



Your business has never  
been so ~~complex~~.

**INTEGRATED**

abas 

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**1,000+ EXPERTS**  
**65 SITES**  
**29 COUNTRIES**  
**>93% CUSTOMER LOYALTY**  
**3,300+ CUSTOMERS**

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**INNOVATIVE BUSINESS  
SOLUTIONS—35 YEARS RUNNING**



"WITH ABAS, WE  
IMPROVED THE OVER-  
ALL MANAGEMENT  
OF THE COMPANY BY  
OBTAINING KEY DATA  
THAT IS ESSENTIAL FOR  
EFFECTIVE STRATEGIC  
PLANNING."

**CAROLINA**

Loves walking and reading.  
Owner of Tapla Industries in Spain.

## THE BUSINESS SOFTWARE OF **(HIDDEN)** CHAMPIONS

abas is the global partner for champions. But not every champion is a household name. Many of our customers are hidden champions—midsize companies that are global leaders in their market segment. Their secret? People.

Today's markets are driven by a fast pace and the ability to quickly adapt to evolving conditions. Modern,

competitive business leadership is not possible without cutting-edge ERP software. But technology and innovation alone are not enough. It's the people who get things done and who determine success.

At abas, we provide our customers high-performance software that enables them to adapt processes without disrupting daily operations;

a system that is designed for growth and agility, yet robust and easy to maintain. But it is the expertise and passion of our team that define us. With 35 years of experience and unmatched dedication, it's no wonder why 93% of our customers stay with abas for the long run. In our field, we are the hidden champion.

**WE ARE ABAS.**

# COMPLETE SOLUTIONS

## TAILORED TO YOUR INDUSTRY!

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Knowledge is critical to the success of an ERP project. That's why it is essential to have an experienced partner at your side—someone who knows the challenges of your industry and understands your requirements.

abas ERP projects are backed by the entire abas partner network and their collective experience from over 3,300 ERP projects. With 35 years of experience in a wide range of industries, and the best practice

knowledge that comes with that experience, abas understands the specific requirements of your industry and the solutions you need.



CUSTOM MANUFACTURING



INDUSTRIAL MACHINERY



ELECTRONICS



AUTOMOTIVE



METAL FABRICATION



DISTRIBUTION



BIOMEDICAL



SERIAL PRODUCTION



PROCESS INDUSTRY

# 01

## FOUNDATION: OUR TECHNOLOGY PLATFORM

It all starts with state-of-the-art technology developed by abas engineers. On both sides of the Atlantic, we develop the abas technology platform on which every abas ERP installation is built. All of the core functionality—the system architecture, our unique database, abas Unity, and abas ERP Essentials—are created within abas. The applications run by more than a hundred thousand users in over 30 countries each day are all based on this same technology platform. At abas, we place great value on owning the majority of the technology stack and the benefits it provides our customers.



# 02

## ABAS ERP: STANDARD SOFTWARE FOR YOUR MARKET

Even the most comprehensive business software doesn't help your organization if it wasn't designed with the specific requirements of your industry in mind. The same is true for regional or country-specific differences: Varying regulatory and tax law requirements must be built into the software—simply translating the interface is not enough. So where does the necessary expertise come from? From the specialists on site. abas relies on the industry and ERP expertise of our specialists at locations in 29 countries. This localized knowledge is the key to creating software that strengthens your ability to compete in your specific market.



# 03

## CUSTOMIZATION: YOUR TAILORED SOLUTION

Every business is different. For many organizations, their unique way of doing things is what sets them apart from the competition. Your ERP software must be flexible enough to match. This is where our software—developed with the best practices attained from over 3,300 projects—comes together with your specific expectations and process requirements. Combining best practices with our technology is a significant part of our implementation strategy because it results in optimization of your business processes. But what's most important: no matter how much abas ERP is modified to meet your requirements, the software remains upgrade-compatible and easy to expand.





"ABAS GIVES US AN ERP FRAMEWORK AND THE TOOLS WE NEED TO MAKE CUSTOMIZATIONS THAT MEET OUR BUSINESS NEEDS AND SUPPORT GOOD BUSINESS PROCESSES.."

## BARB

Loves hiking, kayaking and spending time outside. ERP Project Manager for DCS material handling solutions.

## WHY OUR CUSTOMERS CHOSE ABAS ERP\*

Let's be honest: You've heard it all before. Every ERP provider you evaluate presents the same arguments. They all have the most advanced technology, are highly flexible, and are proud to tell you about their exceptional customer satisfaction. But when you choose to purchase a system, what should

be the deciding factor? The people. Or more exactly, who do you trust to make your ERP software work for you? Who understands your specific business processes and can improve them in such a way that your business gains a competitive edge?

Our customers trust abas to support their team and help their business grow. But beyond that, there are a number of other significant reasons why successful mid-market companies choose abas ERP. Here is a short collection of the reasons our customers cite for choosing abas.

# 48%

## OPERATING COSTS

Many mid-market businesses still place greater emphasis on the acquisition costs for new IT systems than they do on the ongoing operating costs. What many of them discover too late is that it should be the other way around when choosing business software. That's why 48% of our customers chose to compare the operating costs of abas ERP over a 3–5 year period with those of other solutions before making their decision. They were impressed with what they found: Low dependency on external consultants, extreme flexibility to adapt existing processes, and upgrades and release changes without lost productivity all keep operating costs to a minimum.

# 64%

## USABILITY

Organizations that choose a new ERP solution aren't so much looking to purchase software as they are trying to optimize business processes. Achieving this goal requires easy-to-use applications and comprehensible workflows. For 64% of our customers, that was a reason to choose abas ERP. Intuitive interfaces, easy-to-understand symbols and icons, and numerous customization options empower users and streamline workflows.

# 63%

## SCOPE OF SOLUTIONS

Sure, we're not as big as some of our competitors. That's why we've specialized in the industries and markets we know best. Among our mid-market customers, often with 50–2,000 employees, 63% say that our product portfolio was a deciding factor in their selection. In addition to core ERP functions, mobile apps, and planning tools, we offer a wide range of industry-specific solutions from certified partners.

# 100%

Trust in the expertise of the abas team.

# 74%

## FLEXIBILITY WHEN MODIFYING BUSINESS PROCESSES

This is where the rubber meets the road: According to a current study by IDC, 15% of ERP projects fail because adapting the system to changing business processes is too tedious and expensive. These changes can include new business models, regulatory requirements, or even expansion to new locations. This is where abas ERP excels. It's also why 74% of our customers chose abas ERP—its unbeatable flexibility.



## PRODUCT OVERVIEW

### *WHAT'S INSIDE?*

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**abas ERP** is the complete package of our business software. This includes **abas ERP Essentials**—the software's core functionality. To meet today's real-world requirements, these mission critical applications are supplemented by a variety of plugins. **abas plugins** are additional products that have come to be expected for a comprehensive ERP solution, including business intelligence, a document management system (DMS), and mobile apps to use ERP on the go.

We also have an extensive network of certified partners who provide industry and function-specific **extensions**. The number of specialized applications available for abas ERP is constantly growing.

ABAS ERP: THE COMPLETE PACKAGE

ABAS ERP ESSENTIALS

CRM	Sales	Purchasing	Materials Management
Scheduling	Sales Planning	Production	Service Processing
Costing	Production Data Capture	Financial Accounting	Cost Accounting / Project Cost Accounting
Group Accounting	Fixed Asset Accounting	Corridor Controlling	EDI

PLUGINS

abas Mobile	abas Scan	abas BI	abas DMS	abas APS	abas Project Mgmt	abas Service Planner
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EXTENSIONS

CRM	CAQ/MES	CTI & Communications	Data Backup	e-Learning	Export & Customs	Identification Systems
Payroll	PDM/PLM	PDC/PTR	Product Configurator	Sanctions Check	Travel Expenses	Webshop



## MANAGEMENT



*"USING ABAS,  
WHEREVER I AM,  
ANYWHERE IN THE  
WORLD, I HAVE  
THE INFORMATION  
I NEED AT MY  
FINGERTIPS."*

**XAVIER**

Enthusiastic skier and Managing Director at Tapla Industries in Barcelona, Spain.

## ABAS ERP IN ACTION HIGHLIGHTS FOR BUSINESS MANAGERS

Your business is unique. Your strengths are what set you apart. You rely on your team to meet and exceed business goals, pursue new avenues for growth, and ultimately help you achieve your vision. abas ERP provides your team with data insights to make informed decisions.

In addition to empowering your team to fulfill business goals, abas helps you manage the broad range of challenges you face every day. Through data transparency, deep integration, and the ability to visualize your processes, abas

helps you react quickly to new developments and changing market requirements.

Real-time dashboards provide key information for accounting, purchasing, production and sales personnel. abas ERP ensures that you have the information you need to make informed decisions quickly and strengthens your organization's ability to compete in a global market.

**abas ERP provides you and your team the tools to:**

- Track, analyze and improve business operations
- Optimize inventories for increased liquidity
- Comply with regulatory requirements
- Boost productivity and competitive capacity
- Gain greater insight and control over the resources that keep your business going and growing

## Dashboards

Dashboards provide a 360 degree view of all processes, transactions and information relevant to a user. An individual workplace is created by combining information from various internal and external sources into a clearly structured graphical interface.

## KPIs

Key figures are available on the status of your sales, production, purchasing, utilization, and financials. KPIs provide key performance metrics to deliver critical decision insights.

## CRM

Customer Relationship Management (CRM) refers to all things prospect and customer focused. abas ERP provides useful features and ensures efficient support from initial contact to first sale, recurring sales to after-sales support.

## ABC Analyses

ABC analyses keep you up to date on customer and product performance based on revenue or profit margins from specific customers, products or technologies.

## BI

Business Intelligence (BI) is the foundation of making informed decisions. abas BI turns your business data into actionable information, helping you identify new trends and develop successful strategies for your business.

## Liquidity Planning

Proactively plan future financial resources to ensure liquidity and solvency.

## Reporting

Reporting, including production efficiency (processing times, setup minimization, machine downtime, repair frequency and costs), purchasing efficiency (price development, batch sizes, procurement costs, vendor returns), and innovation efficiency (costs vs. revenue from new products, new customers, cost savings), keep you up to date on how your business is performing.





FINANCE &  
ACCOUNTING



**"ABAS IS A  
COMPREHENSIVE  
TOOL THAT  
SUPPORTS MY  
WORK EVERYDAY."**

**EMILIO**

Paddle player with a passion for cars. Chief Financial Officer of Belloch Laboratories in Spain.

## ABAS ERP IN ACTION

# HIGHLIGHTS FOR PURCHASING AND SALES LEADERS

Reputation is vital to success in your purchasing and sales teams. If you want to stand out from the crowd, your organization needs the real-time reports and essential data to help you quickly understand and respond to market conditions.

abas ERP's unique way of bundling and visualizing all relevant data allows your business to stay on top of departmental, company-wide, or even international projects to deliver what your prospects, partners and customers expect, when they expect it.

**abas ERP provides you and your team the tools to:**

- Optimize purchasing and sales processes
- Plan, control and monitor projects
- Efficiently assign resources
- Accurately track costs
- Meet time and budget plans

## Costing

Preliminary, concurrent and final costing deliver exact calculations and constant comparisons of planned and actual costs at the product and customer level to ensure you know when you are on course and when you need to take action.

## Service Processing

Service management in abas ERP gives you after-market service and transactions, allowing you to provide complete customer satisfaction over the product lifecycle. From initial customer contact to completed repairs, planned maintenance, and repair work orders, abas ERP is a total solution.

## CRM (Customer Relationship Management)

abas ERP's CRM tools allow your sales team to focus on prospects and customers by providing efficient support throughout the process, from initial contact, through first sale, recurring sales, and after-sales support.

## Sales

A diverse range of tools enable you to monitor and assess end-to-end sales processes, including opportunities and outstanding quotes, your current sales backlog, critical deadlines, and revenue planning performance. Additional features help you streamline your order processing to strengthen efficiency and increase customer satisfaction.

## Integrated DMS

The document management system gives you greater control over the information in your documents. All documents are stored centrally, providing you and your team greater transparency and quick and easy access to current data for informed decision making. The integrated DMS fulfills all requirements for tamper-free archiving—legally compliant and forgery-proof.

## Procurement

Procurement tools track the status of purchasing and production activities. abas ERP enables real-time management of activities involved in handling materials, parts, assemblies and operations from raw material to finished product.





PRODUCTION &  
SUPPLY

"ABAS ERP'S WIDE RANGE  
OF FUNCTIONALITY MAKES  
IT EASY TO FIND OUR  
INFORMATION, AND THE  
REAL-TIME REPORTING  
GIVES MANAGEMENT A  
NEW POINT OF VIEW"

**KÜBRA**

Loves reading, breeding plants and  
swimming. Consultant for Marma-  
tek in Turkey.

## ABAS ERP IN ACTION **HIGHLIGHTS FOR PRODUCTION MANAGERS**

From made-to-order to mass production, supply chain and production teams are the backbone of any business. But faster, internationally networked production processes and the drive for shorter lead times put enormous strain on your planning and resources. The need to optimize processes and increase the quality of supply chains has

never been greater. Only with improved control over inventories, capacities, production capabilities, and streamlined scheduling can you keep your organization on track.

abas ERP allows you to reduce costs, increase customer service levels, reduce lead times, and increase productivity.

**abas ERP provides you and your team the tools to:**

- Schedule and meet demand requirements
- Accurately plan materials, capacities and deadlines
- Reduce lead times and inventories
- Control, evaluate and optimize production processes

## Production

Whether your business specializes in discreet or process manufacturing, job production or mass production, abas ERP delivers the tools that help your team plan and manage resources, capacities and deadlines, including:

- Production and assembly planning with a graphical console
- Multiple machine operation
- Configurable production lists for product variants
- Distinction between series and prototypes with project-driven production
- Serial numbers and lot management
- Equipment records with life cycle BOMs and spare/wear parts lists
- Integration and planning for subcontracting.

## Warehouse and Logistics

abas ERP supports your warehouse and logistics management with:

- Precise warehouse structure mapping
- Configurable reservation scenarios
- Automatic replenishments
- Inventory management
- Goods storage, withdrawal and relocation using mobile devices
- Shipping planning

## Sales Planning

Statistical and collaborative forecasting as well as product family planning all help predict what you will need to have in stock and plan available resources.

## Advanced Planning

Detailed shop floor planning and visualization are among the state-of-the-art tools that help manage your production scheduling. Advanced planning considers both resource availability and inventory constraints to visualize achievable schedules and support decision-making processes.





## PROJECT MANAGEMENT

**"I LIKE WORKING  
WITH ABAS BECAUSE  
THEY UNDERSTAND  
OUR NEEDS AND CAN  
MAKE THE SYSTEM  
MEET OUR REQUIRE-  
MENTS."**

**XIAO MIN**

Enjoys reading and traveling. Is also a factory project manager for TA YA Canvas in Shanghai, China.



## ABAS ERP IN ACTION **HIGHLIGHTS FOR FINANCE MANAGERS**

You're not in the business of being "close enough." From accounting, budgeting and reporting to procurement and sales initiatives, your planning numbers need to be perfect.

abas ERP's financial modules provide you and your team with

the tools to stay on top of your organization's financial resources, strengthen collaboration, integrate systems, and use business intelligence to consolidate financial information across multiple companies. We provide flexible financial reports, fixed asset management, variable inventory costing, and itemized contribution margin calculations.

To help you stay on top of your organization's financial resources, abas ERP provides you and your team the tools to:

- Access essential data in real time
- Track costs and analyze efficiency
- Ensure accountability and compliance
- Accurately monitor and report business assets
- Streamline group accounting
- Manage your AR, AP, GL, Balance Sheet, P&L, and other reporting

## Cost and project accounting

abas ERP's project accounting uses cost types, cost centers and cost objects to create multi-dimensional, multi-level accounting with views for any aspect of your business. The software features an automatic allocation function and the ability to generate a truer profit analysis than traditional work order costing.

## Controlling

Business planning and control is made easier with abas ERP's state-of-the-art analysis and management tool. KPIs are graphed visually for the current fiscal year against multiple planning scenarios, showing you financial trends as they develop.

## Fixed asset accounting

abas ERP also allows you to manage fixed assets in your company, regardless of industry. It provides both qualitative and quantitative overviews of available assets, including year-end closing evaluations.

Sophisticated depreciation features perform calculations quickly and easily, generating detailed business and tax reports.

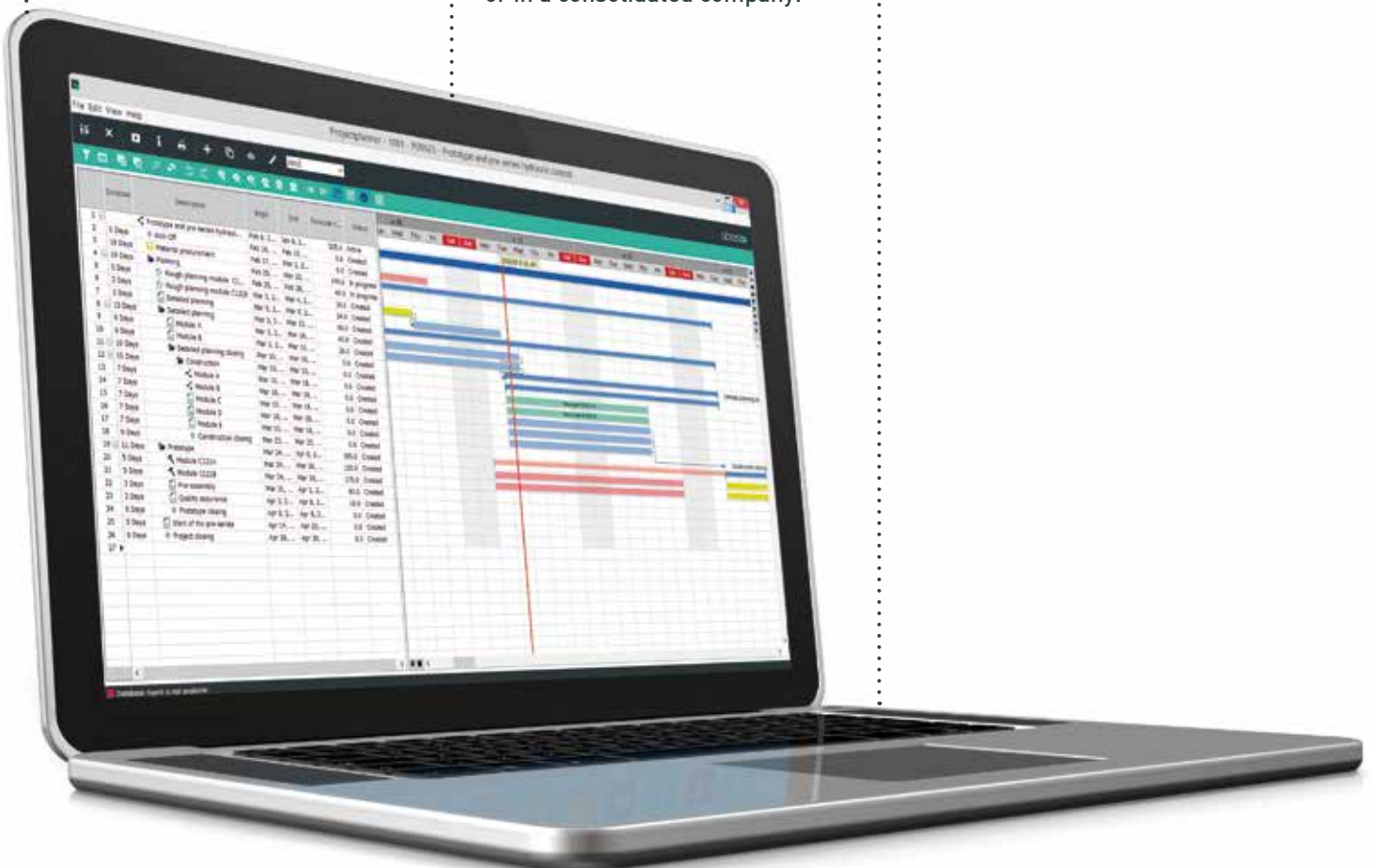
## Group accounting

Group accounting in abas ERP allows your team to create, manage, consolidate, and analyze financial transactions and reports across multiple companies, business units or countries within your organization. You can set up multiple entities in one database, run processes, close books, and report results either by company or in a consolidated company.

## Financial accounting

With fully integrated ERP accounting tools, abas allows you to easily manage all of your financial management and compliance requirements. It includes a complete and integrated set of ERP accounting functionality that is both comprehensive and scalable for small businesses, large multi-national corporations, and everyone in between.

In addition to standard general ledger, accounts payable and accounts receivable functionality, abas financial accounting also provides complete data transparency and value flow across the enterprise and includes a wide range of standard financial reports. This differentiates abas ERP from many other ERP systems, which require links to third-party solutions.





IT &  
ADMINISTRATION

*"I'M IMPRESSED BY  
HOW EASY THE SYSTEM  
IS TO OPERATE."*

**CRAIG**

Enjoys woodworking and golf.  
IT/ERP coordinator at Cadman  
Power Equipment.



## ABAS ERP IN ACTION **HIGHLIGHTS FOR IT ADMINISTRATORS**

As an IT administrator, you manage the tools that keep your company up and running. Without you, operations grind to a halt. From ensuring availability and improving business processes to securing data and leading innovation within your organization, expectations are high, and there's no room for error. You're responsible for a broad range of technologies and

need to manage diverse software solutions and operating systems—all while coordinating with different vendors, resolving day-to-day IT issues, and controlling a flood of information that needs to be current, transparent, and available. Your best chance for success rests on reliable, easy-to-implement and easy-to-expand solutions.

**abas ERP makes your job easier with:**

- A reliable implementation strategy
- Intuitive, device-agnostic operation
- High availability—even during system and process changes
- An efficient and robust database
- Mobile solutions for external workforces
- Extensive integration and customization tools

## Connected Everywhere

The abas hybrid operating concept empowers users by providing access to relevant data from both their desktop and their preferred mobile devices. Streamlined operating interfaces enable a seamless transition. In addition to the native Windows interface for workstations in the office, a web client is available for laptop and Mac users, as well as mobile applications for tablets and smartphones. All applications and operating interfaces access a single database. Company data can be recorded using a scanner, tablet or touch terminal, and authorization processes are complemented with signature capture.

## Mobility

From purchasing to external service and sales teams, abas mobile apps provide non-stop support around the world to increase your team's flexibility. Scalable and portable, the mobile apps can run on numerous mobile platforms, including tablets and smartphones.

## Customizing

Quickly implement your individual requirements with a comprehensive range of customization tools. The access and programming options are easy to learn and master. Fields and functions can be freely configured and expanded without hindering upgrades.

## Low Hassle

We keep stress to minimum right from the start. Our reliable implementation strategy ensures shorter implementation periods, which lead to a quicker return on your investment. We also provide low-maintenance solutions for the operating system and interfaces.



# THE REAL KEYS TO SUCCESS FOR YOUR ERP IMPLEMENTATION:

**01** ~~TECHNOLOGY~~  
*PEOPLE*

**02** PROJECT MANAGEMENT  
*+ METHODOLOGY*

**03** ~~STABLE~~ *AGILE*  
BUSINESS PROCESSES

**04** COST ANALYSIS  
*ESPECIALLY  
OPERATING COSTS*

## The People of abas

From our most successful customers, we've learned that the knowledge of individual team members is the most valuable resource for the effectiveness and competitiveness of any organization. That's why we strive to find the brightest and most creative minds in the industry. But beyond industry and process expertise, what matters most to us are the individual personalities and diverse perspectives of our team members. It's a philosophy reflected in our software, which can be tailored to roles, users, and situational requirements like no other solution today. No business can become a market leader without fully engaging their team. abas was founded on this simple principle, and it's one of the main reasons why our founders and many of our earliest team members are still passionate members of the abas family.

**"ABAS USA IS AN ORGANIZATION THAT TRULY EMBRACES CHANGE, WHICH IS CRUCIAL IN TODAY'S DYNAMIC TECHNOLOGY INDUSTRY."**

## **STEVENCY**

Dedicated tennis player. Financial consultant working with abas USA customers from the Sterling, Virginia office.



### **Effective Project Management**

Introducing a new ERP system is an enormous challenge for any organization. The expertise of your implementation partner is just as important as the software you choose. The quality of their implementation consulting and the effectiveness of their project management will determine your success. Since 1999, we have ensured consistent quality around the globe with our proven global implementation method.

### **Fluid Business Processes**

Imagine the advantages if you could improve your business processes seamlessly during operation. With abas you can stop imagining and start attaining. No other ERP solution equally allows you to configure, automate and secure mission-critical systems and workflows. We call it Fluid Process Modeling™.



**FLUID PROCESS MODELING™**

### **Best operating costs**

Analysts report that companies too often only compare implementation and maintenance fees while preparing for their ERP projects. This approach falls dangerously short as it neglects the biggest cost driver in ERP: Change. When evaluating ERP solutions, organizations should include the Total Cost of Change (TCC), which measures the cost of making changes to the ERP system to meet business needs in the longer term. When applying a holistic view of all costs, including the Total Cost of Change, abas ERP is unmatched.

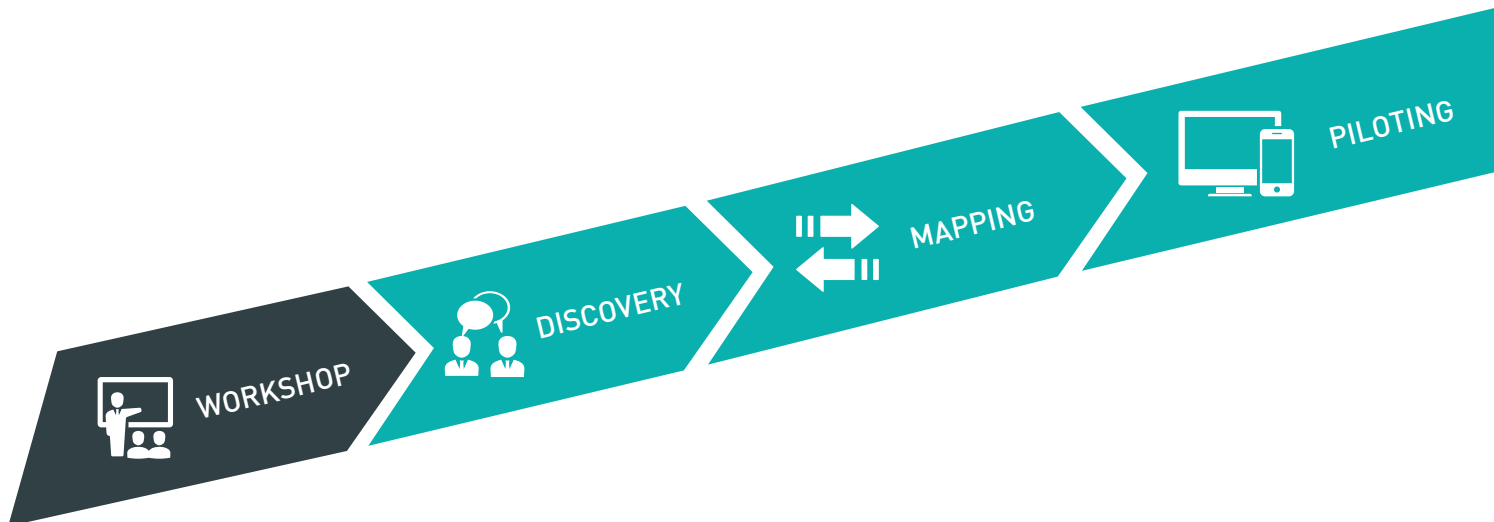
"WE USE ABAS ERP IN THE USA, SPAIN AND GERMANY. THANKS TO ABAS'S GLOBAL IMPLEMENTATION METHOD AND THE EXPERTISE OF THE ABAS PARTNERS, WE WERE ABLE TO LEVERAGE OUR INVESTMENT ACROSS BORDERS TO ACHIEVE QUICK RESULTS, STANDARDIZE DATA, AND CONSOLIDATE REPORTING. WE NOW HAVE REAL-TIME TRANSPARENCY THROUGHOUT THE COMPANY—AND AROUND THE GLOBE."

## CHRISTIAN

Hobby photographer, Scuba diver, Managing Director of ABEL Pump Technology.



## ABAS ERP PROJECT IMPLEMENTATION: 7 STEPS TO SUCCESS



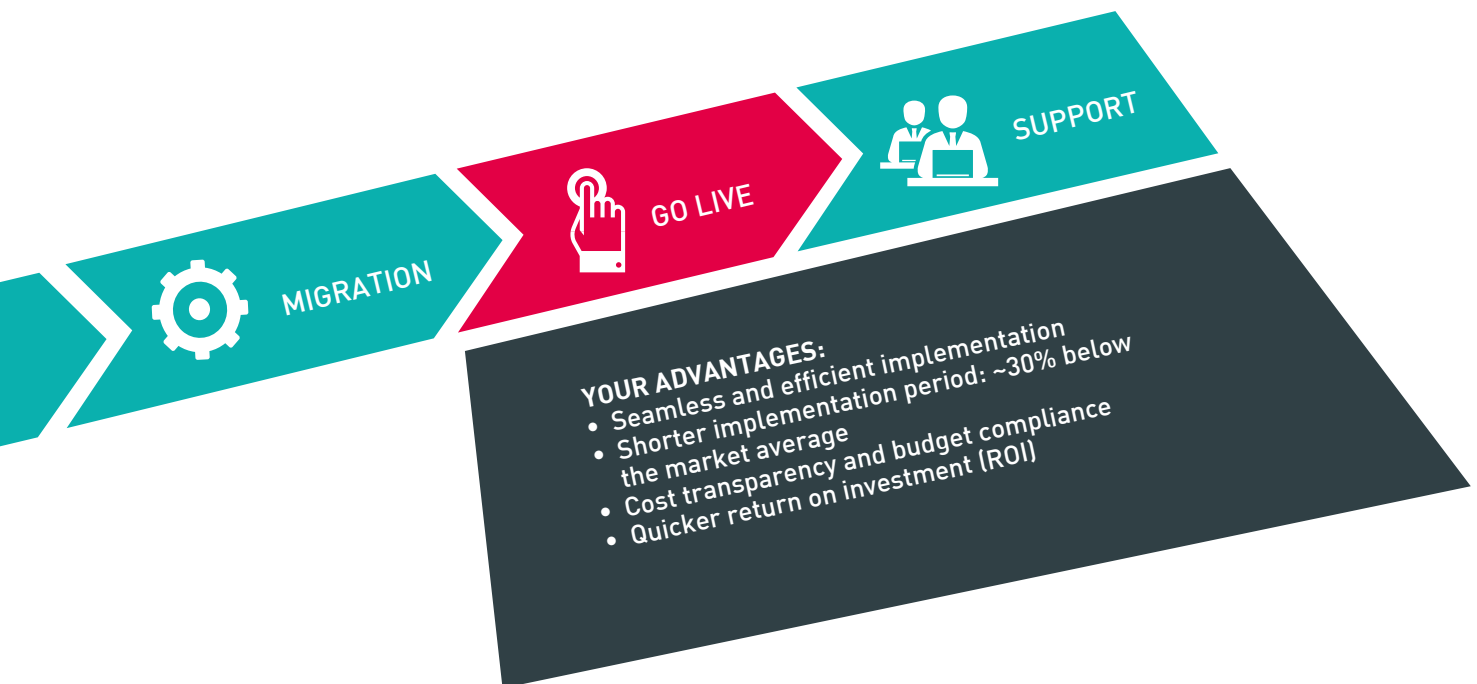
# Implementing abas ERP

## A GLOBAL METHODOLOGY

To ensure the highest level of security during the abas implementation and a quicker ROI for customers, we have developed a proven implementation method based on our 35 years of project experience.

abas' implementation methodology is a seven-step approach centered on the goals you want to achieve with ERP. It is designed to keep your project within budget and on time, while balancing available resources.

Even for international projects, you can be certain that this method will be used at all your locations. An overarching project organization manages the holistic aspect of the project and coordinates objectives, communications and procedures for multiple installations around the globe.





## These **(HIDDEN)** Champions rely on abas ERP:

- 2F-Leuchten
- ABEL Pump Technology
- ADA Cosmetics
- Andritz Ritz
- Anton Debatin
- Auerswald
- Beckwood Press Company
- Burgmaier Metalltechnik
- Buss
- CabTec
- CGR Group
- ChromaScape
- Clarion Technologies
- Computrol
- Elkamet
- Hammerbacher
- HOFA
- HOMA
- Ian-Conrad Bergan
- LACO Technologies
- LANA GROSSA
- LISEGA
- Meritem
- Nordost
- Pankl Racing Systems
- PRÄZI Flachstahl
- Q-Tech
- Ruffini
- Sattelmacher
- J. Schmalz
- Sellner school + office
- SKF Sealing Solutions
- Sintorsa
- Spreadshirt
- SteloTec
- Tamron Europe
- Tulux
- Zoller



## HIDDEN CHAMPIONS RUN ABAS ERP! **WHAT ABOUT YOU?**

They make engine and drivetrain systems for Formula 1, design and manufacture industrial vacuum solutions, provide premium cosmetic products to hotels around the world, or are trendsetters for modern living... But they all have one thing in common. They are all Hidden Champions.

Each of these highly specialized, mid-market companies has run their business with heart and soul to become a market leader in their niche industry—many of them even internationally. At abas, we are privileged to have so many of these (global) market leaders among our customers and are proud to support

and accompany them along their path to success—often over decades. On the following pages we would like to introduce to you a small selection of the Hidden Champions that rely on abas.



CUSTOM  
MANUFACTURING

## CHROMASCAPE HELPING IMPROVE ALL ASPECTS OF BUSINESS

### PRODUCTS

Manufactures colorants and additives

### EMPLOYEES

101

### LICENSES

50

### ABAS USER SINCE

2012

### LOCATIONS

USA

### PROJECT HIGHLIGHTS

- Simulation helped identify what was and what wasn't working
- Collaboration of all departments to work on the shortcomings and make improvements to prepare for the go-live date
- Data clean up identified some inefficiencies that the team was able to make small immediate improvements on

Established in 1998, ChromaScape is a colorant and additives company that provides products to many markets under the brand names Amerimulch, Solution Dispersions, ChromaPave and Innotech Decorative Concrete Products. ChromaScape now relies on abas ERP's forecasting module to run their sales and operating planning. During the implementation process, ChromaScape realized some of the other functions of abas ERP, including CRM and service, would allow them to make even bigger improvements to their business. They have also customized their reports and databases to make it better fit their particular value indicators. ChromaScape is excited to upgrade to the latest version of abas ERP software and start using the Unity Server for mobile applications.

**"WE REALLY RESPECT ABAS' DETERMINATION TO CONTINUALLY IMPROVE THEIR PRODUCT AND SERVICES, AND IT HAS REALLY MOTIVATED US INTERNALLY TO DO THE SAME."**

Ryan Stayanchi, Director of Operations  
Planning  
[www.chromascape.com](http://www.chromascape.com)



INDUSTRIAL  
MACHINERY

LACO Technologies

## FASTER PRODUCTION TIMES WITH ABAS ERP

### PRODUCTS

Vacuum technology solutions, leak-testing solutions

### EMPLOYEES

More than 50

### LICENSES

23

### ABAS USER SINCE

2010

### LOCATIONS

USA

### PROJECT HIGHLIGHTS

- Accommodated wide range of manufactured products from simple standard products to large custom products
- Mass customization tools

Founded more than 35 years ago, LACO is one of the leading manufacturers of vacuum process technology. Some of LACO's system applications include altitude and space simulation, package testing, degassing, potting, brazing and joining, vacuum bake-out and drying, research and instrumentation and product testing. LACO selected abas ERP because it is a flexible system that can accommodate their unique range of products and processes. With abas ERP they have been able to develop Infosystems that help them do a better job of forecasting, planning, and producing in their Calibration Lab department. They are also able to view and correlate quotations, bookings, production, and shipments in a matter of minutes. LACO said their production and shipment pace has been higher than ever with the help of abas ERP.

**"WITH THE COOPERATION AND SUPPORT OF ABAS USA, WE HAVE DEVELOPED THE ABILITY TO DO OUR OWN CUSTOMIZATIONS SUITED TO THE NEEDS OF OUR OPERATIONS. BY FAR, IT'S EASIER TO DO THAN WITH OTHER ERP SYSTEMS I HAVE USED IN THE PAST."**

Greg Pennington, Production Manager  
[www.lacotech.com](http://www.lacotech.com)



ELECTRONICS

Q-Tech

## A LONG-TERM SOFTWARE SOLUTION

### PRODUCTS

Crystal oscillators

### EMPLOYEES

160

### LICENSES

40

### ABAS USER SINCE

2010

### LOCATIONS

USA

### PROJECT HIGHLIGHTS

- Software was customized to fit specific needs
- Easy navigation through menus and screens
- Support from members of the abas implementation team

Q-Tech Corporation provides state-of-the-art crystal oscillators and other frequency control devices for use in high reliability military, aerospace, down-hole, and deep space applications. Q-Tech offers domestic oscillator and crystal manufacturing capability ranging from standard clock oscillators to RAD hard space rated TCXOs, OCXOs, and SAW oscillators, using both hybrid and printed circuit board based technologies. Q-Tech chose abas ERP for its ability to customize the software to their unique requirements as well as the easy-to-navigate user interface.

***"ABAS ERP SOFTWARE WORKS FOR US IN MANY AREAS OF OUR BUSINESS, AND IT WILL BE OUR SOFTWARE OF CHOICE FOR MANY YEARS TO COME."***

Alex Kris, IT Manager  
[www.q-tech.com](http://www.q-tech.com)



CUSTOM  
MANUFACTURING

## BECKWOOD PRESS COMPANY SOFTWARE YOU CAN CHANGE WITH

### PRODUCTS

Custom equipment and machinery with a focus on hydraulic presses

### EMPLOYEES

40

### LICENSES

15

### ABAS USER SINCE

2012

### LOCATIONS

USA

### PROJECT HIGHLIGHTS

- Solid works integration
- Time tracking integration with Tractivity
- Customized estimating screen
- E-Business with customer document access

Beckwood Press Company is a leading hydraulic press manufacturer, leveraging nearly 40 years of engineering and manufacturing experience. Beckwood's headquarters are located in St. Louis, MO USA. They offer quality, custom hydraulic presses for virtually every industry & application, from hot forming presses for aerospace structures to punching and stamping presses for automotive parts. Beckwood also manufactures the Triform line of sheet hydroforming presses, hydraulic ring expanders, hot joggle presses, and stretch forming machines.

Beckwood does not have pre-made sub-assemblies or variations because they make most of their products from scratch, so they rely heavily on abas ERP's Solid Works integration to create parts for each job as they come. abas ERP has also helped Beckwood improve customer interaction with E-Business tools that integrate directly with the abas system.

**"BECKWOOD IS IN BUSINESS TO FUNDAMENTALLY CHANGE THE WAY CUSTOMERS APPROACH MANUFACTURING CHALLENGES. WE OFFER CUSTOMIZED SOLUTIONS THAT PROVIDE INNOVATIVE AND COMPETITIVE ADVANTAGES TO OUR CUSTOMERS. ABAS HAS PROVIDED THAT SAME IDEA OF CHANGE TO US IN HOW WE OPERATE ON A DAY-TO-DAY BASIS. THROUGH CUTTING EDGE FEATURES AND A CUSTOMIZABLE INTERFACE, WE HAVE REALIZED A MORE EFFICIENT, TRANSPARENT METHOD OF CONDUCTING OUR BUSINESS THAT ALLOWS US TO BETTER FOCUS ON CREATING CHANGE FOR OUR CUSTOMERS."**

Josh Schroeder, Lead Project Manager  
[www.beckwoodpress.com](http://www.beckwoodpress.com)



INDUSTRIAL  
MACHINERY

LISEGA

## ABAS ERP ACCOMPANIES GLOBAL EXPANSION

### PRODUCTS

Pipe mounting systems for large industrial plants

### EMPLOYEES

1,100

### LICENSES

302

### ABAS USER SINCE

1991

### LOCATIONS

USA, Germany, England, France, China, Saudi Arabia

### PROJECT HIGHLIGHTS

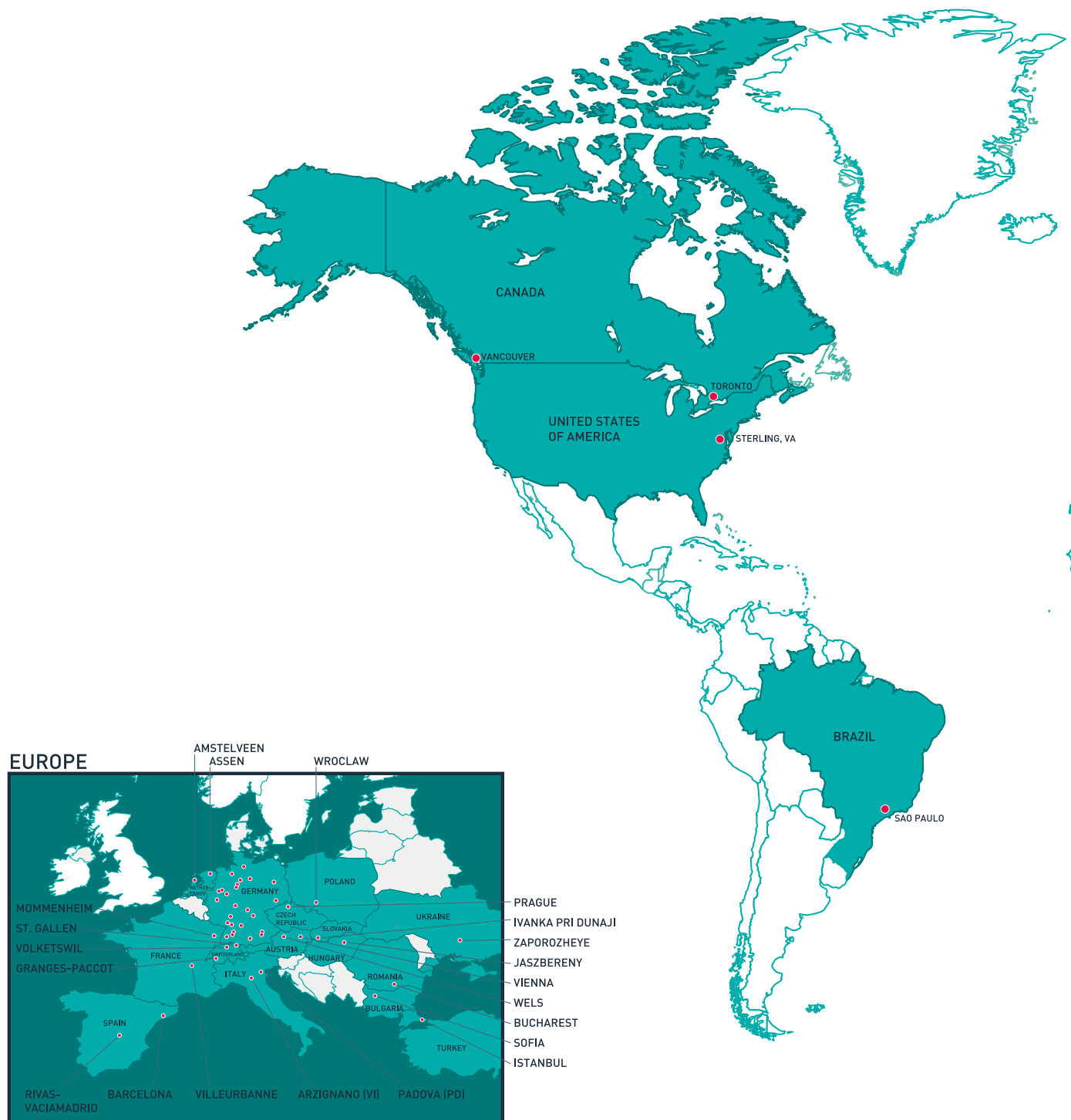
- Multiple operating languages
- Modifications quickly adopted in all subsidiaries
- Upgrades imported over a single weekend
- Customizations are available for long-term use
- Business process automation options
- Centralized process management with superior inventory accountability, reduced stock, increased availability, transparency throughout the entire group, and improved information flow

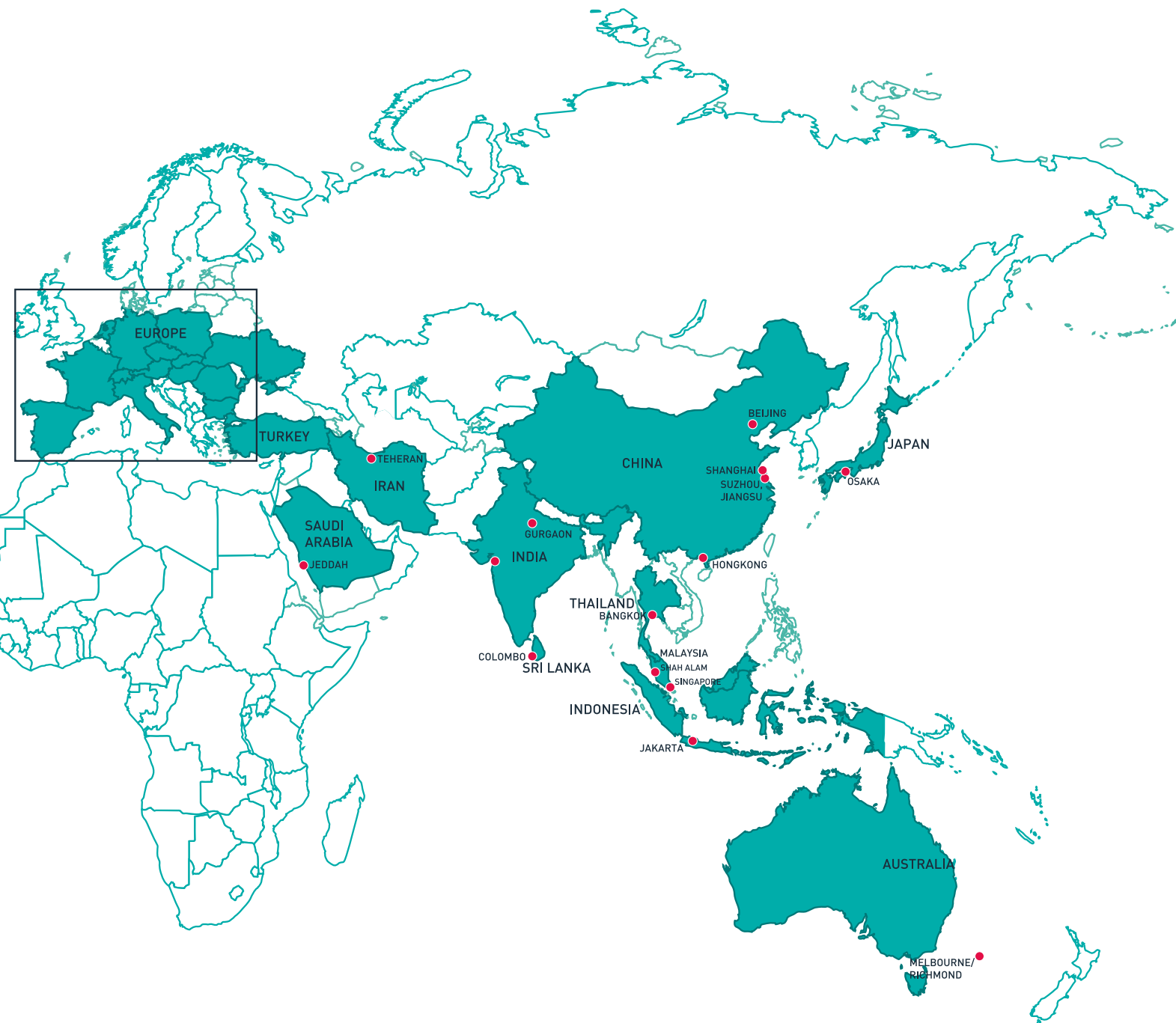
LISEGA is a pipe specialist for major plant engineering and construction sites. LISEGA application areas are chemical and petrochemical installations, all types of thermal power plants, incineration plants, sugar factories, biogas installations and similar facilities - where liquids or gas, primarily at high temperatures, are transported by pipes. Since their founding in 1964, LISEGA has become an international market leader for pipe mounting systems. The company is based in northern Germany with two production sites, and has additional production sites in the United States, France, the UK, and China, along with a global distribution network that includes 39 representatives in 36 countries. abas ERP has accompanied LISEGA's expansion since 1991. The system's international and multiple-language capabilities are of great significance to LISEGA, as today more than 300 concurrent users around the world rely on the ERP software from abas.

**"WE'VE BEEN USING ABAS ERP SUCCESSFULLY FOR OVER TWO DECADES, AND IT PERVADES ALL ASPECTS OF OUR BUSINESS. DESPITE REGULARLY REEVALUATING OUR NEEDS, WE HAVE YET TO FIND ANOTHER ERP VENDOR THAT PROVIDES A BETTER MIX OF COST AND FEATURES. THE SOFTWARE CONTINUES TO EVOLVE, AND THE DIRECTION OF THE ROADMAP IS EXTREMELY POSITIVE-- WE EXPECT TO CONTINUE WORKING WITH ABAS ERP WELL INTO THE FUTURE."**

John Kupski, IT Manager  
[www.lisega.de](http://www.lisega.de)

**ABAS IS THERE FOR YOU. AROUND THE GLOBE.  
AT 65 LOCATIONS. IN 29 COUNTRIES.  
WITH MORE THAN 1,000 EXPERTS.**





**WANT TO LEARN MORE ABOUT ABAS ERP  
OR SCHEDULE A DEMO?**  
**WWW.ABAS-ERP.COM | INFO@ABAS-USA.COM**

# **NEXT GENERATION ERP SOFTWARE FROM OUR PEOPLE TO YOURS**



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45999 Center Oak Plaza, Suite 150 | Sterling, VA 20166 | USA  
info@abas-usa.com | www.abas-erp.com