COMPANY PROFILE

HansaWorld is a major international software company specialising in business applications. The group has 130 employees in offices in Europe and South America. Distributors are also found in Europe, South America, South Africa and the Middle East.

HansaWorld's advanced and successful user interface was first developed for Apple Macintosh in 1988. In 1994, when the program was ported to Windows, it had already been proved by thousands of users. HansaWorld's experience with international sales and modern technology puts it in the perfect position to meet the challenges of the next decade.

HansaWorld provides a wide range of technologies for e-business including internal and external e-mail, several webshop solutions and PDA support. In addition, HansaWorld can help to build a corporate portal. HansaWorld is developed using C++ as its programming language, and proprietary technology for database design and for network communication.

This allows HansaWorld to have the same products available for several different operating systems, each version optimised for maximum performance. Currently HansaWorld is available for Windows 2000 – XP, including Windows CE, Mac OS X and Unix, including Linux and OS/400. HansaWorld is IBM eServer proven, running on xSeries, pSeries, iSeries and zSeries.
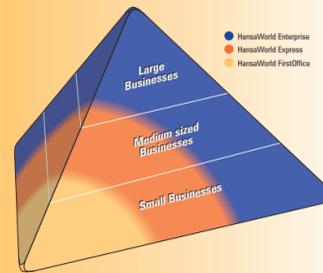
HANSAWORLD ENTERPRISE

Modules

- Sales Ledger
- Purchase Ledger
- Nominal Ledger
- Cashbook
- Consolidation
- Fixed Assets
- Job Costing
- Expenses
- Quotations
- Sales Orders
- Purchase Orders
- Stock

- Warehouse Management
- EDI
- Production/Assemblies
- Contracts
- Service Orders
- CRM
- E-Mail
- Conferences & Chat
- Calendar & To Do
- Webshop
- Corporate Portal

- Fax
- Telephony
- EPOS
- Resource Planning
- Hotel
- Restaurant
- Resort
- Rental
- Loans Management
- Export/Import (Customs)

Technologies

- WAN
- Open TCP/IP
- OBDC/Mirroring
- Massive Cacheing
- FTP Server
- Report Generator
- Interface Editor
- Forms Designer

- HansaWorld Enterprise
- HansaWorld Express
- HansaWorld FirstOffice

Large Businesses
Medium sized Businesses
Small Businesses

The HansaWorld product range is designed for your company's needs and abilities. Companies of all sizes and in most industries can find an affordable solution that meets individual business requirements and supports individual processes, with a low cost of ownership. This is why more than 61,000 managing directors have chosen HansaWorld software to run their business.

IBM Business Partner

BASDA

THE INSTITUTE OF CHARTERED ACCOUNTANTS IN ENGLAND & WALES

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HANSAWORLD

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03.08.2004

Setting new standards in integrated ERP, CRM, WAN and accounts

www.hansaworld.com

IBM Business Partner

HANSAWORLD FOR ALL COMPANIES

Managing Tasks and Staff

HansaWorld extends the traditional accounting and Enterprise Resource Planning (ERP) system to a new dimension by providing a business management layer on top. Integrated multi-user To Do lists prompt users to perform tasks in the rest of the system. Graphical multi-user calendars support scheduling of people and other resources. External files can be attached to any record, making them accessible to all staff. Full workflow systems can be built in the Task Manager - particularly strong for ISO 9000.

Communicating with customers

Build effective sales campaigns quickly with HansaWorld's communication tools. Profile companies with user-definable classifications, such as their marketing sources or even what they have or have not bought from you. Build your message with a simple word processor, and then communicate it via letter, fax or email. Use the Task Manager to record key points from telephone conversations, and meetings. Use HansaWorld's integration capabilities to store the outgoing and incoming communication against customers or other records. HansaWorld can provide a single view of all such communications with a customer, in conjunction with traditional listings such as items bought. HansaWorld's Conferences functionality allows you to design a complete intranet (or even an extranet) where external and internal data files can be stored and easily retrieved - for example PDF files of marketing materials can be used on emails by simple drag and drop.

eBusiness

HansaWorld has a real-time web engine that allows you to create websites quickly, and make changes to the content in minutes. HansaWorld provides templates for text and picture-based websites and webshops, supporting customer-specific views of the website, flexible item groups and even multiple languages. Other external parties can be given web-browser access to any part of the system, for example to allow subcontractors to com-
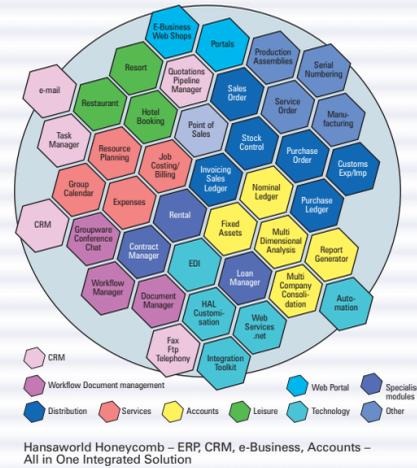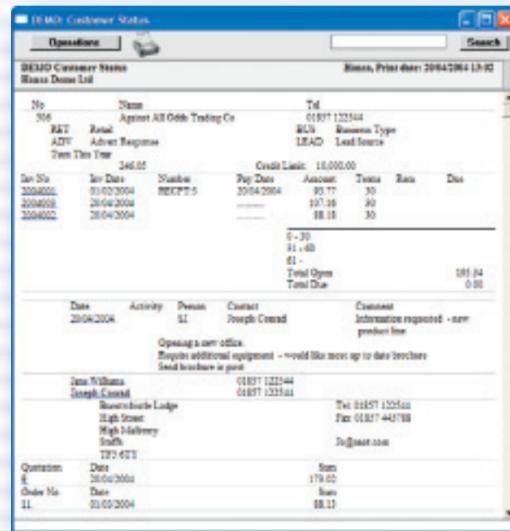
plete timesheets. Internal staff can use the Corporate Portal to retrieve email, access their calendar and To Do list, and run reports when not carrying mobile devices. Alternatively they can use laptops or PDAs over the Internet, using GSM or GPRS where necessary, to access any part of the system. HansaWorld also supports XML, EDI and electronic banking (such as BACS), and interfaces to telephony.

Exploiting Technology

HansaWorld's ultra-modern architecture provides the foundation for your implementation to last for many years. Scaleable servers from desktop up to mainframe underpin your company's growth - particularly xServe from Apple, and IBM eServers running Unix or Linux. The open design enables quick creation of versions for modern client operating systems - for example including Mac OS X, Windows XP, Pocket PC and Linux. HansaWorld supports any mix of any of these clients and servers. As the fastest GUI business management solution on the market, it is simple to run HansaWorld over wide-area networks without terminal emulation or other third-party solutions. This enhances performance and reliability while considerably reducing cost of ownership.

Single datafile

HansaWorld's key approach is to put all key business data in one datafile, rather than interfacing different applications. This enables single views of data from a wide range of areas - for example, a credit controller can view all promises made by salespeople, open quotations, turnover by product, and progress on repairs, alongside traditional credit control information, and all associated notes, on one screen.

Hansaworld Honeycomb – ERP, CRM, e-Business, Accounts – All in One Integrated Solution

HANSAWORLD FOR YOUR COMPANY

HansaWorld has in-depth functionality for the vast majority of companies - as shown by the examples below.
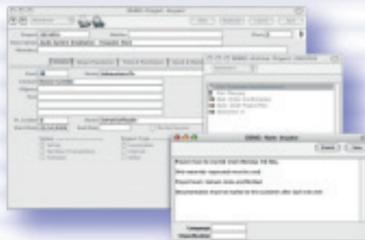
HansaWorld in Distribution

- from Quotation to Invoice in under a minute
- size, colour and unit handling
- dimensions, packaging and supply chain management
- flexible pricing and discounting
- multiple locations
- customs documentation and Intrastat
- batch and real-time barcoding, with printing
- serial and batch traceability

HansaWorld and Multi-Company Groups

- consolidation reporting without data transfer
- drag and drop between companies
- automated transaction creation
- single server (ASP) across multiple sites
- multi-language interfaces to local language data

HansaWorld in Professional Services and Creative Companies

- fixed price and per diem invoicing
- milestones, deposits, retentions and discretionary invoicing
- scheduling and budgets
- time entries from calendars and timesheets
- rechargable expenses
- work in progress reporting and job bag

HansaWorld and Maintenance/Repair companies

- items under maintenance
- flexible frequency of invoicing
- batch invoicing
- warranty checking and cross reference to sale
- allocation to engineers
- costing of job and labour
- contract profitability
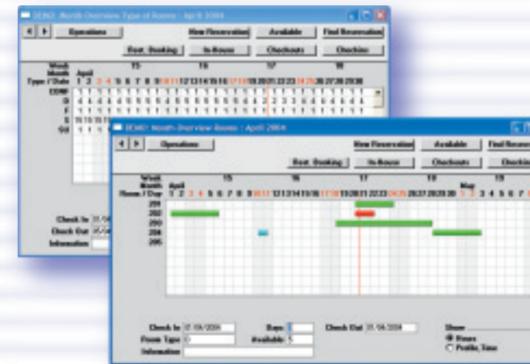
HansaWorld and Retailers

- point of sales module for fast transaction entry
- interfaces to scanners, cash drawers, till-roll printers and touch screen
- real-time multi-location handling or polling
- VAT-inclusive price lists

HansaWorld and Manufacturing

- multi-level Bill of Materials
- Just-In-Time purchasing and production
- raw materials purchasing against sales or stock figures
- disassembly

HansaWorld and Hotels

- graphical PMS (reservation) system
- integrated touch-screen driven bar and restaurant tabs
- interfaces to switchboards, with call costing to rooms
- interfaces to web television, telephone data entry and key systems
- concierge, cleaning and maintenance solutions
- excursion booking

HansaWorld and Rental

- open-ended and fixed date hires
- rent of serial-numbered/unique items, and accessories
- collections and swap-outs
- graphical view of rentals by asset type
- invoicing by calendar day or working day

AT THE HEART OF HANSAWORLD

HansaWorld is perfect for most companies, from small first-time users to large companies needing an integrated solution for all their business requirements - it's as simple or as sophisticated as you make it.

BUILT-IN

- Customer Relationship Management (CRM)
- E-mail
- Intranet
- Document Management
- Webshop

WIDE-AREA NETWORKING

- Fast, even over the Internet
- Mobile solutions, including GSM/GPRS
- Pocket PC interface
- ASP ready

OPEN

- Mixed Windows, Mac & Linux clients
- Scaleable servers, including Unix
- Real-time interfaces to external packages
- Database Options: Object (proprietary) or Relational (MS SQL or DB2)

INTERNATIONAL

- Multi-currency
- Euro-compliant and dual base currency
- Multi-language forms and data
- 21 different languages for the interface

EASY TO USE

- Vast numbers of standard reports
- Full drilldown/drill-across
- Editable forms, screens and reports
- Consistent layout, design and architecture

FAST TO IMPLEMENT

- Proven technology that works
- One Database, less interfacing
- Wide standard functionality
- Less need for customisation

FUTURE SAFE SOLUTION

- Cross platform on servers and clients
- Standard technology
- Upgrade path to other HansaWorld solutions
- Critical mass of solutions worldwide

More than 61,000 implementations of HansaWorld software worldwide