



ias Industrial
Application
Software

 **canias** ERP

One Product. One Goal.

The Success for your Company

IAS Group Switzerland

WE

9
LOCATIONS
WORLDWIDE

28
COUNTRIES

30,000
USER

3
LOCATIONS IN
GERMANY

15
LANGUAGES

ARE

ERP

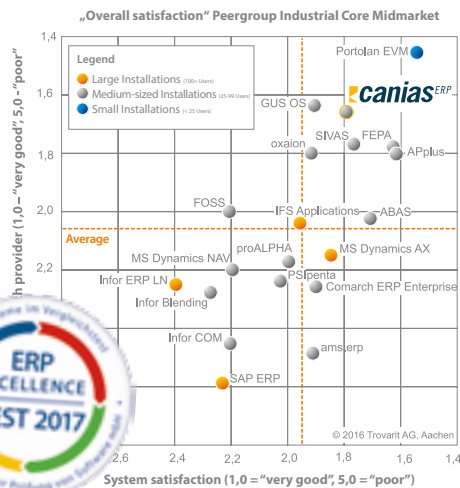
MORE THAN
800 CUSTOMERS

The Industrial Application Software GmbH, with the source code open ERP solution *caniasERP* is one of the leading international ERP developers and IT consultancy with customers in 28 countries and almost 30 years of ERP software experience. The integrated development environment TROIA and the open source code of the application offer our customers exceptional flexibility and ensure a strong positioning of this solution in the ERP market for medium-sized companies.

Again one of the best ERP-solutions in the market.

WERNER SCHMID, CHAIRMAN AND FOUNDER OF GPS, ON THE COMPARISON TEST RESULTS:

“We live in an age in which the quality differences between software applications are assessed less and less by the range of functions offered, and much more by the flexible handling of customer-specific customization requirements. With *canias*^{ERP}, IAS provides an excellent solution for the generation of user-specific applications and offers its customers real added value when it comes to mapping their company-specific processes. That’s why *canias*^{ERP} recently received the “ERP Excellence” award from our institution.”



Milestones

1989

IAS GmbH founded in Karlsruhe (Germany)

1993

Market launch of the proprietary ERP software *canias^{ERP}*

1997

Developed own programming language TROIA

2000

canias^{ERP} becomes the first Java based and web-enabled ERP-System

2005/2006

canias^{ERP} 6.02 released, Transfer of IAS into a holding and certification according to DIN EN ISO 9001: 2000

2007

Expanded into Asia and Middle East markets

2010/2011

canias^{ERP} 6.03 released, Received a rating of „excellent“ in „ERP Excellence“ GPS ERP-Contest

2013

Opened new location in Düsseldorf (Germany)

2014

canias^{ERP} 6.04 released, 25th anniversary of IAS, Title „ERP Excellence“ in ERP-Contest of GPS („excellent“), Successfully participated in Trovarit AG's study „ERP in Practice“

2015

Opened new development location in India

2016

Opening of third location in Hamburg, Received a rating of „excellent“ in „ERP Excellence“ GPS ERP-Contest

2017

Foundation of IAS Holding AG in Switzerland, Partnership in South Korea

Why we ?

- 01 Wide range of functionality:**
Better servicing needs, industry specific solutions
- 02 Complete process integration and a unified system:**
Numerous modules – a complete system, high transparency, streamlined and simple processes, faster information, consistent data and high process stability
- 03 TROIA, an open-source, object-oriented development environment:**
High flexibility through quick, self-made adjustments
- 04 User-friendly, ergonomic interface:**
High usability through intuitive operation
- 05 Platform independence and multi-platform capability:**
Vendor-independent, freedom to choose from different databases and operating systems, high independence and investment security, reduced IT costs
- 06 Scalable, multi-client, multi-language, web capability and mobile applications:**
Worldwide business, easy integration of affiliated companies, partners, customers, suppliers, full access and utilization over web and mobile devices
- 07 Easily updated:**
Upgrade-proof modifications, reduced release upgrades costs
- 08 Open system architecture:**
Easy integration with third-party systems, ability to access all data fields within the *canias^{ERP}* interface
- 09 BI and pivot features:**
Built-in fast, simple and smart analyses
- 10 Satisfied customers:**
"Through the introduction of *canias^{ERP}*, we have achieved an increase in productivity of about 40%. That is an outstanding result for us!" (*Customer testimonial*)



The Company

INDUSTRIAL APPLICATION SOFTWARE GMBH

Always on the Move

WE ARE CONSTANTLY EVOLVING TO SUPPORT YOU BETTER

Founded in Karlsruhe, Germany in 1989, IAS Industrial Application Software is a dynamic and innovative software company specializing in Enterprise Resource Planning (ERP). In the early 1990s it expanded its operations into other European countries, like France, Austria, England and Ireland.

In 1994, IAS decided to invest more in research and developments (R&D) not only to keep up with technology but push its own.

The R&D center opened in Istanbul to keep pace with rapid changes in technology and customer requirements.

Our R&D department took on the challenge of developing a unique software development platform for next-level competitiveness. The result was the programming language TROIA. Introduced in 1997, it was designed specifically for business applications.

In 2000, we used TROIA to develop *canias^{ERP} 6.01*, at the time one of the few ERP solutions with full functions available online.

With over 27 years of experience in software development as well as with the design, implementation and monitoring of comprehensive ERP projects in diverse areas, IAS is a technological leader among ERP producers. Its 9 locations in 4 countries are dedicated to providing companies of all sizes with customer oriented software, efficient business processes and collaborative partnerships.

Corporate Philosophy

As a medium-sized company we know very well the needs of our customers. Our focus, in addition to the continuous development of our products and services, has always been advancing on technology.

Thanks to our innovative technology allowing us to offer powerful solutions to our customers with far fewer man-power resources, shorter project implementation time and reduced cost which makes us much more competitive than any other software company.

The goal is clear. We're here to satisfy the unique needs of our customers. We define the success to have constantly growing and productive customers of all sizes from various industries as they are using *canias^{ERP}* to manage their business processes.

The entire *canias^{ERP}* system is about integration. We provide a complete solution ensuring seamlessly linked business processes.

With global uniformity and the extensive networks of individual modules, companies can attain high levels of data standardization and better responsiveness to business challenges.

Optimally coordinated procedures increase transparency and reduce costs. This makes the management of business processes more efficient while bringing future security and clear competitive advantages.



Developed for mid-sized business

OPTIMIZED FOR MID-SIZED BUSINESS

With almost 30 years of experience in development and support of company software, the internationally active business group Industrial Application Software (IAS) is an ideal partner for the digital reproduction, support and optimization of business processes pertaining to medium-sized companies.

With the help of realized customer projects, the following sections will outline just why *canias^{ERP}* is the right software to tackle complex challenges in everyday business life.

Fast moving markets demand short response times (time to market) to stay competitive. At the same time, ever smaller batch sizes squeeze margins:

For example, Jean Müller GmbH Electronics Manufacturer faced the challenge of achieving shorter delivery times while maintaining consistent quality. That their company was able to respond quickly to the constantly changing market conditions was only possible thanks to the flexibility of *canias^{ERP}*. The electronics manufacturer conveyed the resulting increase in efficiency as follows: "Since the implementation of *canias^{ERP}*, we were able to increase our sales between 2008 and 2011 by almost 30% to 90 million euros."

(IT Manager G. Dunger)

No Industry Focus

BY DESIGN

"We are often asked why we don't have industry-specific solutions," explains Timur Küçük, Head of Sales at IAS, adding: "but that explains itself relatively quickly if you ask yourself what an industry solution generally is."

In principle, an ERP system should be able to map more than 90% of a company's business processes using the standard software package. If this is not the case, it is not worth implementing in the first place – with or without industry specialization. But when you look at the detailed requirements of an industry, you realize three things:

- 1//** Many requirements that are seen as typical of an industry are actually not.
- 2//** Most companies are active in more than one line of business: for instance, more and more retailers are also providing value added services, and manufacturing companies are adding commodities to their portfolio.
- 3//** Processes from different industries can complement each other positively. Sometimes these are very similar.

The adaptation of software that is fundamentally geared to a small group of customers can be much more complex than a solution that is open to customer customization right from the start."



Wide Range of Functions and Modular Design

canias^{ERP} has an extensive portfolio of modules and offers its users a wide range of functions. As a result, IAS customers are able to manage their business with *canias^{ERP}* and avoid inefficient interfaces from third-party software. In addition to the classic ERP functionalities, our solution also has a document management system as well as quality and service management, EDI, integrated groupware and many more.

In many customer projects, *canias^{ERP}* was able to eliminate a number of isolated solutions and achieve a uniform system free of interfaces. Thanks to the modular system design, IAS customers can determine the scope of their solution for themselves and put together modules that are appropriate for their companies.

This modular concept enables companies to implement *canias^{ERP}* in steps. One customer, DOYMA GmbH & Co, deliberately decided on a multi-stage scenario during implementation. From the outset, the areas of production, service, quality management and project management were planned for the second phase of the project and implemented at a later date. This was an immense relief for the organization during the course of the implementation. This process continued and today the customer uses a very broad scope of modules from *canias^{ERP}*. Almost every department and every employee works with the system every day. This high level of utilization leads to a strong IT permeation and thus to unsurpassed transparency of processes and data in the company.

Data Transparency and Traceability

canias^{ERP} ensures complete data transparency and traceability. This traceability was a very important criterion for HFP Bandstahl GmH & Co. KG in choosing the right ERP system. All documents and data generated within *canias^{ERP}* are allocated. Even the link between documents is trackable at any time – including across modules. In addition, *canias^{ERP}* provides batch and serial number management, which enables clear and definitive tracking. The high level of data transparency within the system is an elementary and important feature for many medium-sized businesses.

Interfaces and Connection Between Customers and Suppliers

The open system architecture of *canias^{ERP}* offers access to every data field. Despite the wide range of modules, now and then there is a customer wish to connect a specific third-party software, such as an CAD system (for example, ldat-CAD in the construction industry for customer xebex GmbH). Given there is access to the system to be connected, the corresponding interface can be created very quickly by IAS.

In order to meet special customer requirements, interfaces have already been developed for numerous projects and a wide variety of programs, such as those used for credit checks or CAD systems of various industries. In addition, special machine controls have also been connected. Customer and supplier integration through supply chain or customer portals can be easily set up with the help of *canias^{ERP}*'s web client technology. This makes customers and suppliers an integral part of company processes.

Globally Sound

Today, over 800 customers with a combined total of more than 30,000 users are working with *canias^{ERP}*. Our system is available in 15 languages and used in 28 countries. The customers of *canias^{ERP}* are spread over 18 core industries. These range from automotive, services and trade through individual, variants and series production to textiles and mining. As an owner-managed group of companies with nine locations worldwide and a partner network spanning all time zones, IAS is there for its customers around the clock.

Cross-Site Deployment

Due to client structure and the associated possibility of representing any number of legally independent companies within an entity, *canias^{ERP}* is used by medium-sized companies across locations. Within one company code it is possible to set up several plants and, in turn, several storage sites and storage locations. In this way, *canias^{ERP}* can be centrally installed and used across locations and countries. As an example, the customer Dörrenberg Edelstahl GmbH maps different business areas within *canias^{ERP}*.

Customer-Made System Adjustments

The desire to add functionality to leading enterprise software is expressed at one point or another in many projects. Depending on the company situation and internal know-how, it is sometimes better to leave the customization to the solution provider. In this case, competent IAS consultants take over the technical adaptation and customer-specific development of the implemented system.

However, IAS customers are also able to make changes to the software themselves (after training) and adapt it to company-specific requirements without external support. This is

made possible by the integrated development environment TROIA and the open source code of *canias^{ERP}*, which gives customers direct access to the business logic of the application.

Customer HFP Bandstahl GmbH & Co KG has realized numerous industry-typical requirements for its steel and metalworking group with the help of *canias^{ERP}*. For example, a detailed multi-level production planning was implemented as part of an individual system expansion. The addition of other relevant specific features – such as coils (steel strip rolls), rolling technologies and master data acquisition based precisely on DIN and EN standards – were also largely self-directed.

In another example, the customer DOYMA GmbH & Co KG is forming complex sales processes with a high number of variants using *canias^{ERP}*. Even before this, many processes could be completely automated with the initial implementation of our ERP system. This flexibility was achieved through the integrated module for workflow, Business Process Management (BPM), which makes it possible to individually define and design processes in the company.

System adjustments due to customer-specific changes remain releasable within *canias^{ERP}*. This is made possible by the special technical system architecture, in that the original objects of the standard software package are not changed, but only supplemented by a derivation (technical: superimposition). As a result, the company-specific functions and processes remain unchanged when installing a new software version.

Providing Solutions Today that are Necessary Tomorrow.

THANKS TO OUR ONE-OF-A-KIND SOFTWARE WITH ITS EXCEPTIONAL TECHNOLOGY AND FLEXIBILITY

Your Success and Advantage

We work continuously with customers on optimization and saving potentials, always keeping in mind practicability and effectiveness. Furthermore, we ensure the success through a tailored project management methodology as well as expert guidance during the whole project cycle.

TROIA Development Environment

Constant market transformation is one of the challenges companies face as they are adapting new ERP systems to achieve their organizational goals. With the help of the TROIA development environment, we created a tool that can promptly respond to our customers' needs without restricting our release capability. This database-driven development tool allows customers to directly access the source code of the *canias^{ERP}* application which gives them the ability to set up the system exactly as they wish (it needs a separate licence).

Technology

The *canias^{ERP}* application has its own runtime environment for its TROIA programming language, based on a Java runtime environment. In the event of changes, it suffices to adapt the intervening interpreter to the runtime environment, without the need for modifying the entire source code. This innovative technique is the core of the system's high flexibility, scalability and independence, and another special feature that is still unmatched on the market.

Software Architecture

An almost limitless flexibility in the layout and composition of business processes is attributable to the open, object-oriented system architecture. This allows not only task management over corporate boundaries, but also a comfortable integration with third-party systems and a cross-system data exchange.



Solutions for You

Regardless of whether you are looking for a standard system or customized application, you will find your solution in *canias^{ERP}*. The innovative software infrastructure described above offers customers individual software concepts.

canias^{ERP} comes as a customizable standard ERP as well as an individual development platform. We help you to identify and implement the optimal approach and advise you on all issues related to your ERP project. In addition to the basic implementation of the project, we support you in adapting *canias^{ERP}* to your individual requirements.

canias^{ERP} guarantees maximum creative freedom by giving our customers direct access to TROIA, the application source code.

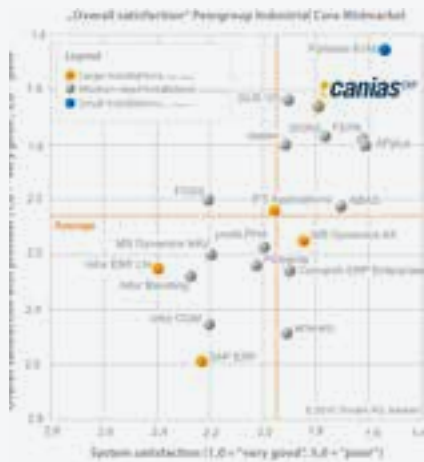
Our Expertise

Years of expertise has always been an important success factor in ERP projects. The customer receives extensive support from our consultants who are strong in both analytical and conceptual knowledge as well as in programming, problem-solving and solution implementation. Besides deep technical know-how, the consulting team has many years of project experience in different industries.

We show utmost care to understand your specific needs, to design your processes precisely and to customize them in *canias^{ERP}*. In addition, our consultants focus on the end-user's needs and ergonomic aspects. The maximum increase in efficiency through integrated ERP software can only be achieved if the new solution is fully accepted by your team. To ensure acceptance, our consultants carry out training (for end-users, administrators, etc.) in small groups, online or on site and take a partnership approach throughout the project life cycle.

Moreover, over the years, we have gained extensive experience in various industry specific requirements which allow us for faster implementation. By using all above mentioned technology, skills and knowledge, we're proud to claim that our customers can enjoy the confidence of having a very competent ERP partner.

canias^{ERP} receives good ratings yet again



Trovarit AG study: ERP in practice

In Trovarit AG's 2017 ERP study, *canias^{ERP}* achieved a top mark in the Overall Satisfaction category and was rated again as one of the best ERP solutions by medium-sized companies (target group of IAS) in terms of satisfaction with the system and with IAS as a provider.

canias^{ERP} – the only software with a maximum score for flexibility

Excellence – GPS Test

The Gesellschaft zur Prüfung von Software (GPS), or Software Testing Company, benchmarked leading ERP systems. IAS competed against other providers on the market and presented how *canias^{ERP}* solves typical tasks and processes in today's corporate life. Regarding the fulfillment of test requirements, IAS was awarded the grade of "very good."



Module Portfolio

MODULE OVERVIEW AND SCOPE OF *canias^{ERP}*.

The extensive module portfolio of *canias^{ERP}* covers almost every area of business. The modules are fully integrated and ensure high transparency and a continuous flow of information in your company. Redundant data management and costly interfaces are belonging to the past. In addition to the classic ERP areas like sourcing, materials management, production planning and scheduling, sales and finance (including financial accounting, assets management and cost calculation), the module selection also contains many more functional components including Customer

Relationship Management, Document Management, Quality Management, Service Management and Project Management, as well as Maintenance and a module for electronic data interchange. A special feature of our portfolio is the communication module "Collaborator". The proprietary groupware with e-mail Client, Address Book, Task Manager, Scheduler and Short Messenger is comparable with traditional e-mail and schedule programs and offers enormous advantages through integration and interaction with other functions.



Infrastructure of the Software



iOS // Android // Mozilla Firefox // Chrome // Internet Explorer // Microsoft Edge

MES // MDE // Industry 4.0

Report Designer // Dialog Designer // Class Browser // Database Administration // TRACE // DEBUG // Execution Profiler

Microsoft Exchange Server // IBM (Lotus) Domino // Google Mail // Kolab-Server

Chart Object // Pivot Object // Gantt Object // Online Help // Instant Messenger // Cockpits // WebContent

HiPath // OpenPhone

Oracle Database // Microsoft SQL Server // MySQL // MariaDB // Firebird



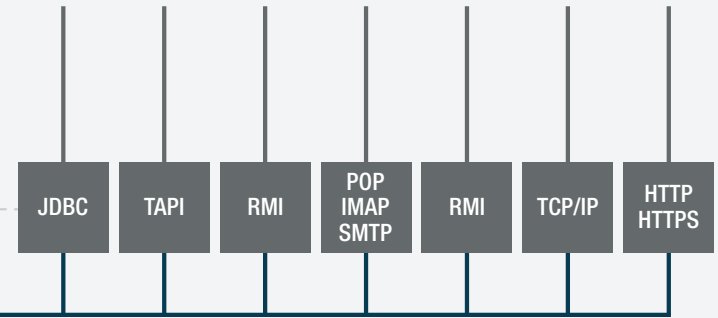
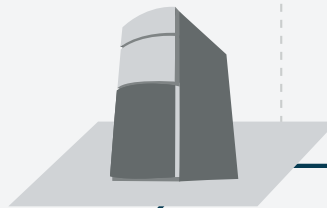
- Platform Independent**
- Microsoft Windows Server
 - Ubuntu Server // Debian
 - Red Hat Enterprise Linux // SUSE Linux Enterprise Server // CentOS
 - OS X Server



Operating System

- Application Server
- Load Balancer
- CTI Server
- SMS Gateway
- LDAP-Server
- OneTimeToken
- Apache Tomcat and Web Server
- Web Services Description Language (WSDL)
- FTP Client Single Sign On

Java Runtime Environment



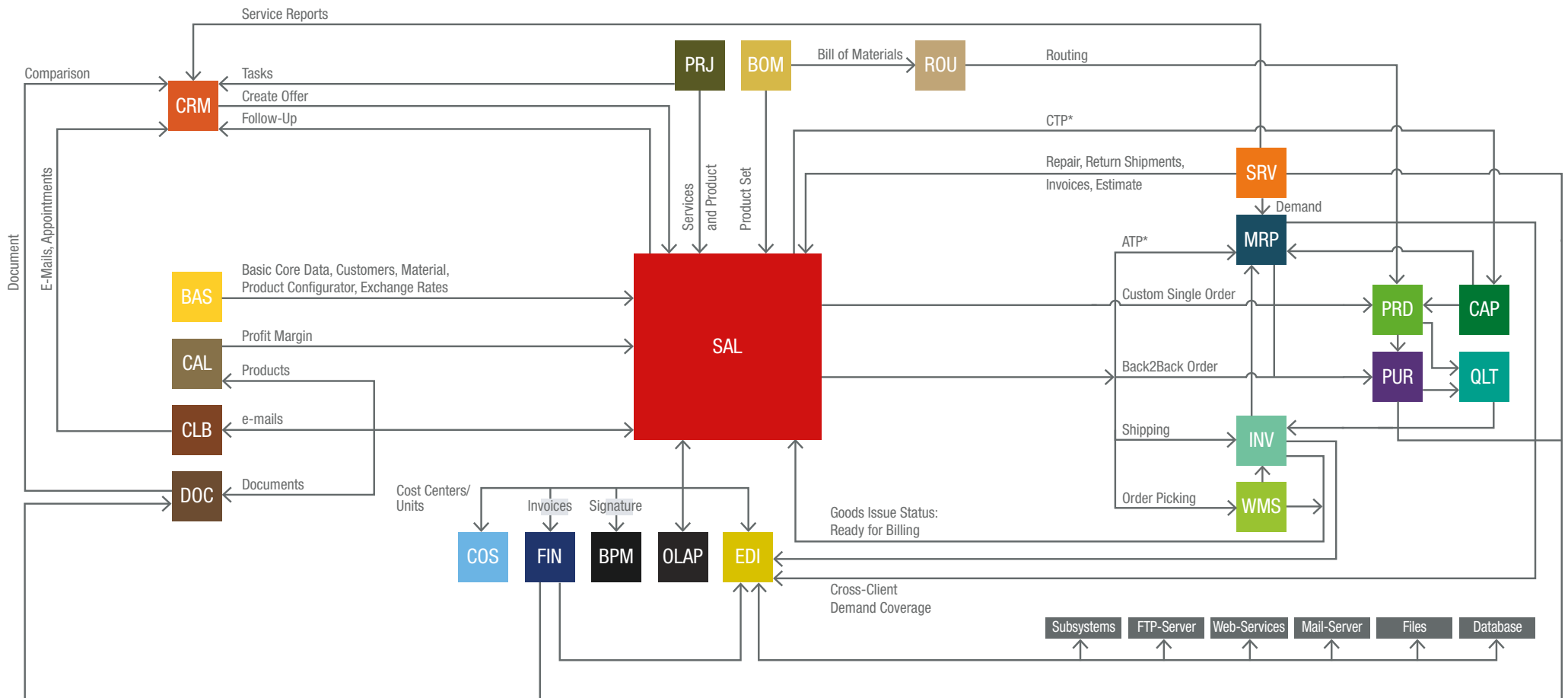
Shown products are a selection of possible options // Exemplary representation, subject to change.
The brand names shown are subject to third party rights.

Example of our Integration Philosophy

100% PROCESS TRANSPARENCY //

100% PROCESS CONSISTENCY // 100% PROCESS EFFICIENCY

- 1 // Product inquiry by e-mail
- 2 // Profile created in CRM
- 3 // Offer made to prospective buyer
- 4 // Product configuration
- 5 // Product calculation
- 6 // Date of delivery estimate (ATP/CTP)
- 7 // Confirm offer per approval process
- 8 // Offer sent by e-mail to buyer
- 9 // Deposit offer in the DMS
- 10 // Converting offer into order
- 11 // Running MRP
- 12 // Generation of purchase requisitions (BANF) for purchase materials and planned orders for manufacturing products
- 13 // Converting purchase requisition to purchase order
- 14 // Goods receipt to order
- 15 // Quality control of purchased materials
- 16 // Converting plan order to production order
- 17 // Capacity planning and staff planning
- 18 // Quality control of endproduct
- 19 // Order picking and palletizing
- 20 // Packaging and labeling
- 21 // Delivery and transport documents
- 22 // Delivery/distribution to customer
- 23 // Invoicing
- 24 // Submission to financial accounting
- 25 // Receipt of payment and invoice matching
- 26 // Post calculation



*ATP: Available to promise // CTP: Capable to promise



Customer Statement by Jean Müller GmbH Elektrotechnische Fabrik Eltilve am Rhein

Electrical engineering // 600 Employees // 230 Users

Core Competencies of the Company

Development and production of fused switchgear, switchgear assemblies, power distribution and electrical system components as well as electronic monitoring and energy management systems. JEAN MÜLLER offers customer-oriented and high-quality solutions in 60 countries.



*“We see the feature of an open source code as a great strength of **canias**^{ERP} – it is used extensively in our company every day and gives us the flexibility that we need. [This] is particularly interesting for companies that place a lot of value on their individual requirements and want to implement them in a cost-conscious way.”*



Customer Statement by Dörrenberg Edelstahl GmbH Engelskirchen

Foundry, tool making // 500 Employees // 195 Users

Core Competencies of the Company

Dörrenberg Edelstahl GmbH is an experienced expert in the field of metallurgy. Their business is anchored primarily in the areas of stainless steel, surface technology, investment casting, form casting, and ingots.



*“By integrating the financial accounting module with the modules for logistics, all outgoing invoices as well as incoming invoices recorded via the invoice audit are transferred automatically to financial accounting. This eliminates the need for an elaborate and error-prone duplicate recording in our company. With the flexible reporting tool from **canias**^{ERP}, we are able to generate reports for external accounting as well as internal reports for our parent company. Advance return for tax on sales/purchases as well as recapitulative statements can be generated at the push of a button and passed on to the tax office. This makes our daily work routine much easier.”*



Customer Statement by Georg Börner – Chemisches Werk für Bautenschutz GmbH & Co. KG // Bad Hersfeld

Chemical industry // 140 Employees // 50 Users

Kernkompetenz des Unternehmens

Georg Börner produces roofing membranes as well as hot masses and coatings. The company has great experience in the field of roof insulation and preservation of structures.



With canias^{ERP}, we have found a software that offers us the highest level of flexibility. Many of our requirements, especially with regard to our complicated purchasing situation, had [...] to be specifically adapted for us. It has never been an issue that we are adapting to a software, because we knew that we were very specific in terms of production as well as the customer and billing structure.



Customer Statement by Dörrenberg Edelstahl GmbH Engelskirchen

Foundry, toolmaking // 500 Employees // 195 Users

Kernkompetenz des Unternehmens

Dörrenberg Edelstahl GmbH has great experience in the field of metallurgy. The important business areas are the areas of: stainless steel, surface technology, investment casting as well as finished casting and ingots.



By integrating the financial accounting module with the logistics modules, all outgoing invoices and incoming invoices, which are entered via the invoice verification, are automatically transferred to financial accounting. This eliminates a complex and error-prone double taxation in our company. [...] With the flexible reporting tool from canias^{ERP}, we are able to generate both external accounting reports and internal reports for our parent company. Sales tax summary reports and recapitulative statement can also be created at the touch of a button and transmitted to the tax office. This significantly facilitates our daily work routine.



Customer Statement by INSYS MICROELECTRONICS GmbH Regensburg

Technology Industry // approx. 100 Employees // 60 Users

Core Competencies of the Company

INSYS MICROELECTRONICS GmbH, based in Regensburg, is active in several areas of technology. In addition to aviation electronics and safety engineering, e.g. IP-capable and programmable lock systems, the company also offers testing technology solutions and equipment for life-cycle simulation.



“We did a programming training at IAS, which allows us to create useful queries to a considerable extent in canias^{ERP} by ourselves. Because the software is so flexible, we can implement our own transactions. This is a huge advantage of our software. In contrast, I know of other ERP systems in which a similar approach would involve much more effort.”



Customer Statement by MGA Metro Group Advertising GmbH Düsseldorf

Advertising Industry // approx. 100 Employees // 100 Users

Core Competencies of the Company

MGA services customers across METRO GROUP in 28 countries as well as external customers along the value chain for the production and distribution of advertising products in both, physical and also digital formats.



“Especially in the case of complex decision-making processes, a uniform integration platform and data structure are particularly important. With canias^{ERP}, we now have an integrated solution at METRO GROUP Advertising, in which we have closely interlinked all business areas.”



Industrial Application Software GmbH

Kriegsstraße 100 // 76133 Karlsruhe
p +49 (0) 721 96 416 0 // f +49 (0) 721 96 416 40
vertrieb@caniaserp.de
www.caniaserp.de

ias Industrial
Application
Software