCE.



# WE HAVE THE ANSWER. SMART ERP SYSTEMS.

Planning, controlling and monitoring are tasks of company management that depend on each other greatly. A functioning set of controlling tools is essential in times of short delivery periods and tightly calculated prices.

**Business intelligence** By using a particularly efficient ETL tool from Talend, Asseco is capable of providing pre-installed data warehouses for the ERP business area. APplus enables you to use these ready-made data structures to compile results from a wide variety of sources and generate relevant information for managing the company. The essential aspect of this process is compressing the data, ensuring a short response time for queries.

Operation could not be easier. Using ready-made reports, you can carry out analyses in APplus and adapt them to your own needs. Of course, you also have the ability to create your own reports. The APplus BI tool also provides a variety of options for graphic reports and extensive print functions. These include bar graphs and pivot tables with the ability to show or hide details.

Key figures are prepared with the APplus BI tool, which provides various output formats for reports, including HTML, PDF, RTF and Excel. You can also create designs and link them with elements. The central formatting of elements throughout all affected reports, similar to the central maintenance of headers and footers, significantly simplifies changes in the business area. Subscribing to recurring reports and ad-hoc analyses are additional highlights.



# YOU'RE IN CONTROL. APPLUS CONTROLLING IS YOUR BEST TOOL.

**With its outstanding level of convenience, APplus finance and accounting makes everyday accounting work easier. All tools are also provided to the controller to establish an information system perfect for managing the company.**

The requirements for quality, transparency and currency of data in business management are increasing constantly, even in small and mid-sized enterprises. APplus Finance powered by eGECKO provides the perfect tools for accomplishing these tasks.

### Key figure systems

The IMS management solution from our solution partner, IMS AG, combines a high-performance overview of key figures with a process management solution that takes into account resources and areas of responsibility. The direct integration into APplus based on Microsoft .NET and the clear functional concept of IMS help users continuously improve their business processes.

With an intuitive user interface, IMS takes into account targets, strategies, risks and balanced scorecards, which are merged in a transparent overview of key figures. The solution's chief strength is how it integrates the processes and organizational structures of small and mid-sized companies.

Managers can use state-of-the-art hyperlink technologies and drop-down menus to allocate identified key figures to individual departments, resources and areas of responsibility as well as associated processes and intervene directly. For this purpose, processes can be mapped flexibly, modeled with simple tools and optimized.

### Financial accounting

The APplus financial accounting module particularly stresses efficient accounts receivable management. Highly automated domestic and international payments and postings and an intelligent system for automatic processing of bank statements help minimize the amount of manual work involved. Establishing credible liquidity arrangements and operational risk management is important for fulfilling Basel II criteria. A particularly interesting feature of the module is the ability to check the posting system for data consistency and logical coherence.

Of course, APplus also covers information provisioning in line with the GDPdU (Principles of Data Access and Auditing of Digital Documents) as standard.

### Cost accounting

APplus Finance covers both functions of traditional cost accounting and operational controlling. In particular, using simulations as the basis for making planning adjustments and projections can effectively support management decisions. Transparent part and customer results are also consolidated in profit controlling.

### Asset management

The APplus Finance assets accounting module provides an accurate overview of a company's assets at a given time. The definition of depreciation methods is being continuously subjected to increasing demands. Small and mid-sized companies also must increasingly come to terms with new depreciation and accounting rules (IAS, US GAAP). The asset accounting offers the necessary system support for this purpose, including flexible consolidation options in a group of companies.

APplus gives you view of all company processes, always up-to-date and right on your screen: Quotations, sales, costs, sub-contracting, in-house production, inventory trends, product group or profit center profitability. This information is the key to managing a business successfully. It must be made available quickly to those who need it for making decisions, in the way they need to see it.



+ FibuAuswertung M200095 / csa / 11.06.2019 / 100 / Database  
 FIBU/AUSWERTUNG [Suchauswertung] [Suchkriterien] [Suchen]

Suchen...

Übersicht | **Basistabelle** | Auswertung

2019 Gewinn- und Verlustrechnung nach §27(1) HGB / Jahr 2018 (2018-01 - 2018-12)  
 Zahlenwerte | Kontennummern | Periodenwerte / Kontenrollen | Gruppensummen

Unterdrückte Zeilen zeigen

	Text	Vortrag HVV	Buchbeitrag HVV	Summe HVV
1	Gewinn- und Verlustrechnung			
2				
3	1. Umsatzerlöse		6.303.051,12	6.303.051,12
4	2. Erhöhung oder Verminderung des Bestandes			
5	an fertigen und unfertigen Erzeugnissen		392.840,00	392.840,00
6	3. andere aktivierte Eigenleistung			
7	4. sonstige betriebliche Erträge			
8	5. Materialaufwand		-25.514,30	-25.514,30
9	a) Aufw. für Roh-, Hilfs- und Betriebsstoffe			
	und für bezogene Waren		2.552.059,78	2.552.059,78
	b) Aufwendungen für bezogene Leistungen			
	6. Personalaufwand			
	a) Löhne und Gehälter		1.455.150,00	1.455.150,00
	b) soziale Abgaben und Aufw. für Altersversor.		713.190,00	713.190,00
	c) Gewinn für Altersversorgung			
	7. Abschreibungen:			
	a) auf imm. Vermögensgegenst. des AV			
	und Sachanlagen			
	b) auf Vermögensgegenst. des UV			
	2. sonstige betriebliche Aufwendungen		495.274,08	495.274,08
	8. Erträge aus Beteiligungen			
	c) Gewinn aus verbundenen Unternehmen			
	10. Erträge aus anderen Wertpapieren			

M200095 / CSS Firma 100 - DE - / csa / de

FibuAuswertung / Bezeichnung (13.26/1)

**MULTI-SITE**





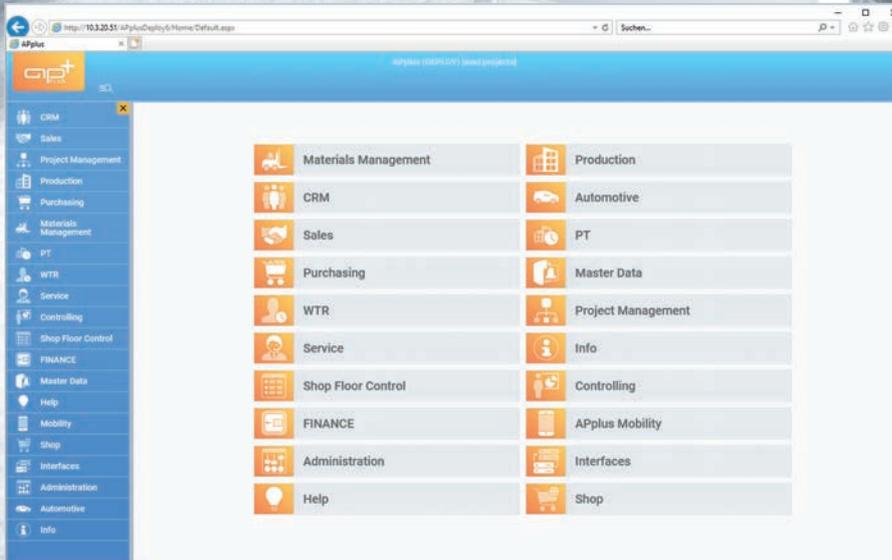
We see APplus as a multifunctional,  
smooth-running machine.  
We can't do without APplus.

**Adrian Steiner,**  
CEO | Thermoplan AG

# GUARANTEE YOUR OWN E-COMMERCE

Anyone using the Internet can very easily find his way.

Brunhilde Rauscher-Doll,  
CEO | DOLL Fahrzeug AG



# OUR E-BUSINESS BOOM.



**Integrating customer and supplier relationships via the Internet is becoming ever more important. However, we all know by now that there is not just a single road to e-business success. Rather, each company has to define and implement an individually designed e-business strategy that meets the needs of its market area.**

APplus offers a solution for all common e-business processes: Online stores for product sales or for spare parts and service business and direct communication between companies using common standard procedures.

Due to its Internet orientation, APplus is the ideal tool for implementing an e-business strategy.

## **ONLINE STORE**

The APplus webstore is completely integrated into the APplus ERP system. Data is exchanged between ERP and the store based on ECOM definitions or web services and can be adapted flexibly.

Online queries for APplus data can be carried out at any time. Data is added dynamically as soon as the query result is present. Here, possibilities include both the availability check for parts and determining prices based on criteria stored in ERP and customer-specific conditions.

## **XML/EDI PROCESSES**

Additionally, based on its XML structure, APplus supports a wide variety of EDI processes (OpenTrans, Microsoft BizTalk Server, Seeburger BIS, myOpen-Factory), placing orders with EDI business partners and automatic acquisition of business orders. APplus makes it easy to configure all of these workflows in a way that is customized to your needs – regardless of which EDI standard you are using.

This is particularly applicable for the automotive area with its long-established practices.

Orders from the online store are created in the APplus ERP automatically after confirming the order. An unlimited number of parts and part groups (also in multi-level part group structures) can be managed in the store as well as foreign currency with automatic exchange rate updates.

Comprehensive multiple language, e-mail and newsletter functions for customer contacts as well as document printing and extensive statistic functions bring the APplus webstore to completion.

# YOUR NEW PROJECT MANAG

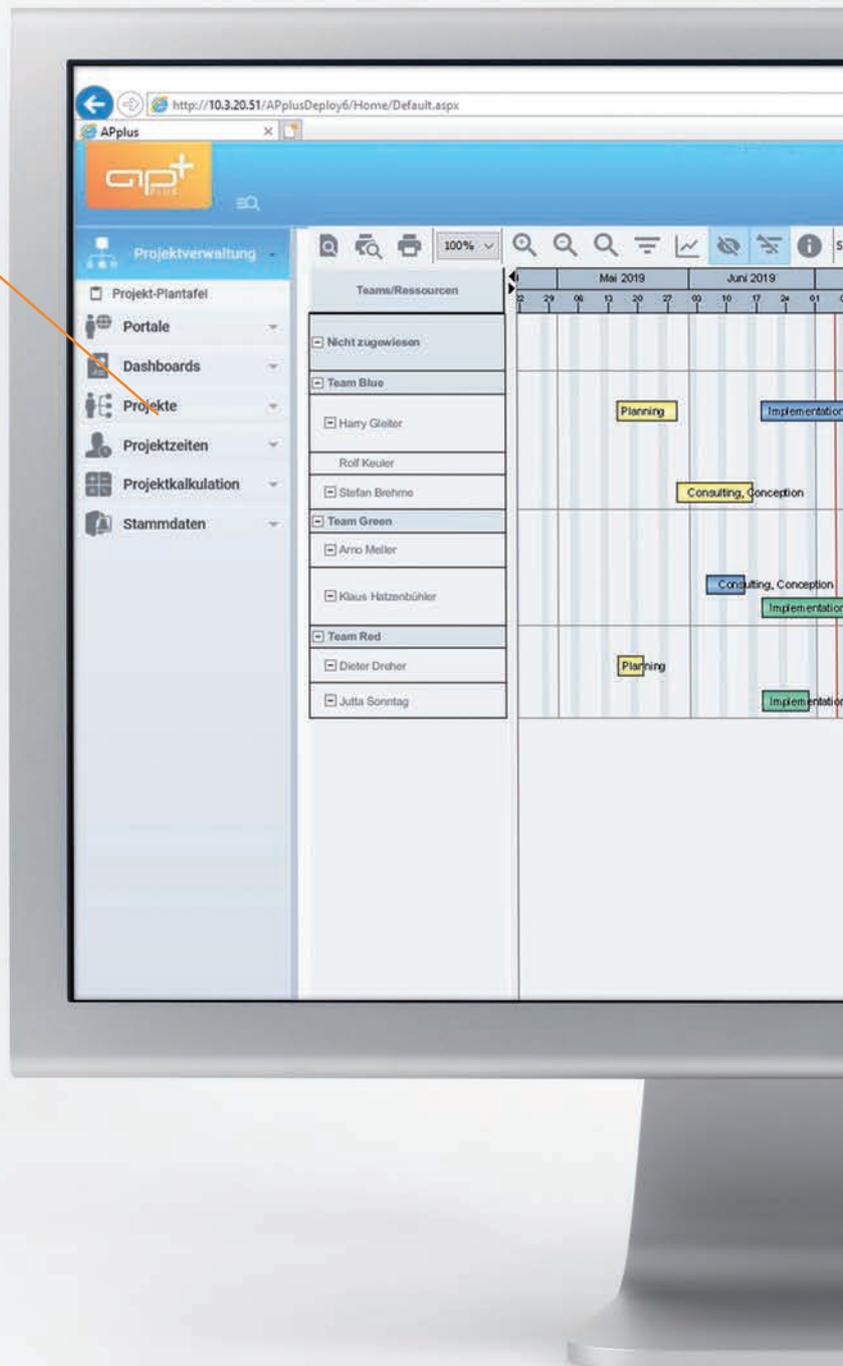
## Project cost tracking

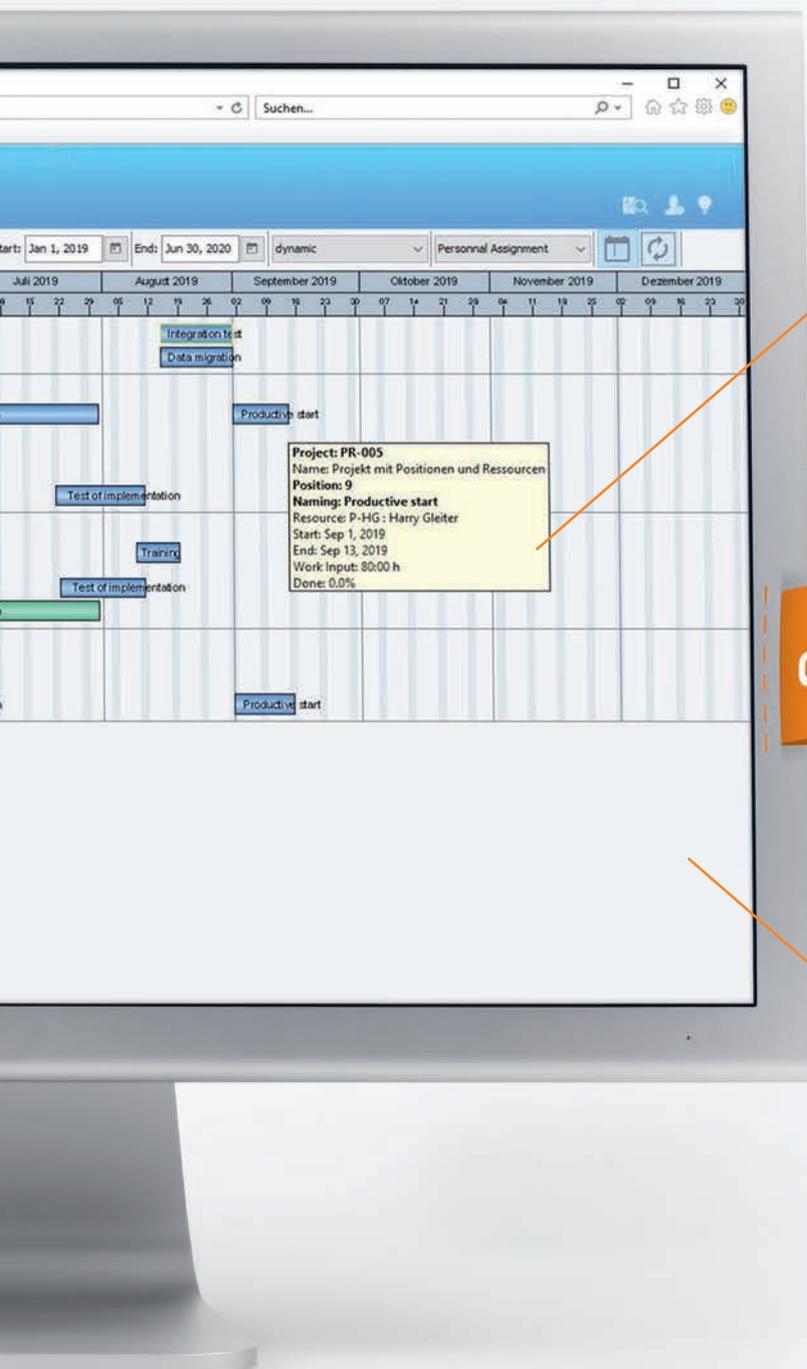
The project cost tracking integrates the operational expenses determined for a specific project (material, workflows), with the roughly specified cost elements from the planning and commissioning phase, which were allocated to the project via project cost accounting.

The result is a complete overview of all costs incurred by the project. This overview can then be used for analyzing the success of the project based on the transactions conducted.

## HIGHLIGHTS

- Fully integrated in all process areas. Prevents redundant data storage and ensures that all transactions are continuously up-to-date
- Expense and resource planning before the quotation phase
- Supplies information about the competition. Supports the sales as early as the acquisition phase through direct integration into the CRM activities
- Central control of quotation preparation and order processing
- Integrates all internal and external project participants. From suppliers to your own staff and customers (e.g. building inspection and approval by third parties)
- Records all costs generated in a project. Divides the project into hierarchy levels and enables linking to the predecessor/successor relationship
- Planning with display of processes and associated resources via planning table





### Project management

The project management module is the central place for planning and monitoring all relevant processes and information within a project throughout locations and companies.



### Rough planning

Projects can be defined and resource needs can be estimated even during an early phase of a project's life cycle. You can create a rough plan of the deadlines and costs based on this. In the implementation phase, a project can be assigned any number of individual orders.

# EVEN MORE SERVICE FOR SERVICE PROVIDERS.

APplus will not just meet your expectations for optimal service organization, it will exceed them. For service providers, the new APplus service module paves the way to a preconfigured, fully integrated ERP<sup>II</sup> system that seamlessly combines all of their requirements. This makes APplus an efficient tool for planning, controlling and monitoring success continuously. A service you don't want to miss.

### Installation management

At the core of the APplus service module is an installation and device management tool that documents exactly which components the customer has installed and their status – including their changes over the course of time.

### Service orders

Unlike regular sales orders, service orders are frequently subject to special conditions. All typical problems can be processed here: Different contacts for service provision and billing, assignment to a system in APplus, typical tasks of billing for technicians and travel times as well as separate logistics for spare parts management and billing in the service area.

### Rental agreements

The management of items for lease and leasing agreements is another highlight. Articles for lease are subject to their own principles in materials resource planning and availability. APplus significantly simplifies the monitoring of contract durations and billing cycles as well as revenue allocation on an accrual basis.

### Maintenance contracts

Maintenance contracts can be arranged in APplus for any duration and due date. Maintenance contracts that come due are proposed for invoicing automatically and maintenance proceeds are booked in monthly installments as sales figures in accordance with tax regulations. If a system requires the performance of periodically recurring service tasks, these are also managed in the maintenance contract. Then a service order is automatically generated for the service contract.

### Mobility

The outstanding suitability of APplus for mobile use pays off particularly in the service area.

### Service controlling

The systematic analysis of service calls and causes of errors is an important contribution to optimizing your own business processes. APplus documents all relevant data in the ongoing business process and makes it available in reports customized to the needs of decision-makers.

### Help desk

Service requests are now usually received by a help desk, by phone or e-mail. The relation to the respective customer, system or existing maintenance contract is clearly established immediately upon being received.



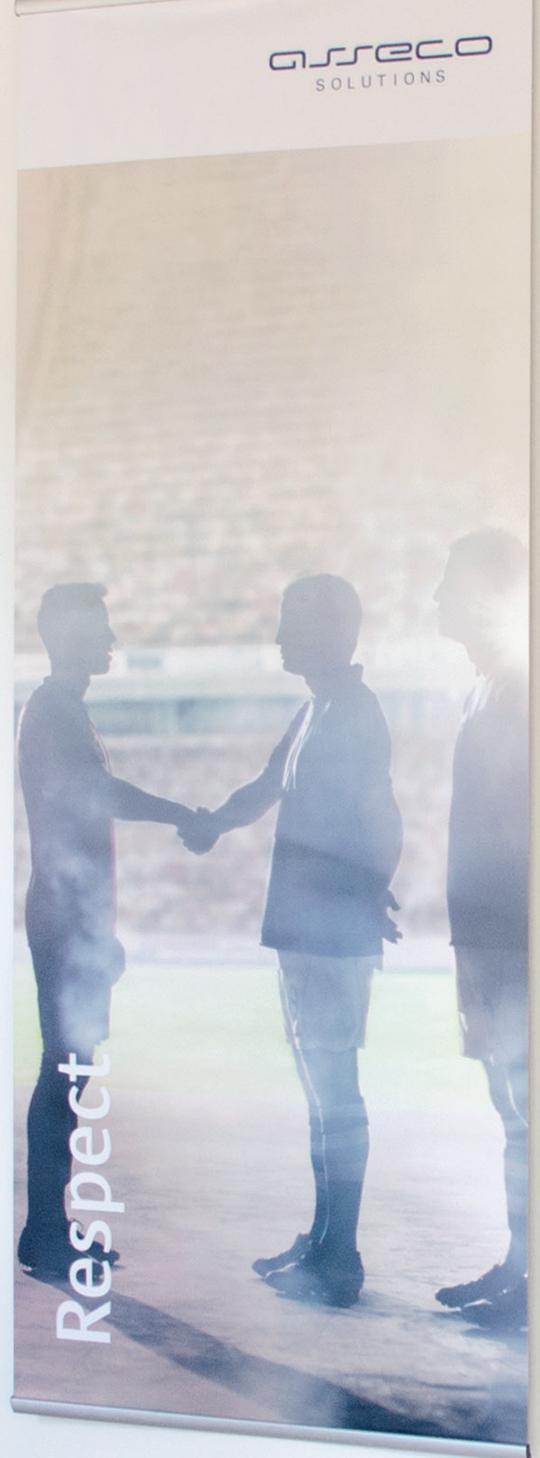
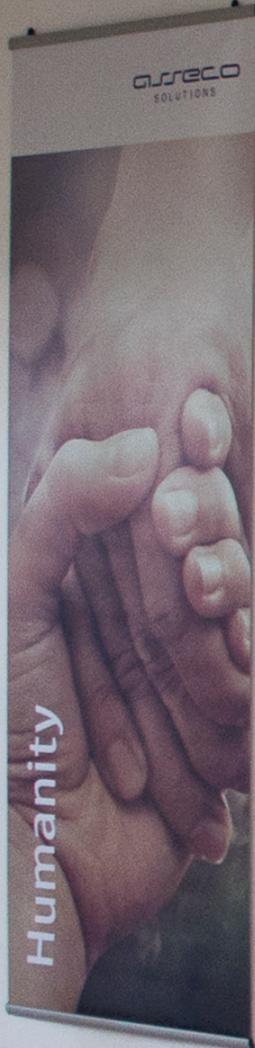
Screenshot of a web application interface for 'installations (DEPLOY) [en-1,project]'. The browser address bar shows 'http://10.3.20.51:40plusDeploy/masterdata/enlgrec.asp?ANLAGE.NAMER%25Entgrat%25naviewr06'. The application has a sidebar menu with categories like Sales, Addresses, Dashboards, Portals, Quotations, Orders, Good Issues, Invoices, Agreements, Price Lists, Costing, Payment Plans, and Master Data.

The main content area displays details for an installation:

- Installation No.: AME\_000001
- Name: Entgratstation
- Owner: 108824 Meier GmbH
- Tenant: (empty)
- Operator: 108824 Meier GmbH
- Warranty Until: (empty)
- Project: MZB
- Processed By: 00023
- Address: 108824 01 Herrn Markus Moller
- Attribute Class: (empty)
- Location: 108824 01
- Company Name: Meier GmbH
- Street/Country/Postcode/City: Postfach 1003 0 10137 Berlin

At the bottom, a table shows a list of items:

Order ID/MP	Line Item	Item	Description	Qty	Com. Unit	Serial No.	External ID	Repl.
		95008995	Entgratstation			336499		



*I had a 'Eureka' moment when I learned about APplus.  
APplus is the best system I know.*

**Wolfgang Wagner,**  
Head of Production | HESS Cash Systems GmbH & Co. KG



## **YOUR SATISFACTION IS OUR STRONGEST TOOL.**

**Asseco Solutions – These are the values we stand for**

**Trust.** Trust is the lifeblood of each relationship – both with colleagues and our customers. Therefore we rely on values as reliability and openness.

**Team Spirit.** A team whose members have trust in each other will work hand in hand for success. This also includes our customers and partners – only together will we develop our real strength.

**Respect.** Through respectful conduct we create a partnership and cooperation in which the individual contribution of each person is appreciated.

**Innovation.** A productive working atmosphere is the basis for our creativity – with new ideas and fresh perspectives we lay the cornerstone for your success of tomorrow.

**Humanity.** Through humanity we strengthen the cohesion. Personal characteristics like empathy, fairness and helpfulness have top priority for us.

*This brochure demonstrates how impressive the new APplus is. You will be just as impressed when you see the comprehensive user experience at a live demonstration.*

**Markus Haller**  
CEO | Asseco Solutions AG

**Find Asseco Solutions here:**

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### **Italy**

Bolzano

### **Czech Republic**

Prague

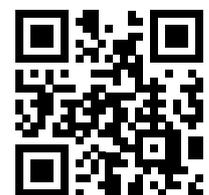
### **Slovakia**

Bratislava

### **Central America**

Guatemala

**APPLUS-ERP.COM**



**To achieve the highest goals, you have to raise the bar for yourself. The new APplus raises this bar.**