

IBS Business Solution AG

WITH LOVE TO YOUR GROWTH FIGURES!

IBS Business Solution AG

People & Business Intelligence Solutions for You

- Mission & Vision
- Economic situation; Challenges and opportunities
- BI Analysis and Planning; Advantages and possibilities
- Opportunities und advantages with BI for companies
- Succes stories / Industry-specific topics
- BI-Investment vs temporary „solutions“ for optimizing

Intelligent solutions: quick, competent, secure

Company History

- 1997 Business Intelligence Solution SME with COGNOS
- 1999 BI Solutions with MIS and Business Objects
- 2002 Large Project with Cognos WEB-Solutions und DWH
- 2004 Subcontracting for Intentia Switzerland (BI/BPW)
- 2005 Official Reseller Partner of COGNOS
- 2005 BI Service-Level Agreements for SME
- 2005 Further development for BI Solution Partner
- 2005 CRM Service Level Agreements for SME
- 2006 Naming to IBS Business Solution with Share 200K CHF
- 2006 Moving to Technopark® Luzern
- 2007 SME Cockpit Solution package
- 2008 SME-BI-BOX
- 2009 Silver Partner IBM COGNOS
- 2010 global support Provider IBM COGNOS
- 2011 ISV Innovation partner and IBM premier partner in the IBM Analytics brand

IBS Business Solution AG

Mission & Vision

- Challenges and wishes of our clients are leading
- The client gets foremost software independent advice
- Our Solutions and Services match the requirements of the client
- In summary first Business then technology
- We support our client's success
- We aim for a longterm partnership with our clients, and train our employees accordingly

Our solutions: Return On Investment in 3 months

Economic situation

Challenges

- Uncertain market conditions
 - Revenues decrease
 - Uncertain development of competitors
 - Tight cost budgets
 - Difficulty to raise money
 - Maintain own quality expectations
- Dependant on good relationships with clients and suppliers
 - Investments in Sales and Marketing
 - M&A
 - Drive growth by optimizing liquidity and finance plans
 - Leverage, Effectiveness and Efficiency

But still: double-digit growth for BI Solutions!

Economic situation

Opportunities

- Ability to grow faster than the market
- Optimize costs
- Quality assurance
- Optimize supplies
- Secure financing
- Gain potential customers and keep current customers
- Swift recognizing and implementing of Quick Wins
- Control measures to take actions
- Investigate suppliers, Optimizing costs
- Efficiency, ensure liquidity and good credit ratings

Use of BI solutions: increase of 10-20% profit possible
according to Gartner

Business Intelligence (BI)

Advantages of BI Analysis & Reporting

- Up-to-date information always available (web) – Ad-hoc Analysis
- Graphical presentations
- Flexibility in Reporting at the end-users
- Depending on user needs, different solutions (Dashboard, cube, lists, reportbook etc.)
- Flexibility of the solution
- One version of the truth; Alignment with business processes
- Re-usability and predictability
- Analysis of quality, costs, processes, P&L etc.
- Monitoring (information and actions on variances)
- Cost effective solutions with short ROI
- Relevant data, hidden patterns within data gets transparent

Business Intelligence (BI)

Advantages of BI Planning

- Improve budget processes and Planning&Control Cyclus
- Top-down, bottom-up planning and forecasting
- Increased accuracy by validated Forecasts with integrated Analysis
- Excellent control of Workflow
- Maximize use of Modelling- and Simulations
- High acceptance by End-users through easy browser access.
- Audits
- High flexibility and scalability
- Dynamic Models, which can grow with organization changes

Advantages “Finance”

Efficiency in Reporting, Planning and Auditing through:

- Up-to-date financial figures
- Less expenses on Monthly, Quarterly and Yearly Closings
- Less effort in investigating details and finding accounting errors (details)
- Early Warning System for errors and unforeseen variances
- Improved transparency with help of Audit-trail

Optimized liquidity and Financial security through:

- Automatic guarding of accounting receivables and exposures to financial risks
- Transparency (Financing potential through Banks)

Optimizing costs without Quality loss through:

- Quick and flexible Cost Analysis and recognizing Cause and effect
- Better Analysis through enhancement of non-financial information like data from Clients, Products etc.
- Cost can be optimized with improved transparency → Decrease costs without Quality loss

Advantages “Purchasing”

Reducing Costs by:

- Improved Procurement and Provisioning of articles using ABC-Analysis → lower capital lockup
- Optimized choice of suppliers (the right ones, right number)
- Lowered costs for visiting suppliers
- Optimized Purchasing by constantly monitoring up-to-date data
- Lowered Production costs (substandard/waste) and improved quality

Efficient Supplier Assessment and ISO Certification

- Predefined Supplier Reports & Analysis
- Lower Cost for Quality certifications (ISO)

Promote customer satisfaction and retention through :

- Readiness for delivery (ABC analysis and appropriate management)
- Fewer complaints / returns due to higher product quality
- Positive effects for Cross-& Up-Selling and recommendations → sales revenue

Advantages „Sales & Marketing“

Optimized cultivation of markets and marketing

- Fast segmentation of customers with ABC Analysis and up-to-minute data
- Improved customer profiling, segmentation and selection
- Lower costs at higher Sales Revenues

Optimized Produkt Portfolios (Analysis):

- Top-Ten-Lists (for Revenue and/or Margin as well as other Performance Measures)
- A Product portfolio based on customer demand → Optimized Inventory

Optimized Sales Processes:

- WIN-LOSS Analysis, Gap-Analysis; Hit-Rate
- Supporting short-term Forecasts and mid-/long-term Planning
- Balancing cost and benefit

Advantages „SupplyChain“

Improvement of labor and material supply planning (purchasing) by means of:

- Quick overview of orders in process
- Overview of contracts and clearance sales

Analysis of customer complaints with the objectives of:

- Quality improvements
- Preventing customer attrition

Analysis of returns with the objectives of:

- Cost reduction and quality improvement
- Prevent customer churn and improved lead time

Optimization of order channels (sales and margin analysis for channels such as telephone, fax, e-shop, distributors)

Fast and transparent sales and partner invoicing

CRUCELL, Balance Scorecard Operational Reporting...

Mr Andrew Ferguson, Vice President Operations

"IBS Business Solution AG provides CRUCELL with full-service support in Consulting, Realization and Maintenance of our Data Warehouse and Business Intelligence solutions. The most important performance figures are optimally delivered over a BI Portal in a Balanced Scorecard for Operational Reporting. These KPIs are aligned with our most important Value Streams to ensure positive effects in the future."

Herr Wilhelm Trautmann, Project Mgr / IS

"For Production, Supply Chain, Quality and People a Data Warehouse and multidimensional Reporting application has been developed, which ensures that all Value Streams perform globally so that quantities and quality improve constantly. For IT a Service-Level Agreement including weekly systems check and fast response times has been worked out. This allows CRUCELL with very few resources at low costs the use of corporate BI Tools with a SME price tag."



PITEC, BI-Reporting Sales, Purchase, Provision, Finance...

Mr. Peter Gorbach, CEO

"IBS Business Solution AG serves PITEC within the areas of Consulting, Realization, Maintenance of Business Intelligence and Information Technology. Large amounts of data are loaded into multidimensional cubes and feed a wide variety of standard reports. Along with our longterm experience; this BI Information assists us in generating continuous growth."

Mrs. Karin Heinzer, Human Resource Manager

"For HR and our Sales Force, we got an application to calculate commissions that reflects monthly variable salaries and saves us time and money."

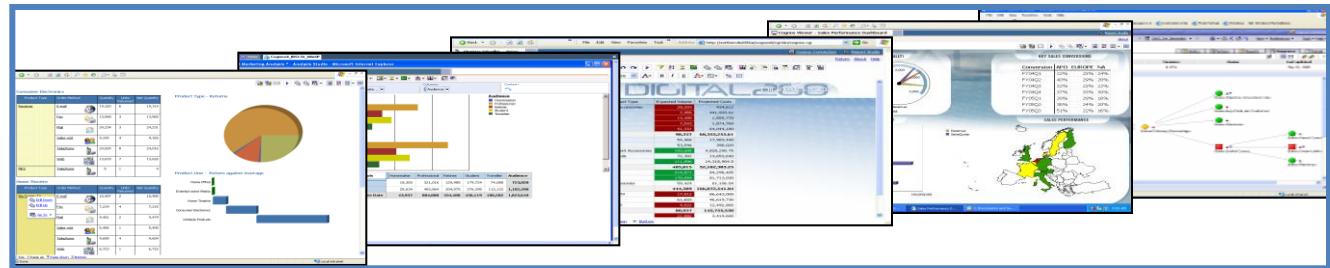
Mr. Dietmar Gohm, Finance and IT Manager

"In the area of IT, a service level agreement has been worked out with fast response and time to solution including weekly testing - this allows PITEC the use of enterprise BI tools at SMEs prices, without occupying resources and at low fixed costs."



IBS BI-BOX Solution

Mit dem Einsatz der IBM Weltführer Technologie in Hardware und Software bringt Ihnen die KMU-BI-BOX in kurzer Zeit EINE Plattform für EINE Hardware, für EINE Software und IHRE Solution zur Kostenreduktion im „Query-Bereich“



REPORTING

ANALYSIS

AD HOC QUERY

DASHBOARDS

SCORECARDS

Transaction Systems

Warehouses (Relational & OLAP)

Flat, Legacy or Modern



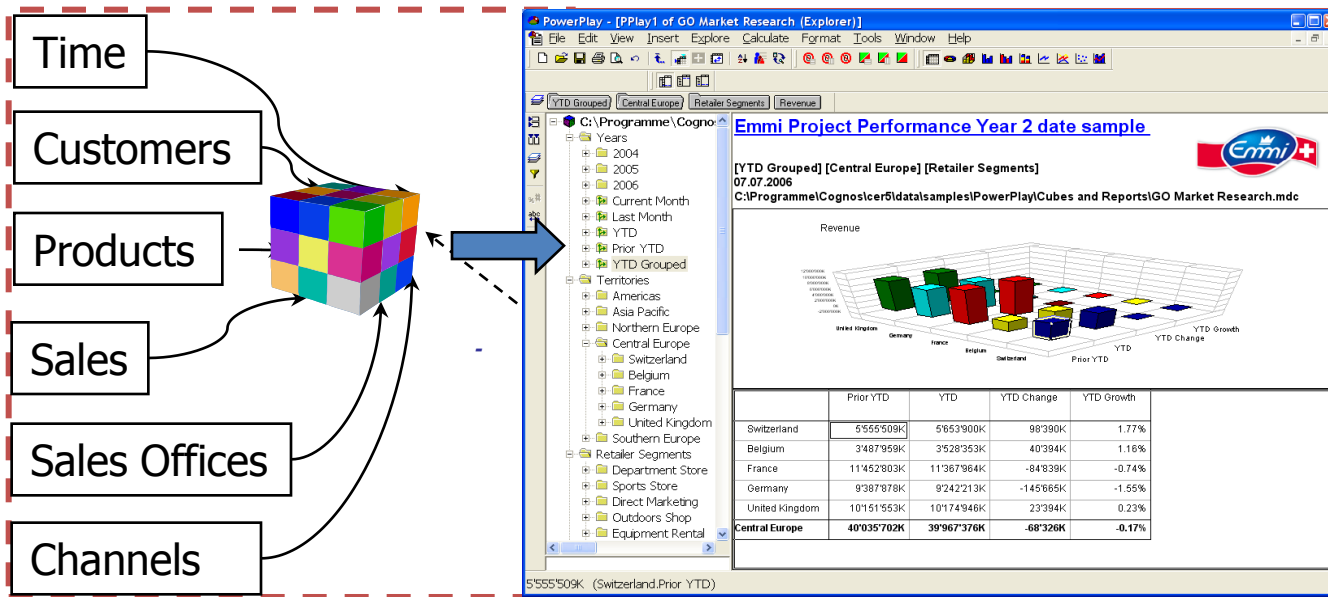
Siebel, SAP R/3, PeopleSoft, JDE, Oracle eBusiness Suite...

SAP BW, Teradata, DB2, SQL Server, Oracle, Informix, Essbase, MSAS...

JDBC, Excel, CSV, XML, ADABAS*, IMS*, VSAM*, CICS*...

Operative und strategische Entscheide werden gestützt und die Fragen "Wo stehen wir?", "Warum stehen wir so?" und "Was müssen wir tun?" sind auf der KMU-BI-BOX mit den Disziplinen von Reporting, Scorecarding, Planning, Controlling etc. in EINEM Framework lösbar. Business Intelligence einfach, kompetent und sicher, in einem Guss.

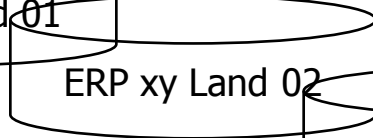
SME Cockpit



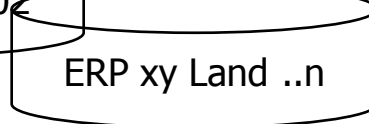
Finance File 01



Sales File 02



Order File ..n



BI Leader Tool



Diese Version beibehalten | | Diesen Bericht hinzufügen

Purchase Top View Price difference

Date: 18.06.2008

Time: 19:23:11

IST Preisabweichung FW	% Performance	Prior YTD	YTD	YTD Change
AT Austria	138.661	3'779.00	5'240.00	1'461.00
BE Belgien	0.000	14.00	0.00	-14.00
CA Kanada	-205.208	-480.00	985.00	1'465.00
DE Deutschland	71.080	25'038.00	17'797.00	-7'241.00
DK Dänemark		2'044.00	9'173.00	7'129.00
ES Spanien	-604.878	-41.00	248.00	289.00
FL Liechtenstein	5.743	1'776.00	102.00	-1'674.00
FR France	3.700	4'405.00	163.00	-4'242.00
GB Grossbritannien	/0	0.00	0.00	0.00
HU Ungarn	/0	0.00	0.00	0.00
IE Irland	/0	0.00	0.00	0.00
IT Italien	55.580	40'272.00	22'375.00	-17'897.00
LU Luxemburg	-15.854	-246.00	39.00	285.00
NL Niederlande	76.438	1'443.00	1'103.00	-340.00
PL Polen	/0	0.00	0.00	0.00
SE Schweden		135.00	2'323.00	2'188.00



18.06.2008

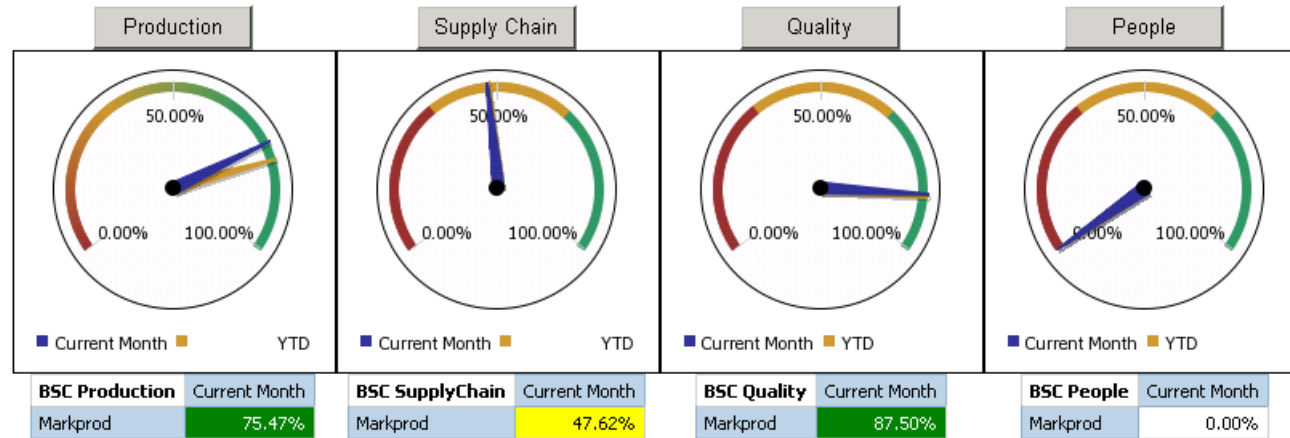
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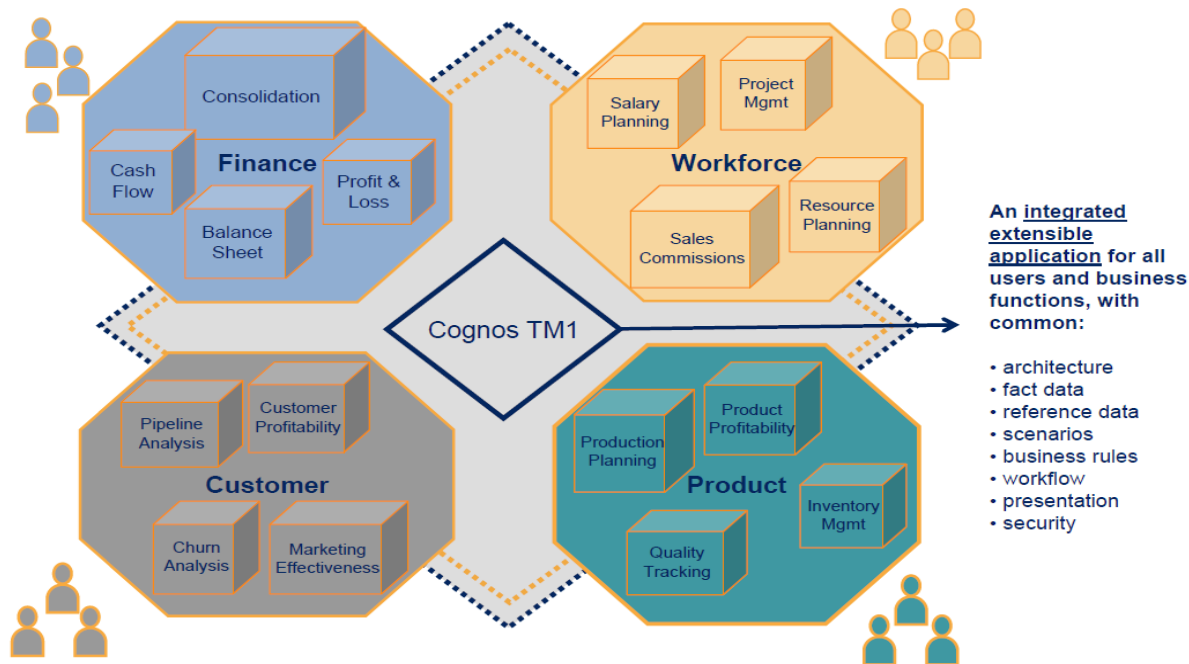
Lokales Intranet

100%

Operations Report



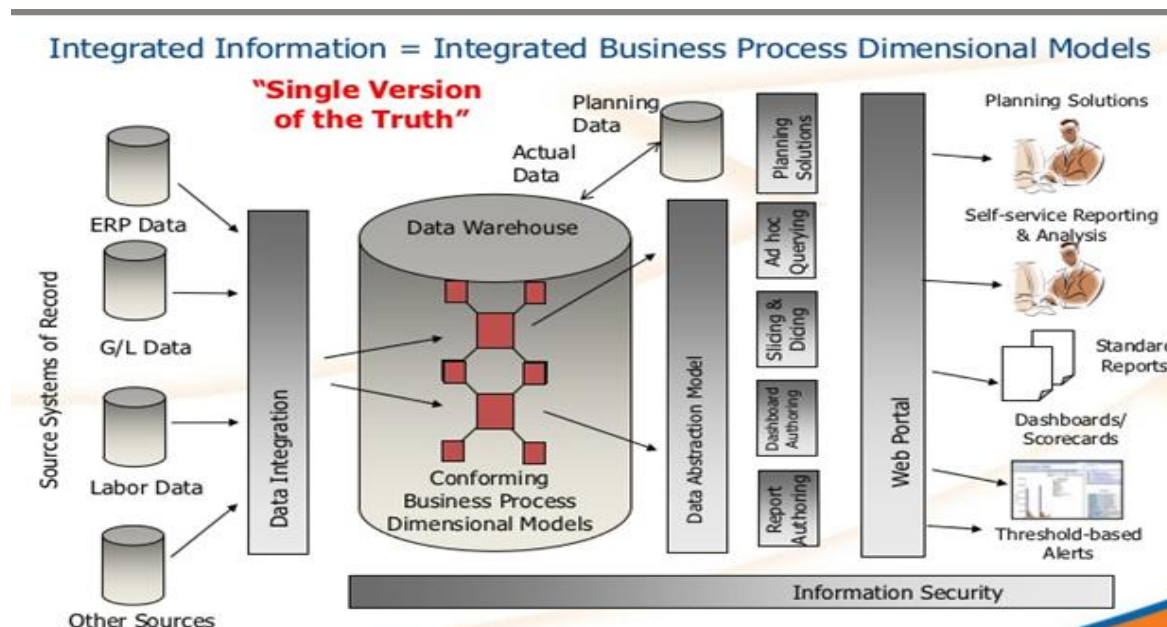
Health branch IBS purchase optimisation solution with IBM Cognos - TM1 Planning – Cognos Express Technology



What is it?

One common platform for reengineering financial planning process with a centralized database. More accurate projections due to frequent reviews and updates. An analysis tools, scheduling tools, simulation tools in house to the supplier maintained in house or in a subsidiary .

Health branch IBS purchase optimisation solution Optimisation of purchase finance stream



Why do it?

Enables planning process through data integration (including different departments) and frequent reforecast. Central control over the drivers and Key Performance Indicators. Time savings, transparency, seasonal versus linear programming and thus less wear or poor planning

Health branch IBS purchase optimization solution Optimization of corporate and local purchase

The screenshot shows the IBS software interface with a financial planning table. The table has columns for 'Last Year Actual', 'This Year', 'Budget', 'VarB-IYA', and 'VarB-LYA'. The rows are categorized by 'Accounts-Default' and include 'TOTAL', 'Expenses', and 'Occupancy' (with sub-rows 6001-6006). A context menu is open over the 'Occupancy' row, listing various actions like 'Proportional Spread...', 'Equal Spread...', 'Repeat...', 'Clear...', 'Percent Change...', 'Straight Line...', 'Growth %...', 'Relative Proportional Spread...', 'Relative Percent Adjustment...', 'Repeat Leaves...', and 'Equal Spread Leaves...'. The 'Copy' option is highlighted in the context menu.

Accounts-Default	Last Year Actual	This Year	Budget	VarB-IYA	VarB-LYA
TOTAL	000	000	000	\$4,602,000	\$4,712,000
Expenses	000	000	000	\$4,602,000	\$4,712,000
Occupancy	131			\$208,131	\$213,106
6001 - Telephone					\$23,678
6002 - Expense acco					\$23,678
6003 - Expense acco					\$23,678
6004 - Expense acco					\$23,678
6006 - Expense acco					\$23,678

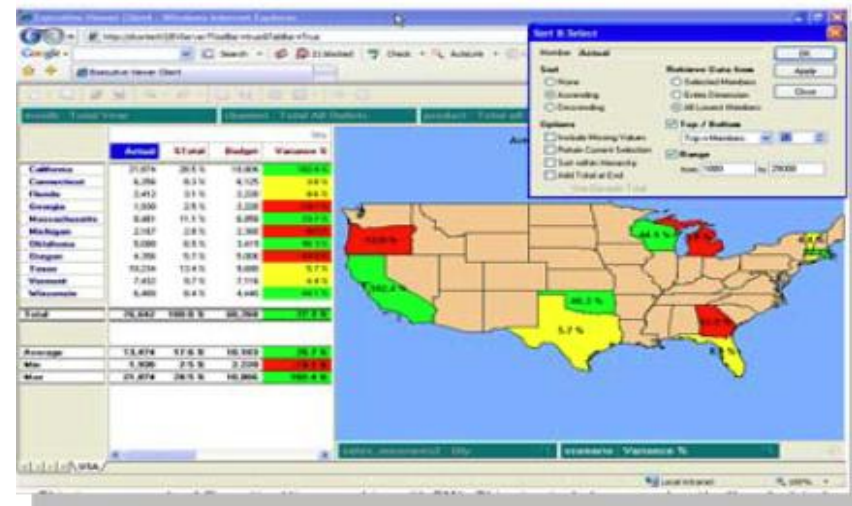
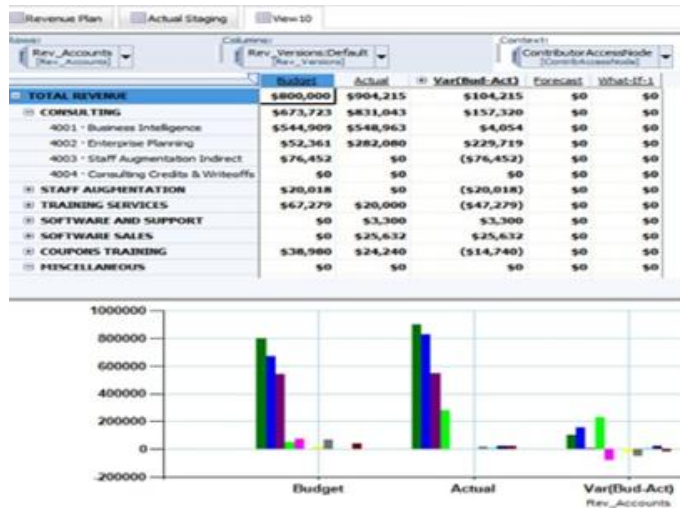
What is the benefit?

Fast Bottom-Up and Top-down capabilities in planning models. Easy actual data for all.

Secure department and product structure changes to planning models.

At least 5 - 15% in net purchase can be optimized for example , net purchase 6,000,000 5% per month = benefit 12,000 Sfr.

Health branch IBS purchase optimization solution Performance Enhancement



What now and with us?

Distributing Month end Actual Vs budget reports the day after close. Automatically update planning model structures from source systems. Smart plant is never too late due to the customer integration and same contact people since 2006.