

# Company Presentation



**be one**  
*solutions*

MANAGEMENT

CONSULTING

DEVELOPEMENT

SUPPORT

# Agenda

- **Be One Solutions AG presentation**
  - Our Company
  - Our Focus & Services
  - Our Coverage and Expertise



# Our Company

- be one solutions is an international SAP partner, based in Switzerland with subsidiaries in Germany, Hong-Kong, Japan and China.
- Our most recent subsidiary is **BIGLOBAL** based in the United States, serving all of the US and is a joint venture between be one solutions and Uniorg.
- An additional subsidiary in Brazil is planned for 2012.
- We specialize in worldwide rollouts and support of SAP Business One for large enterprises and their global subsidiaries.
- Our team's experience covers successful implementations in over 40 countries and more than 60 sites, guaranteeing our reputation as a proven and trusted leader in our market.
- We have a strong partnership with SAP and are certified Gold partners in every region where we are established

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# Our Focus

- Our focus is on partnering with large enterprises aimed at deploying a simple yet powerful global solution for their small & mid-size subsidiaries.
- Our customers' want to harmonize their ERP solution in terms of tools and processes in order to ease integration to their back-bone system.
- We are establishing long-term relationship with our customers:
  - Worldwide roll-outs, usually planned over several years
  - Building a dedicated team and know-how based on our customers' Business Processes
  - Maintaining customer's system up to date with evolving technology and business requirements

# Our Services

Our ERP package includes:

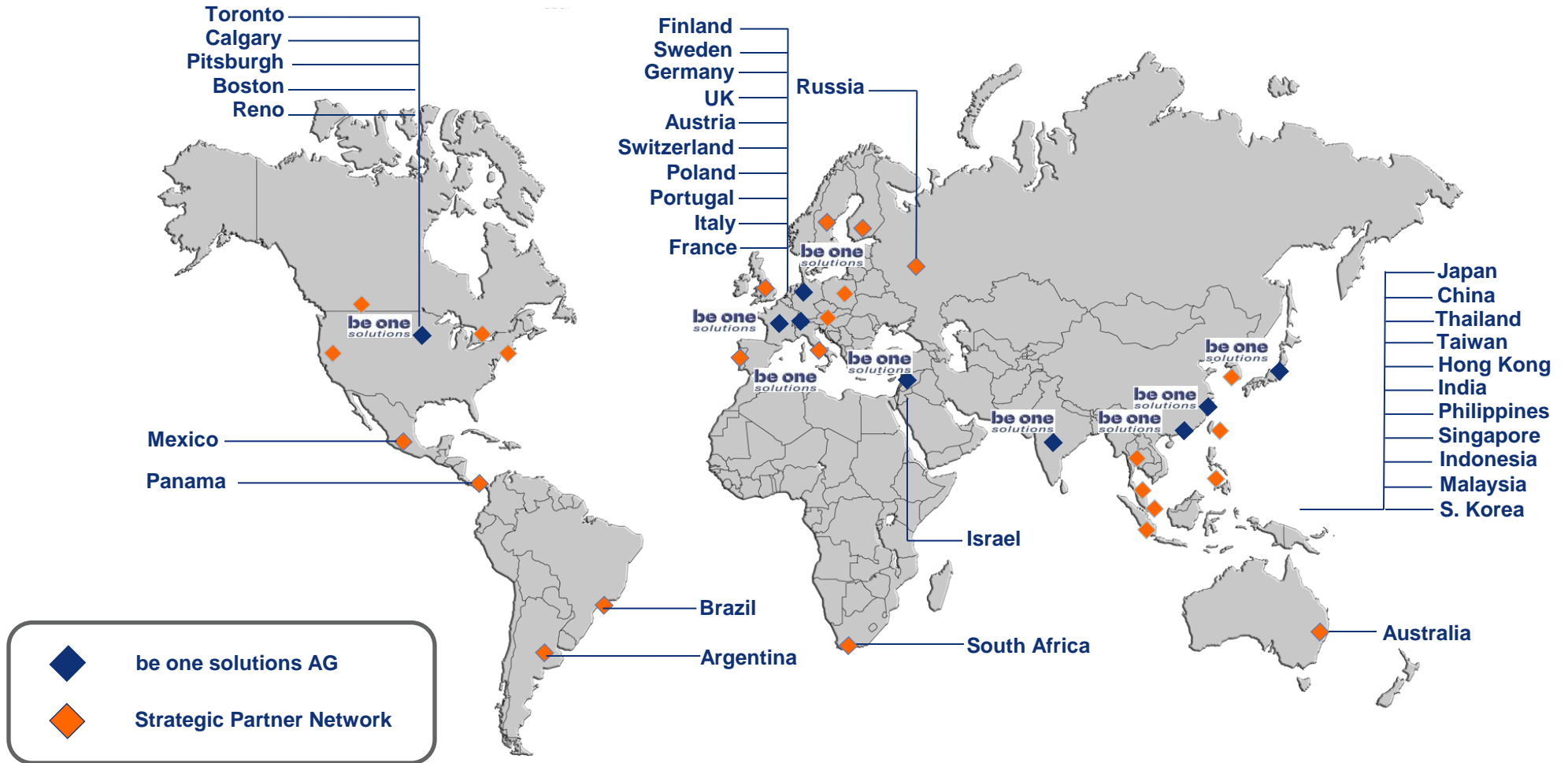
- SAP Business One
  - Blueprint, Pilot and Rollout
  - Licenses, Process engineering, Implementation methodology
- be.as Manufacturing add-on
  - Licenses, Production planning, Cost calculations
- Development add-ons + Integration scenarios to SAP & non-SAP solutions
  - SDK, B1iSN, B1iF, iBolt, EDI & Crystal Report
- Country / Business specific add-ons
  - Localizations (legal requirements)
  - Mobile solution (iPad, iPhone), Web integration, etc.
- Support services
  - 24x5 multi-lingual centralized support services
  - Case resolution web-based system , real time status tracking

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# Our People – Be1S / Partnership Coverage



# Our Expertise – Main References

- Our expertise covers the following industries:
  - Catering, Chemical, Mechanical, Mining, Packaging, Trading and others
- Some of our global References:



Activity: **Worldwide leader in adhesives and coatings, vibration and motion control, and magnetically responsive technologies**

Live sites: **12**, In progress: **4**, Planned: **8**



Activity: **Worldwide leader in the packaging industry**

Live sites: **3**, In progress: **3**, Planned: **6**



Activity: **Worldwide leader in the fibre industry**

Live sites: **10**, In progress: **3**, Planned: **6**



Activity: **worldwide leader in industrial minerals (fillers & pigments derived from calcium carbonate & dolomite)**

Live sites: **2**



Activity: **Worldwide largest independent catering & provisioning provider (airlines & rail roads)**

Live Sites: **1**, Planned: **5**



Activity: **worldwide leader in dental products for dentists and dental technicians**

Live sites: **2**



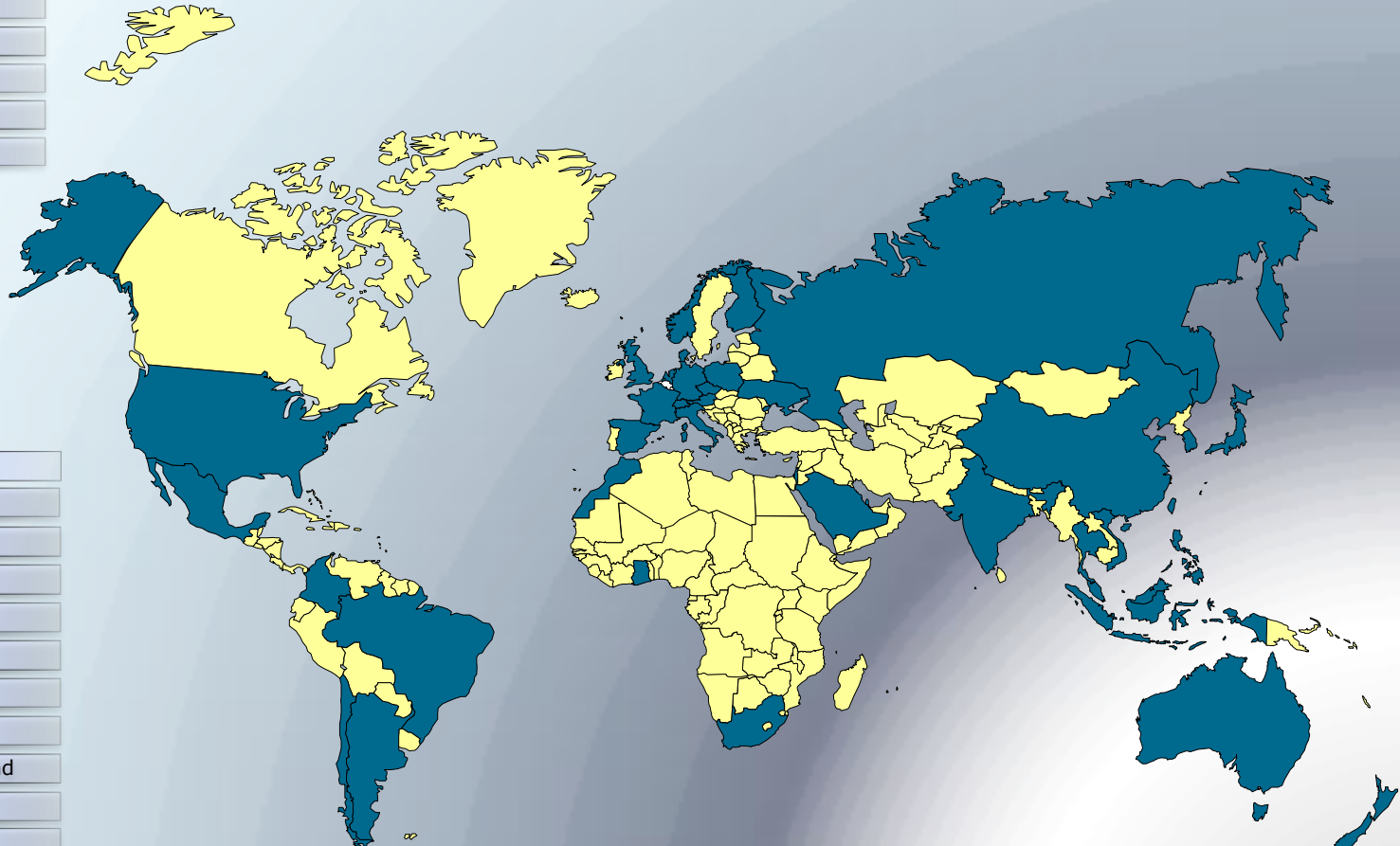
# Our Expertise - Countries

- Argentina
- Brazil
- Chile
- Colombia
- Mexico
- USA

- Ghana
- Israel
- Morocco
- Saudi Arabia
- South Africa

- Austria
- Czech Rep
- Denmark
- Finland
- France
- Germany
- Italy
- Netherlands
- Norway
- Poland
- Russia
- Serbia
- Switzerland
- Spain
- Ukraine
- UK

- Australia
- China
- India
- Indonesia
- Hong Kong
- Japan
- Macau
- Malaysia
- New Zealand
- Philippines
- Singapore
- South Korea
- Taiwan
- Thailand
- Vietnam



• 42 Countries

# Contacts



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