

abas Business Software

abas

TRENDS 2005

CUSTOMER FORUM

September / 23 - 24 / 2004



**Program /
Time and Event Schedule**

ERP • PPC • MRP • eBusiness



The lectures and workshops which have been flagged will be simultaneously translated into English.

ABAS - What's New?

The Customer Day opening speech: CEO, Werner Strub, and COO, Peter Forscht, report on the current developments in ABAS and the abas Business Software.

Speakers: Peter Forscht (COO), Werner Strub (CEO)

 **Thursday 09/23/04 • 9.15 am • Hans Thoma Hall**

WORKSHOPS

Change Management in medium-sized companies

We live in hectic times. Markets and their laws are subject to constant change which forces businesses to constantly change in order to meet the always varying and new requirements of the market place and customers. Radical changes can not be forced, but must be consciously steered in the right direction. Therefore, Change Management constitutes a central leadership task. The workshop deals with – and also from an evolution theory view – the typology of change processes, characterizes methods and instruments of Change Management, and illustrates aspects such as psychology of changes, crisis prevention and success control.

Speaker: Dr Gerhard Sauerbrey; Management Consultant, Freelance Manager and Author of business management manuals, such as "Logistisch denken" (Think logistically) and "Produktion ohne Zukunft?" (Production without a future?)

 **Thursday 09/23/04 • 4.30 pm • Hans Thoma Hall**

Company IT: Keep it smart and simple

The „Keep it smart and simple“ philosophy contains two competition determining main ideas in industry. These are on one hand the planning, control and tracking of business processes involving vendors and customers. And on the other hand the business can practice Lean Management supported by the specially designed technology. The workshop demonstrates how theoretical principles of Lean Management in the area of production planning and control were applied and implemented using a concrete case in practice from the company Gottlieb Weinmann GmbH & Co. KG. Keeping in mind "Keep it smart and simple".

Speakers: Mr Reher (Gottlieb Weinmann GmbH & Co. KG), Prof. Dr. Olaf Specht, Author of various business management manuals, such as "Produktionslogistik mit PPS-Systemen" (Production logistics using PPC systems) and "Unternehmensführung" (Business management)

 **Thursday 09/23/04 • 5.45 pm • Hebel Hall**



 **Friday 09/24/04 • 11.45 am • Scheffel Hall**

Financial Accounting, Fixed Asset Accounting and IAS

The current abas Business Software Version 2004 contains many new features within the area of accounting. The following subjects are covered:

- An overview of the exchange rate history
 - Implementation of a daily exchange rate history per currency
- Cash journal and batch entries
 - Parking, checking and releasing of financial entries
- Advance VAT Return
 - Output of the advance VAT return and time limit extension on official PDF forms
- Fixed asset accounting
 - Depreciations to the day
 - Part value depreciation
 - Infosystems for asset history sheets, retirement lists, acquisition lists and depreciation planning
- International financial reporting
 - Several company codes for parallel financial reporting


Speakers: Thomas Frank, Uwe Oberle

-  **Thursday 09/23/04 • 11.00 am • Hans Thoma Hall**
-  **Thursday 09/23/04 • 4.30 pm • Mombert Hall**
-  **Friday 09/24/04 • 2.45 pm • Mombert Hall**

Cost Accounting

The process of transferring the overhead costs from primary cost centers to cost objects using different variants. When the direct costs (the material and also the production direct costs) have been posted to the cost objects and the crediting of the primary cost centers with the overhead costs to the cost objects has been carried out, all of the primary cost centers will be completely credited. This functionality enables all costs to be posted to cost objects; the costs will be compared to the activity in the terms of a profit and loss calculation.

Speakers: Ulrich Hanfstängl, Silvia Hertweck

-  **Thursday 09/23/04 • 12.15 pm • Mombert Hall**
-  **Friday 09/24/04 • 11.45 am • Hans Thoma Hall**

Innovations in the payment transactions area

The workshop covers the following subjects:

- Revaluation of outstanding items
- Recording and use of bank details
- External invoice number
- Partial payments
- Outgoing payments:
 - Creation and editing of payment suggestion lists
 - Transferring outgoing payments
 - Preparation of data for the bank
- Incoming payments:
 - Importing the bank file
 - Allocating bank data to outstanding items
 - Memorizing the empirical values of the allocation
 - Transferring incoming payments

Speakers: Halina Cuber, Marc Lehnert, Elke Witteler

Thursday 09/23/04 • 2.00 pm • Mombert Hall

 **Friday 09/24/04 • 1.30 pm • Hans Thoma Hall**

Scheduling

The scheduling workshop focuses on the material requirements calculation. The visualization and the navigation are also displayed in the production network.

Speakers: Jürgen Nöding, Erich Sartori

Thursday 09/23/04 • 11.00 am • Mombert Hall

 **Thursday 09/23/04 • 5.45 pm • Hans Thoma Hall**

Friday 09/24/04 • 11.45 am • Hebel Hall

Production and Materials Management

This workshop gives you an overview of the new features in Version 2004:

- Internationalization
 - Country code and counting type, regions
- Enhancements in the production lists
 - Units, conversion factors, use, absolute and percentage rejects
- Deadline calculation
 - precise setting of deadlines in connection to detailed scheduling, overlapping of production and issues

- Final costing
 - Mixed price recording of finished parts, filing of work orders

Speakers: Bernard Heim, Andrzej Klusek, Dabrowka Szafnicki

-  **Thursday 09/23/04 • 3.15 pm • Hans Thoma Hall**
-  **Friday 09/24/04 • 9.15 am • Hebel Hall**
-  **Friday 09/24/04 • 2.45 pm • Hebel Hall**

EDI (Electronic Data Interchange)

The new EDI interface will be demonstrated using examples. It will show how the EDI interface can be customized according to the customer specific requirements without having to program anything at all. Additional customer specific fields can be added and fields can be changed. Default values can be set and selections configured in such a way that the results of the editing of EDI processes flow in. The new EDI messages and EDI infosystems will also be presented.

Speakers: Ozan Kesim, Norman Stöbener

-  **Thursday 09/23/04 • 12.15 pm • Hebel Hall**
-  **Friday 09/24/04 • 10.30 am • Mombert Hall**

abas Web Applications

The abas Web Applications provide you with multifaceted possibilities of using your abas ERP system via the Internet:

- Presentation of standard functionalities
 - Standard module, e.g. Purchasing/Sales, Products
 - Standard application Web Shop
- Individualization possibilities
 - Tools
 - Design
- Possibilities on automation of processes via the Web service
 - Communicating with external systems
 - Using the abas ERP Web service
- Essential infrastructure

Speakers: Katja Kapellen, Dietmar Lang, Tobias Seelinger



-  **Thursday 09/23/04 • 11.00 am • Hebel Hall**
-  **Friday 09/24/04 • 9.15 am • Hans Thoma Hall**
-  **Friday 09/24/04 • 11.45 am • Mombert Hall**

Report of software in practice: Web Applications with abas ERP

abas ERP users will present to you how you can work with abas Web Applications in practice. Using various practical examples you will form an idea of the multifaceted implementation possibilities of abas Web Applications:

- Guarantee processing, consumer administration, linking of a replacement parts catalog as in the Dethleffs GmbH example
- abas Web Shop using the Economos GmbH example: using the attribute search function the Web Shop can be searched going by product specifications such as, e.g. material, area of use, etc.
- The abas Web Shop order tracking using the example from CoVi Technologies Inc.

Speakers: Marko Becker (ABAS USA Inc.), Economos GmbH, Michael Fleschhut (Dethleffs GmbH), Mathias Geiges, Daniel Rau

 **Thursday 09/23/04 • 2.00 pm • Hans Thoma Hall**
 **Friday 09/24/04 • 1.30 pm • Hebel Hall**

Application integration using Web portals

This workshop demonstrates how components, integrable into the website, (so-called portlets) make the integration of abas ERP functionality with internal and external applications possible in an easily configurable Web interface. Using the ABAS Intranet portals as an example it will be shown how you can offer your employees, customers and partners a standard and personalized access to data and applications.

Speaker: Rainer Schmitz

 **Thursday 09/23/04 • 3.15 pm • Mombert-Saal**
 **Friday 09/24/04 • 10.30 am • Hebel Hall**

Tips and information for FOP experts

This workshop is intended for all those who would like to edit FO programs themselves. The new features of the flexible user interface (FO), such as e.g. database access, new commands and administration.



Speakers: Margit Döhler, Sabine Riemer-Müller

 **Thursday 09/23/04 • 2.00 pm • Hebel Hall**
 **Thursday 09/23/04 • 5.45 pm • Scheffel Hall**
 **Friday 09/24/04 • 9.15 am • Mombert Hall**

abas ERP performance

The workshop is in three parts: the first part concerns the hardware layout for abas ERP servers. The development of hardware components is increasing by leaps and bounds. The guidelines presented in the workshop are therefore meant only as a general assistance in the hardware layout. The second part deals with the analysis of performance problems experienced in practice. Tools for the analysis of performance problems will be presented. Part three of the workshop will deal with tuning procedures. Typical "performance devourers" and their prevention will be shown.


Speakers: Martin Leiser, Frank Liepold, Werner Matt

-  **Thursday 09/23/04 • 12.15 pm • Hans Thoma Hall**
-  **Friday 09/24/04 • 1.30 pm • Mombert Hall**

The new abas ERP print solution

The conversion process will be illuminated from the point of view of the programmer/administrator. After a short introduction on the operation of the new print method, the technical background and the procedural steps during the implementation of the new print solution will be explained in more detail. Criteria and guidelines for a sensible selection of the most suitable print method from the the catalog of the new possibilities and effective procedural steps during the conversion process will be presented.

Speakers: Bert Borleis, Marcus Gläske, Xaver Geiger, Martin Leiser



-  **Thursday 09/23/04 • 3.15 pm • Hebel Hall**
-  **Thursday 09/23/04 • 4.30 pm • Hebel Hall**
-  **Friday 09/24/04 • 10.30 am • Hans Thoma Hall**

Practical experience of using abas ERP on Linux workstations

Schneiderfilz GmbH, manufacturer of technical special products, will report on their experiences with the abas ERP Linux clients.

- Hardware prerequisites
- Replacement of Windows add-on products
- Cost differences

Speakers: Herr Hohlbaum (Schneiderfilz Schneider GmbH & Co. KG), Mathias Geiges, Rainer Hüsam, Werner Matt

-  **Thursday 09/23/04 • 5.15 pm • Mombert Hall**
-  **Friday 09/24/04 • 2.45 pm • Hans Thoma Hall**

▶ Open discussion

You have ideas, suggestions or points of criticism? The open discussion offers the opportunity for constructive dialog between abas users and the staff of ABAS Software AG.

ABAS Software AG participants: Peter Forscht, Dietmar Lang, Werner Strub, Peter Walser, Elke Witteler

 **Friday 09/24/04 • 4.00 pm • Hans Thoma Hall**



THURSDAY, 09 / 23 / 04

9.00 am **Reception**



The lectures and workshops in the Hans Thoma Hall will be translated simultaneously into English.

9.15 am **ABAS - What's New?** P. 2

10.30 am **Break**

11.00 am **Financial Accounting, Fixed Asset Accounting, IAS** P. 3

11.45 am **Break**

12.15 pm **abas ERP performance** Page 7

1.00 pm **Snacks in the foyer of the first floor**

2.00 pm **Software in practice: Web Applications w. abas ERP** P. 6

2.45 pm **Break**

3.15 pm **Production and Materials Management** Page 4

4.00 pm **Break**

4.30 pm **Change Management in medium-sized companies** P. 2

5.15 pm **Break**

5.45 pm **Scheduling** Page 4

6.30 pm **Break**

7.00 pm **Buffet and evening event in the Weinbrenner Hall**

FRIDAY, 09 / 24 / 04

9.15 am **abas Web Applications** Page 5

10.00 am **Break**

10.30 am **The new abas ERP print solution** Page 7

11.15 am **Break**

11.45 am **Cost Accounting** Page 3

12.30 pm **Snacks in the foyer of the first floor**

1.30 pm **Innovations in the payment transactions area** Page 4

2.15 pm **Break**

2.45 pm **Practical experience: abas ERP on Linux workstations** P. 7

3.30 pm **Break**

4.00 pm **Open discussion** Page 8

A detailed description of the workshops can be found on the corresponding page.

10.30 am **Break**

11.00 am **Scheduling** Page 4

11.45 am **Break**

12.15 pm **Cost Accounting** Page 3

1.00 pm **Snacks in the foyer of the first floor**

2.00 pm **Innovations in the payment transactions area** Page 4

2.45 pm **Break**

3.15 pm **Application integration using Web portals** Page 6

4.00 pm **Break**

4.30 pm **Financial Accounting, Fixed Asset Accounting, IAS** P. 3

5.15 pm **Break**

5.45 pm **Practical experience: abas ERP on Linux workstations** P. 7

6.30 pm **Break**

7.00 pm **Buffet and evening event in the Weinbrenner Hall**

9.15 am **Tips and information for FOP experts** Page 6

10.00 am **Break**

10.30 am **EDI (Electronic Data Interchange)** Page 5

11.15 am **Break**

11.45 am **abas Web Applications** Page 5

12.30 pm **Snacks in the foyer of the first floor**

1.30 pm **abas ERP performance** Page 7

2.15 pm **Break**

2.45 pm **Financial Accounting, Fixed Asset Accounting, IAS** P. 3

3.30 pm **Break**

- 10.30 am **Break**
- 11.00 am **abas Web Applications** Page 5
- 11.45 am **Break**
- 12.15 pm **EDI (Electronic Data Interchange)** Page 5
- 1.00 pm **Snacks in the foyer of the first floor**
- 2.00 pm **Tips and information for FOP experts** Page 6
- 2.45 pm **Break**
- 3.15 pm **The new abas ERP print solution** Page 7
- 4.00 pm **Break**
- 4.30 pm **The new abas ERP print solution** Page 7
- 5.15 pm **Break**
- 5.45 pm **Company IT: Keep it smart and simple** Page 2
- 6.30 pm **Break**
- 7.00 pm **Buffet and evening event in the Weinbrenner Hall**
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- 9.15 am **Production and Materials Management** Page 4
- 10.00 am **Break**
- 10.30 am **Application integration using Web portals** Page 6
- 11.15 am **Break**
- 11.45 am **Scheduling** Page 4
- 12.30 pm **Snacks in the foyer of the first floor**
- 1.30 pm **Software in practice: Web Applications w. abas ERP** P. 6
- 2.15 pm **Break**
- 2.45 pm **Production and Materials Management** Page 4
- 3.30 pm **Break**

- 10.30 am Break
- 11.00 am **SCM organization with active support of the process manufacturing with abas Supply Chain Solutions** P. 13
- 11.45 am Break
- 12.15 pm **Planning against limited capacities – interface abas ERP / simcron MODELLER** Page 13
- 1.00 pm Snacks in the foyer of the first floor
- 2.00 pm **EDI Automotive** Page 13
- 2.45 pm Break
- 3.15 pm **Business Intelligence Solution / abas Analyzer** P. 14
- 4.00 pm Break
- 4.30 pm **Process administration using CRM functionality / Project planning w. integrated company calendar** P. 15
- 5.15 pm Break
- 5.45 pm **Tips and information for FOP experts** Page 6
- 6.30 pm Break
- 7.00 pm **Buffet and evening event in the Weinbrenner Hall**

- 9.15 am **Process administration using CRM functionality / Project planning w. integrated company calendar** P. 15
- 10.00 am Break
- 10.30 am **Warehouse organization** Page 15
- 11.15 am Break
- 11.45 am **Company IT: Keep it smart and simple** Page 2
- 12.30 pm Snacks in the foyer of the first floor
- 1.30 pm **Planning against limited capacities – interface abas ERP / simcron MODELLER** Page 13
- 2.15 pm Break
- 2.45 pm **EDI Automotive** Page 13
- 3.30 pm Break

SCM organization with active support of the process manufacturing with abas Supply Chain Solutions.

- Project overview: Targets, tasks, successes
- abas solutions:
 - Batchsize Calculator
 - Automatic batch size calculation with classification into product types
 - Supplier Scheduler for the automatic procurement processing with vendors
 - Action Messages for the supervision of the Supply Chain Logistics

Speakers: Walter H. Kölbl, Markus Messerschmidt (interaktiv GmbH)

■ **Thursday 09/23/04 • 11.00 am • Scheffel Hall**

Planning against limited capacities – interface abas ERP / simcron MODELLER

- Overview of the cases of operation
- Example of use: simulation supported planning of assembly processes in abas ERP at a manufacturer of chair mechanics
- Standard procedures
- Presentation of the project process

Speakers: Dr. Eng. Dirk Hampel (simsron GmbH), Dieter Schad (Dauphin Components GmbH)

■ **Thursday 09/23/04 • 12.15 pm • Scheffel Hall**

■ **Friday 09/24/04 • 1.30 pm • Scheffel Hall**

EDI Automotive

The automotive specific service areas have a very high, success related relevance for competitiveness. Belonging to these in particular are the integration of branch specific functions into the business processes, the automation of standard processes, as well as the management of the logistical processes with customers and vendors. An important objective of the car manufacturers in order to reduce the production costs is the optimization of the complete process chain, from design to assembly. The electronically supported teamwork has an ever-increasing significance. The suppliers can only fulfill the requirements of the industry sector by using a high-performance and continuous software solution.

ABAS supports the whole logistical process chain starting from the start-up order using the contract release order delivered by the EDI right up to the production planning and control. In this workshop the abas functions for the car industry will be demonstrated to you in the following subject areas:

- Planning and optimization of the value chain
- Distribution / Procurement
- Production
- Shipping / Logistics

Speakers: Ozan Kesim, Ralf Marchlewitz (ABAS Projektierung GmbH)

- **Thursday 09/23/04 • 2.00 pm • Scheffel Hall**
- **Friday 09/24/04 • 2.45 pm • Scheffel Hall**

Business Intelligence Solution / Report Generator abas Analyzer

Business Intelligence for abas ERP

The presented BI solution optimally supports the control of your company. Advantages at a glance:

- „Information Center“ as a portal solution for company control
- Automatic provision of information
- Role-based information distribution
- Companywide reporting and analysis of all information
- “Cockpit“ functionality
- Central key figure administration
- Central document management
- Department and location spanning distribution of information and documents (virtual teams)

Speaker: Stefan Aevertmann (daenet GmbH)

abas Analyzer

The MS Access and MS Excel based evaluation tool works together with the standard EDP interface for all ERP data (also individual tables):

- Consolidated evaluation from several abas ERP clients
- Visualized display of database shortcuts to simple creation of individual evaluations
- Detailed statistics for purchasing and sales already in the standard

Speakers: Oliver Klemm (ABAS Projektierung GmbH), Peter Kreuter (Menzerna-Werk GmbH & Co. KG)

- **Thursday 09/23/04 • 3.15 pm • Scheffel Hall**

Process administration using CRM functionality / Project planning with integrated company calendar

All modules use standard functions from abas ERP over again and are also integrateable in individual customized installations.

Process administration using CRM functionality

- Address and contact administration (master files, emails, faxes, telephone calls, etc.)
- Import of e-mails and documents from MS Office and the David server

Speakers: Alexander Beck (BBK Etikettier- und Sondermaschinenbau GmbH), Ursula Bracke (ABAS Projektierung GmbH)

Project planning using integrated company calendar

- Project planning with access to PPC data from abas ERP
- Integrated company calendar and appointments planner (Outlook interface)

Speaker: Reinhard André (ABAS Projektierung GmbH)

■ **Thursday 09/23/04 • 4.30 pm • Scheffel Hall**

■ **Friday 09/24/04 • 9.15 am • Scheffel Hall**

Warehouse Organization

The subject Warehouse Organization / Materials Management is of great significance. Depending on the customer requirements integrated solutions are provided per online connection (radio communication) or offline connection. By programming the hand-held scanner using FOP, the advantages of the abas FOP customization are transferred to the corresponding scanner. At present an additional solution for PDA is being developed with Windows 2003 Pocket operating system. The aim is to provide abas users with a very simple and cost-effective solution which can be used in the abas FOP environment.

Speakers: Dirk Anderseck, Rolf Noss (SteinhilberSchwehr GmbH), Wolfgang van Bebbler (Elektro-Automatik GmbH & Co. KG)

■ **Friday 09/24/04 • 10.30 am • Scheffel Hall**

Workshops and other subjects in detail

- 1 • Accounting
- 2 • Scheduling
- 3 • Production and Materials Management
- 4 • EDI (Electronic Data Interchange)
- 5 • abas Web Applications
- 6 • Application integration using Web portals
- 7 • Tips and information for FOP experts
- 8 • abas ERP performance
- 9 • The new abas ERP print solution
- 10 • abas ERP on Linux workstations
- 11 • Internet Point : opportunity to check your emails

abas Software Partners solutions

12 **ABAS Projektierung GmbH**

- Process administration using CRM functionality
- Project planning using integrated company calendar
- abas Analyzer
- EDI Automotive
- QA module

13 **abas system gmbh**

- SOWTL – simple Staff Order Work Time Logging using abas ERP
- Integration of electronic archiving in abas ERP at the company Habel

14 **alltrotec GmbH**

- Variant generator
- abas ERP – detailed planning
- CAD connection to abas ERP

15 **interaktiv GmbH**

- SCM organization with active support of the process manufacturing with abas Supply Chain Solutions.

16 **Koldt GmbH and ABAS Informationstechnologie GmbH**

- Mobile Business Solution
- Controlling Solution (COGNOS)

17 **SteinhilberSchwehr GmbH**

- Warehouse Organization

ABi, Arge Betriebsinformatik GBR

- Standard software for knowledge-based product configuration CAP suite
- Configuration of products in differing industry sectors (prefabricated houses, equipment, furniture, machines, etc.)
- Price calculation using overhead costings on the basis of automatically generated BOMs and routings
- Price calculation using the sales price lists with variant surcharges
- Generation of BOMs and routings
- Automatically created production charts
- Can be used in abas ERP integrated and stand-alone applications
- Internet application
- Multilingual throughout

B&R DV-Informationssysteme GmbH

- smartCRM: Customer Relationship Management (CRM) for abas ERP

daenet GmbH

- Business Intelligence with abas ERP

Habel GmbH

- Archiving
- Document administration
- Workflow using electronic mail distribution and processing
- Integration of HABEL in mail systems, such as Outlook, Lotus Notes, Tobit

ISGUS Vertrieb & Service GmbH

- Time recording
- Access systems / Security technology
- Production Data Capture
- PPC integration
- Shift planning

Pickert & Partner GmbH

- External quality management in connection with abas ERP

simcron GmbH

- Planning against limited capacities – interface abas ERP / simcron MODELLER



Australia
abas Information Systems Pty Ltd



Bulgaria
LBS Ltd



China
Cyber China Ltd.



France
SoftPro Industrie S.A.



Hong Kong
ABAS Business Solutions (PRC) Ltd.



Indonesia
PT Abas Business Solutions



Italy
Ciemme Service s.r.l.



Canada
alog International Services Inc.



Malaysia
ABAS Business Solutions (M) Sdn Bhd



Netherlands
vTA Van Toor Automatisierung B.V.



Austria
Nittmann & Pekoll GesmbH



Poland
Infar Sp.z.o.o.



Puerto Rico
XML Partners



Switzerland
SteinhilberSchwehr AG/Wilken AG



Slovenia
Razvojni Center IRC Celje, d.o.o.



Spain
Abas Business Solutions Ibérica S.L.



Thailand
**NaviWorld Thailand Co.Ltd./IN-NET-Business
Solution Co.Ltd.**



Czech Republic
alog International Services sro



Hungary
InterJNet Kft.



Uruguay
Raycom S.A.



USA
ABAS-USA Inc.



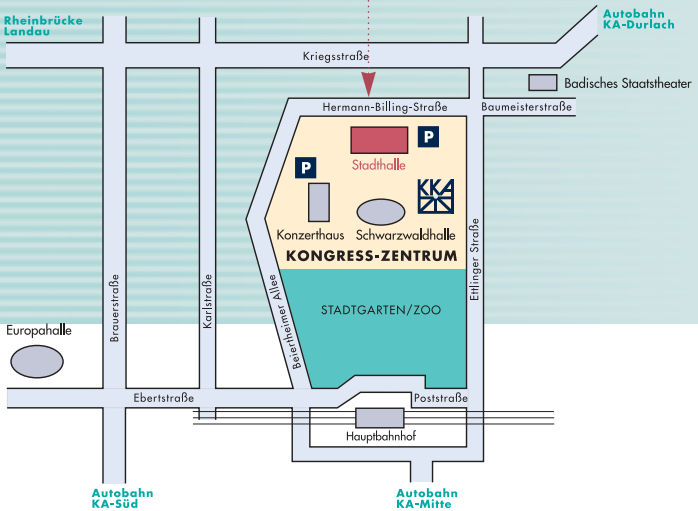
Venezuela
ABAS Business Solution



DIRECTIONS



STADTHALLE/ KONGRESSZENTRUM



ABAS Software AG
Südenndstraße 42
76135 Karlsruhe
GERMANY

Tel. +49 721 / 9 67 23 01
Fax +49 721 / 67 96 51
info@abas.de
www.abas.de

*We wish you
a pleasant journey.*

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Software