

# HANSAWORLD

ENTERPRISE

 Accelerating Business

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ORACLE      Fully native on both OS X and Windows

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 HANSAWORLD

# HansaWorld for all companies

Modern business management software to conduct a truly-integrated organisation.

Accounts, logistics, customer relationship management, webshop, third-party services, and vertical market functions - all in a single solution, available also to mobile and home users.

## 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 companies

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. Initiate communications using these tools, Skype, VoIP or SMS direct from within HansaWorld. 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 companies or other records.

HansaWorld can provide a single view of all such communications with a company, 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 complete 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, PDA's or Nokia Symbian S60 and Series80 phones over the internet, using GSM, GPRS, or 3G where necessary to access any part of the system. HansaWorld also supports XML, EDI and ele.

## Exploiting Technology

HansaWorld's ultra-modern architecture provides the foundation for your implementation to last for many years. Scalable 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 Mac OS X, Windows XP/2003, Windows CE, Pocket PC, Linux and Symbian S60, Series80. 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.

## Services

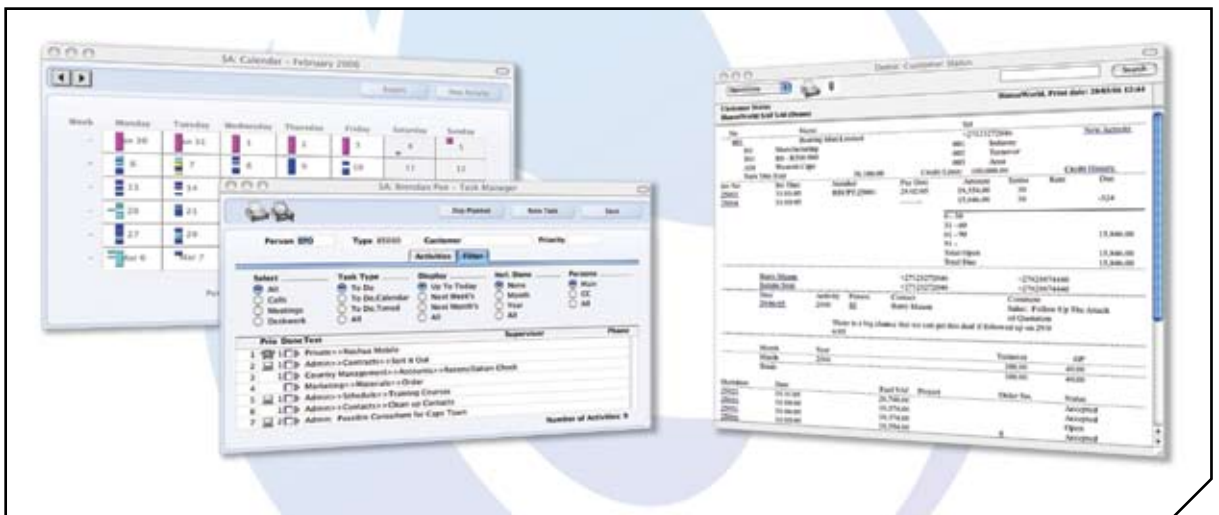
HansaWorld offers to its customers a unique combination of third-party services, without the need to install external software. HansaWorld has installed these services on its own servers, and has developed technology for allowing your server to use these services on an as-needed (per-click) basis. For example, research a customer's credit history at a single-click, enter addresses automatically from postcodes, or take credit card payments from your website.

## Customisation and automation

HansaWorld Enterprise provides a fully-customisable toolset. Screens can be adapted to your requirements, fields can be added to the database, and you can change any of the logic of the system - by accessing the freely-available application source code.

HansaWorld also provides standard automations within the system, such as SMSs, on-screen messages or emails triggered by events (winning a large order, needing to authorise a specific credit note and the like).

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# HansaWorld for your company

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



### HansaWorld in Retail

- 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
- touch screen interface

### HansaWorld and Manufacturing

- multi-level Bill of Materials
- Just-In-Time purchasing and production
- purchasing and production planning
- graphical scheduling of machines and resources
- routing
- 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

Accounts



Technology

Leisure



Specialised Modules

Web Portal



Other

# 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
- Multi-user calendar

## Wide-Area Networking

- Fast, even over the Internet
- Mobile solutions, including GSM/GPRS/3G
- Available on Nokia Series 60 and 80 phones
- Pocket PC interface
- ASP ready

## Open

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

## International

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

## Easy to use

- Large library 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

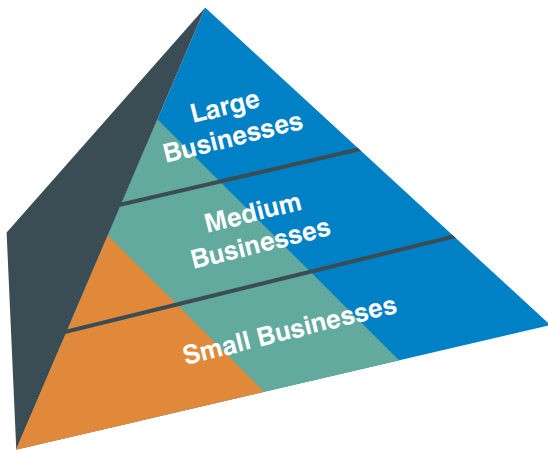
- Cross platform on servers and clients
- Standard technology
- Upgrade path to other HansaWorld solutions
- Critical mass of solutions worldwide

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 specific business requirements and supports individual processes, with a low cost of ownership. This is why more than 70,000 managing directors have chosen HansaWorld software to run their business (see opposite for diagram).



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More than 70,000 implementations of HansaWorld software worldwide.



-  HansaWorld Enterprise
-  HansaWorld Express
-  HansaWorld Professional

### HansaWorld Enterprise

One of the broadest ERP and CRM suites on the market, with a wide variety of functions that make it suitable for most businesses. HansaWorld Enterprise offers companies over 45 truly integrated modules including financials, logistics, point of sales, job costing, CRM, eMail and e-commerce. Installations vary from 10 to 250+ users.

### HansaWorld Express

Comprehensive mid-range integrated business solution for small and medium sized businesses (up to 10 concurrent users). HansaWorld Express is the perfect software for businesses of any type with its basic functionality covering financials, logistics and pipeline management and a set of vertical functionality addressing the needs of different industries.

### HansaWorld Professional

Simple and easy to use accounting and contact management software for small businesses and associations.

### Accelerating Business

Technologies	Services
+ Wide-area networking	+ SMS
+ Interfacing toolkit	+ Addresses
+ ODBC Mirroring	+ Credit Histories
+ Massive Cacheing	+ Banking Files
+ FTP Server	+ eInvoicing
+ Report Generator	+ Credit card payments
+ Interface Editor	+ Skype
+ Forms Designer	+ Voice over IP

## Company profile

HansaWorld is a major international software company specialising in business applications. The group employs around 300 staff in a strong network of daughter companies and distribution partners in Europe, Latin America, Africa, Asia and the Middle East.

The group was founded in Sweden in 1988, by Managing Director Karl Bohlin. While the group is now headquartered offshore, the largest offices and much of the development effort takes place in Scandinavia and around the Baltic Sea.

Experienced local product managers adapt the products according to local laws and business practices. The products are available in 27 languages and work with almost all computers and operating systems. The vast majority of the 70,000 HansaWorld installations are for small and medium sized businesses, but also many subsidiaries of large international companies.

## Product Strategy

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 eMail, 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, Sun, and Symbian S60, Series80. HansaWorld is IBM eServer proven, running on xSeries, pSeries, iSeries and zSeries.

Certified HansaWorld Business Partner



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