

# HANSAWORLD STANDARD ERP



THE WORLD'S BEST  
INTEGRATED  
BUSINESS  
PLATFORM



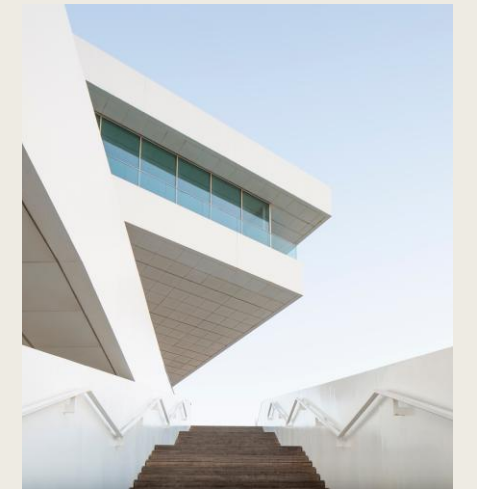
# ONE APPLICATION FOR ALL YOUR BUSINESS PROCESS





EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP

IN TODAY'S FAST-PACED BUSINESS  
WORLD, EFFICIENCY IS NOT A LUXURY—  
IT'S A NECESSITY. ERP SYSTEMS LIKE  
**HANSAWORLD ARE THE BACKBONE OF  
BUSINESSES**, INTEGRATING OPERATIONS  
AND DRIVING GROWTH.



RUNNING BUSINESSES  
BETTER, TRUE INTEGRATION,  
SCALABLE, TRIED AND  
TESTED, BASED ON BEST  
BUSINESS PRACTICES

# AGENDA

**OUR TRACK RECORD REFLECTS OUR  
DEDICATION TO EXCELLENCE AND  
DELIVERING VALUE TO OUR CLIENTS.**



- **INTRODUCTION TO HANSAWORLD ERP**
- **CORE FEATURES AND BENEFITS**
- **INDUSTRY APPLICATIONS**
- **TECHNICAL ASPECTS**
- **DEMONSTRATION**
- **NEXT STEPS**

# WHO IS HANSAWORLD

HansaWorld is a comprehensive enterprise resource planning (ERP) solution tailored to meet the needs of **small and mid-sized businesses**.

It offers a robust suite of fully integrated business applications, empowering organizations to efficiently manage key areas such as **finance, supply chain operations, customer relationship management (CRM), human resources, and project management**—all within a single, cohesive platform.



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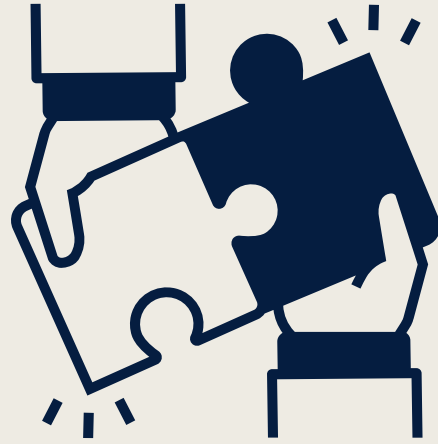
**MISSION:** TO PROVIDE BUSINESSES WITH SCALABLE, INTEGRATED SOLUTIONS THAT EMPOWER THEM TO STAY COMPETITIVE.

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**VISION:** BECOMING A GLOBAL BENCHMARK FOR QUALITY AND SERVICE EXCELLENCE.

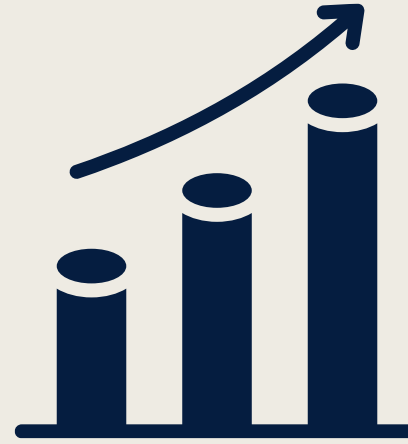
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**EMPOWERING BUSINESS EFFICIENCY WITH HANSAWORLD ERP**



### TRUE INTEGRATION

49 Modules  
Tightly Integrated



### SCALABLE

1 to 1000 users  
on one system



### TRIED AND TESTED

More than 79 000  
installations worldwide



### GLOBAL

Available in 30 languages,  
installations in 110 countries



### BEST PRACTICE

Vertical solutions  
for many industries



### MULTI PLATFORM / MOBILITY

Windows, Mac OS X,  
Linux, Android and iOS



2011



2012

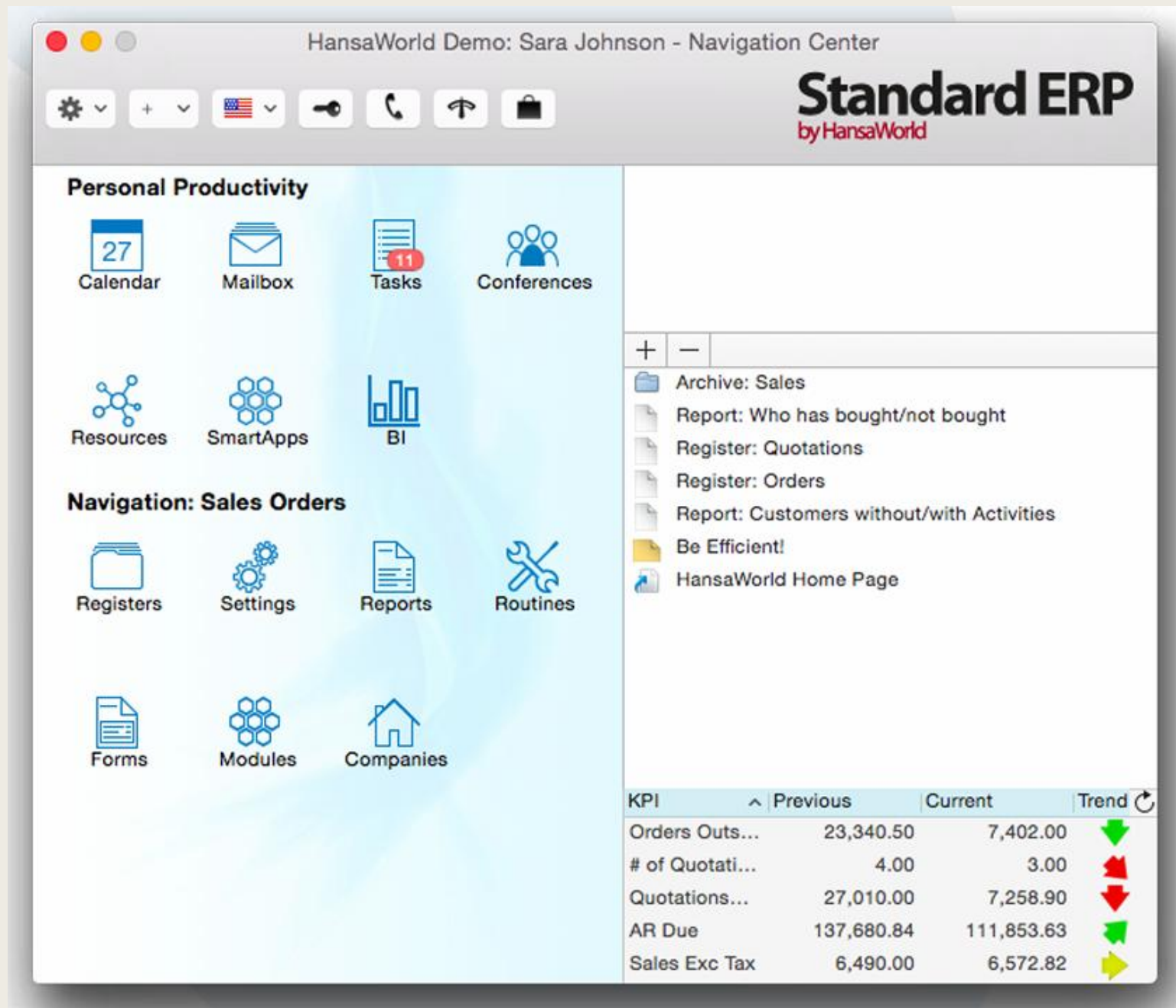


2012



2015

# AWARDS



**ONE APPLICATION FOR ALL BUSINESS PROCESSES**

**SINGLE SERVER, SINGLE APPLICATION**

**MIXED PLATFORM**

**WIDE-AREA NETWORKING AND MOBILITY**

HansaWorld leads the global business software industry by offering a complete suite of ERP, Financials, and CRM solutions, along with industry-specific tools, all accessible on tablets and smartphones

**EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP**



**INTERACTIVE CRM**

**INTERACTIVE VERTICALS**

**ANALYSIS AND BUSINESS INTELLIGENCE**

**EBUSINESS**

**CUSTOMISATION**

**THIRD-PARTY SERVICES AND HOSTING**

HansaWorld's Standard ERP is a comprehensive business management solution that integrates ERP and CRM functions into a single platform, reducing costs and enhancing efficiency. It supports multi-industry applications, real-time collaboration, mobile access, automation, and international operations, while offering customization and built-in eCommerce capabilities.

Sample: Order: Inspect

No. 1046 Name Instrument Supplies

Customer 1023 Official No. \_\_\_\_\_  OK

**Terms** Items Currency Del. Terms Price List Inv. Address Del. Address

Date 01/08/2015 Our Reference \_\_\_\_\_ Salesperson SJ  Closed

Payment Terms 1 Attention Justin Law Project \_\_\_\_\_  Reserved

Planned Delivery \_\_\_\_\_ Objects SJ Order Class \_\_\_\_\_

Dispatch Date \_\_\_\_\_ Reference \_\_\_\_\_ Order Type Normal

Dispatch Time \_\_\_\_\_ Cust. Ord. No. \_\_\_\_\_ Sales Contract \_\_\_\_\_

Item	Qty	Description	Unit Price	%	Sum
1	20102	4 Viola	250.00		1,000.00
2	20108	2 Guitar	400.00		800.00
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					

Currency USD

GP % \_\_\_\_\_ Tax 540.90 Subtotal 1,800.00

Total GP 200.00 Base 2,340.90 TOTAL 2,340.90

**EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP**





EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP

# STANDARD ERP FOR YOUR COMPANY

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





**FROM QUOTATION  
TO INVOICE IN  
UNDER A MINUTE**



**SIZE, COLOUR AND  
UNIT HANDLING**



**DIMENSIONS,  
PACKAGING AND SUPPLY  
CHAIN MANAGEMENT**



**FLEXIBLE PRICING AND  
DISCOUNTING**



**REAL-TIME AND BATCH  
BARCODING, WITH PRINTING**



**MULTIPLE LOCATIONS**



**SERIAL AND BATCH  
TRACEABILITY**

# DISTRIBUTION

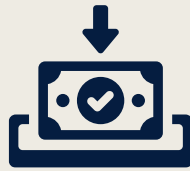




**FIXED PRICE AND PER  
DIEM INVOICING**



**SCHEDULING AND  
BUDGETS**



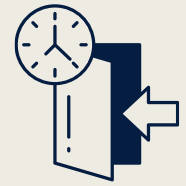
**MILESTONES, DEPOSITS  
AND DISCRETIONARY  
INVOICING**



**FLEXIBLE PRICING AND  
DISCOUNTING**



**RECHARGEABLE EXPENSES**



**TIME ENTRIES FROM  
CALENDARS AND TIMESHEETS**



**SERIAL AND BATCH  
TRACEABILITY**



**WORK IN PROGRESS  
REPORTING AND JOB BAG**

# PROFESSIONAL SERVICES AND CREATIVE COMPANIES





**ASSET  
MANAGEMENT**



**ITEMS UNDER  
MAINTENANCE**



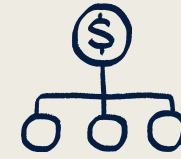
**FLEXIBLE FREQUENCY  
OF INVOICING**



**BATCH INVOICING,  
AUTOMATIC  
DEFERRED INCOME**



**WARRANTY CHECKING AND  
CROSS REFERENCE TO SALE**



**ALLOCATION TO ENGINEERS**

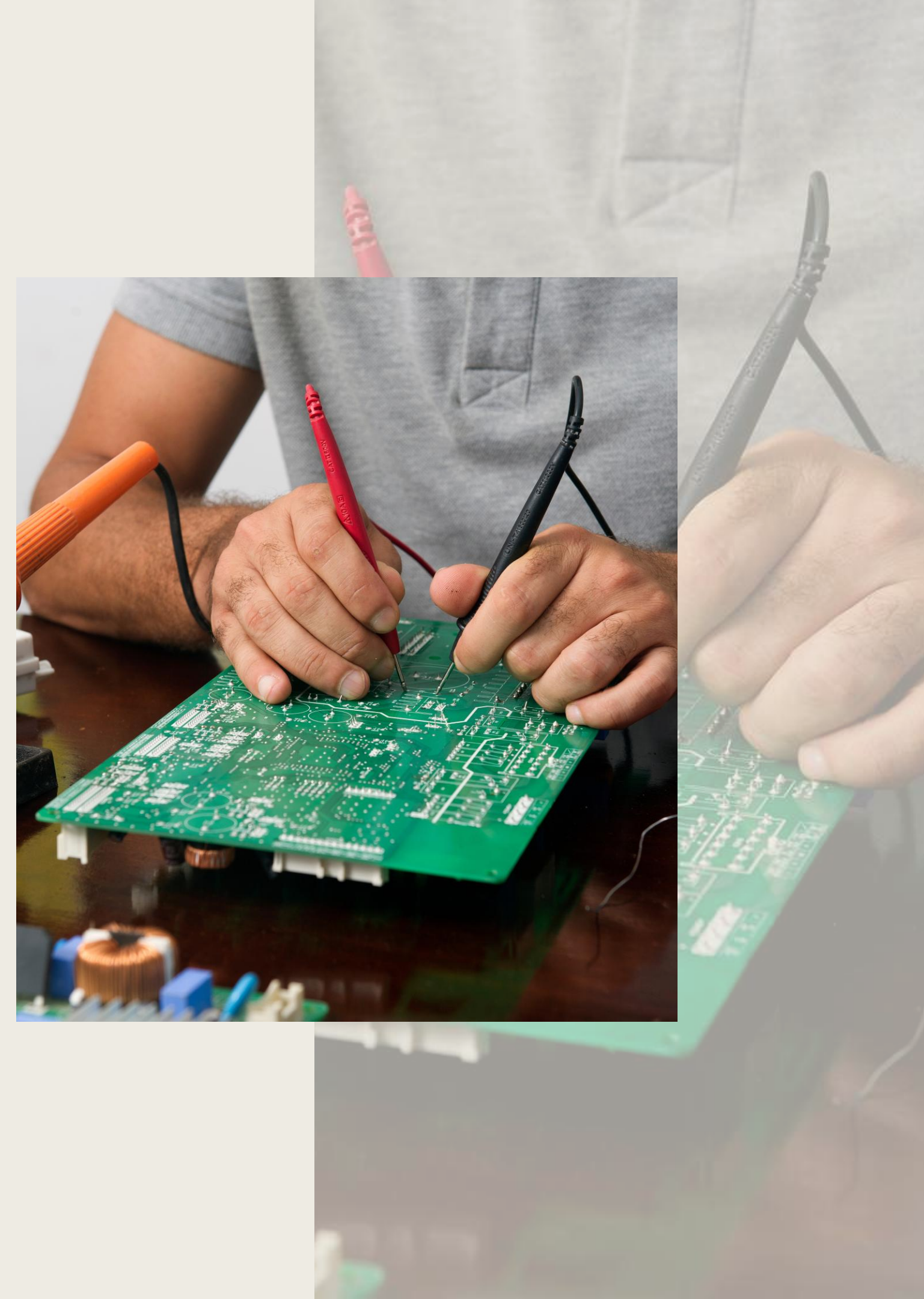


**COSTING OF LABOUR  
AND MATERIALS**



**TRACKING OF REPAIR  
ITEM LOCATIONS**

# MAINTENANCE/ REPAIR COMPANIES





**FAST TRANSACTION ENTRY**



**INTERFACES TO SCANNERS, CASH DRAWERS, TILL ROLL PRINTERS, TOUCH SCREEN AND EFTPOS TERMINALS**



**REAL-TIME MULTI-LOCATION HANDLING OR AUTOMATIC SYNC OFFLINE**



**PROCESS SALES WITH HANDHELD DEVICES FROM ANYWHERE IN THE SHOP**



**PICTURE SUPPORT FOR DATA ENTRY AND DOCUMENT PRINTING**



**VARIETIES**

**RETAIL**





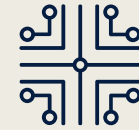
**MULTI-LEVEL BILL OF MATERIALS**



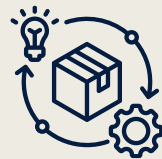
**GRAPHICAL SCHEDULING OF MACHINES**



**JUST-IN-TIME PURCHASING AND PRODUCTION**



**ROUTING AND SHOP FLOOR DATA COLLECTION**

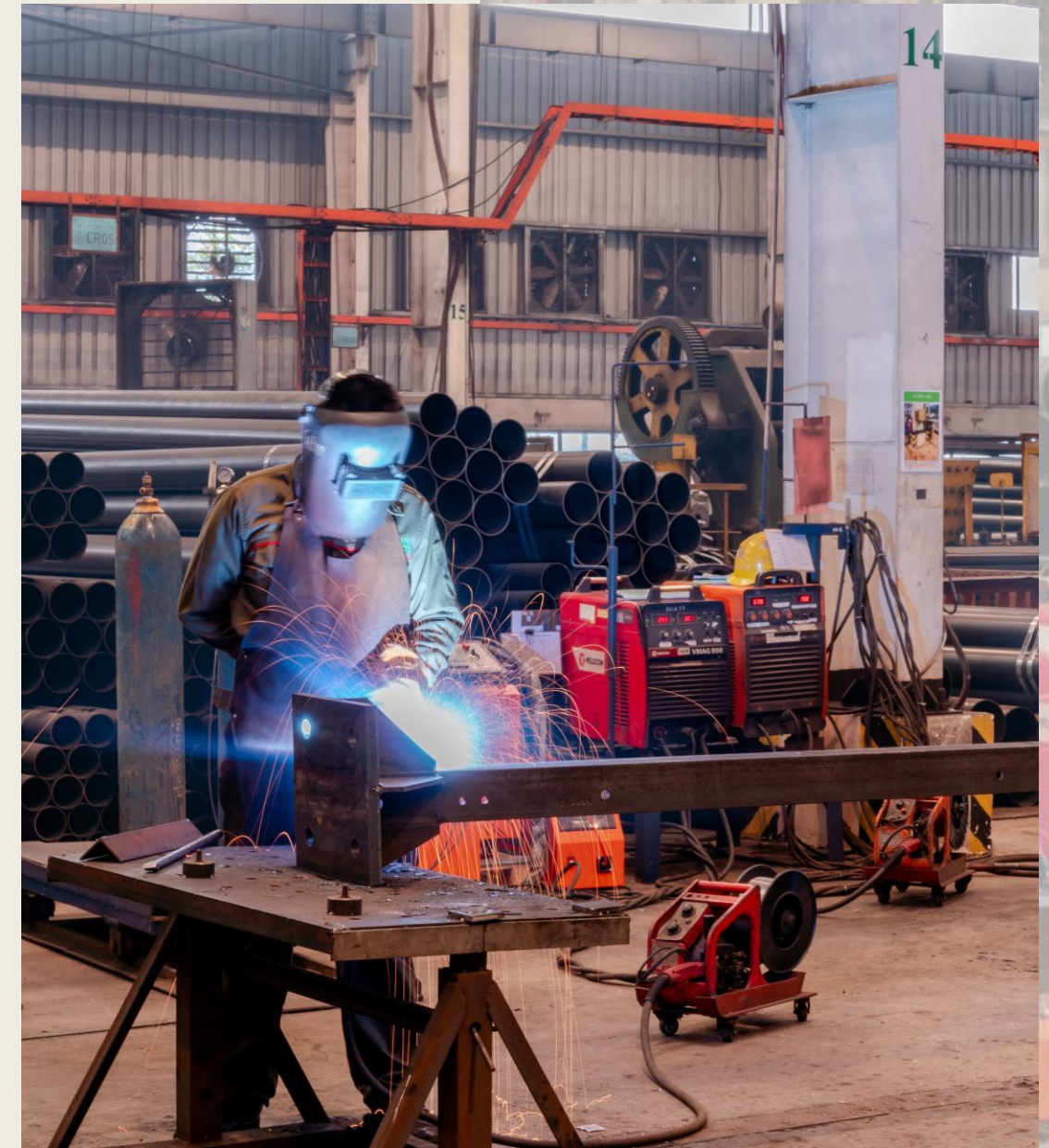


**PURCHASE AND PRODUCTION PLANNING (MRP)**



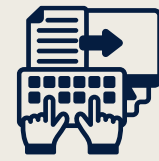
**DISASSEMBLY**

# MANUFACTURING





**GRAPHICAL  
RESERVATION SYSTEM**



**INTERFACES TO WEB TV,  
TELEPHONE DATA ENTRY**



**TOUCH-SCREEN FOR BAR  
AND RESTAURANT**



**CONCIERGE, CLEANING AND  
MAINTENANCE**



**SWITCHBOARD INTERFACES,  
CALLS COSTED TO ROOMS**

# HOTELS





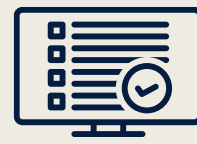
**OPEN-ENDED AND FIXED  
DATE HIRES**



**RENT OF UNIQUE ITEMS  
AND ACCESSORIES**



**COLLECTIONS AND  
SWAP-OUTS**



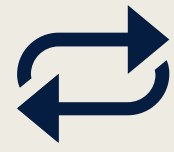
**GRAPHICAL VIEW OF RENTAL  
ASSETS AND STATUS**



**INVOICING BY CALENDAR  
DAY OR WORKING DAY**

# RENTALS





REPETITIVE TRAINING OR  
ONE-OFF COURSES



PARTICIPANTS, JOINING  
INSTRUCTIONS



SCHEDULING OF CLASSROOMS,  
FACILITIES, STAFF



STANDARD PRICING TABLES  
PER CUSTOMER

# TRAINING COMPANIES





EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP

# AT THE HEART OF STANDARD ERP

Standard ERP 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



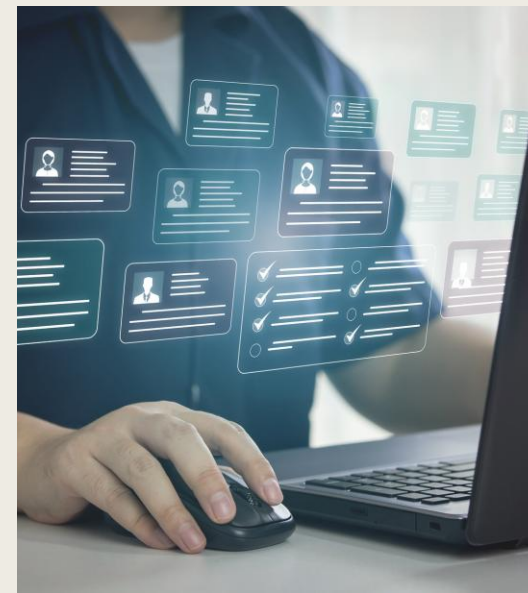
# BUILT-IN



**CONTACT  
RELATIONSHIP  
MANAGEMENT (CRM)**



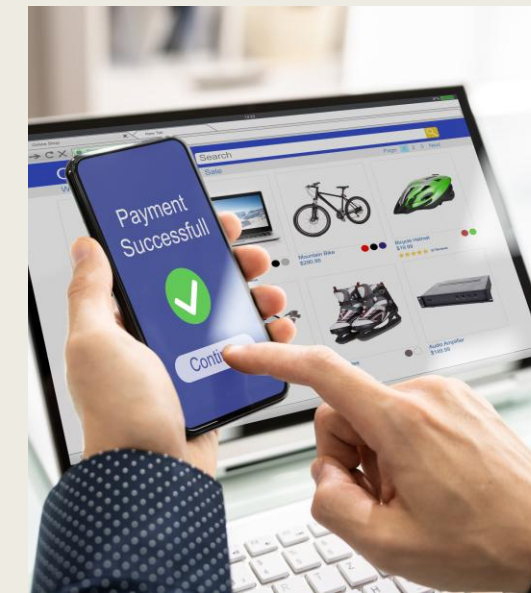
**EMAIL**



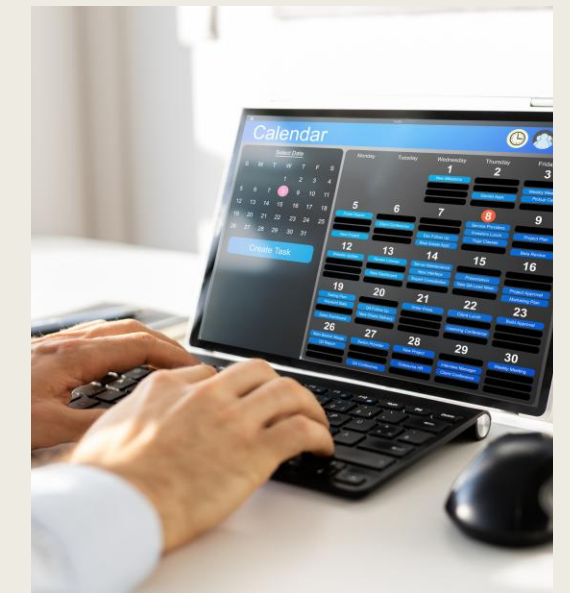
**INTRANET**



**DOCUMENT  
MANAGEMENT**



**WEBSHOP**

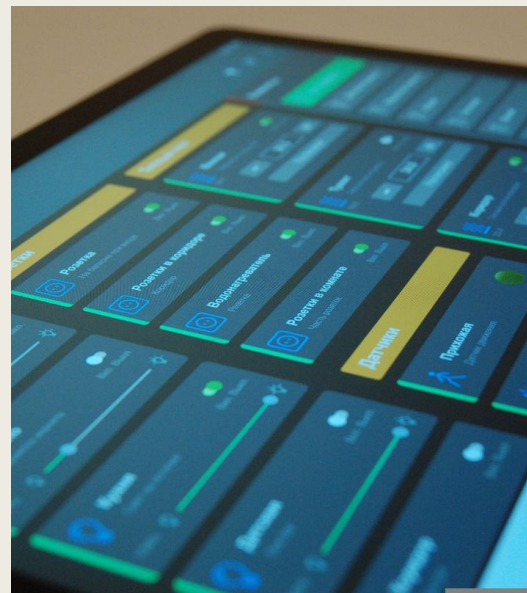


**MULTI-USER  
CALENDAR**

# WIDE-AREA NETWORKING



**FAST, EVEN OVER  
THE INTERNET**



**NO SPECIAL HARDWARE  
OR THIRD-PARTY  
SOFTWARE**



**WORKS REAL-TIME  
OVER GSM/GPRS/3G**



**IOS, ANDROID AND  
WINDOWS 8 CLIENTS**



**HOSTING**



**MULTI-CURRENCY**



**DUAL REPORTING CURRENCIES**



**MULTI-LANGUAGE FORMS, DATA AND REPORTING**



**SCREENS IN 29 LANGUAGES**



**LOCALISED FOR MAJOR COUNTRIES**

# INTERNATIONAL



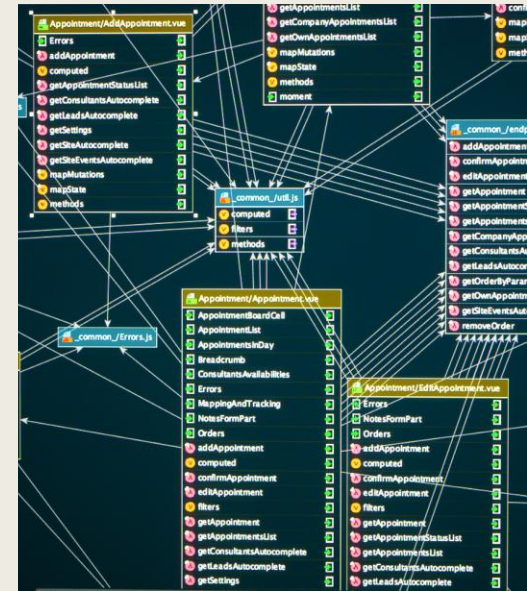
**MIXED WINDOWS, MAC OS X, ANDROID, IOS AND LINUX CLIENTS**



**SCALABLE SERVERS**



**REAL-TIME INTERFACES TO EXTERNAL SOFTWARE PACKAGES**



**DATABASE OPTIONS: OBJECT (PROPRIETARY) OR RELATIONAL**



**EXTERNAL BUSINESS INTELLIGENCE TOOLS AVAILABLE**

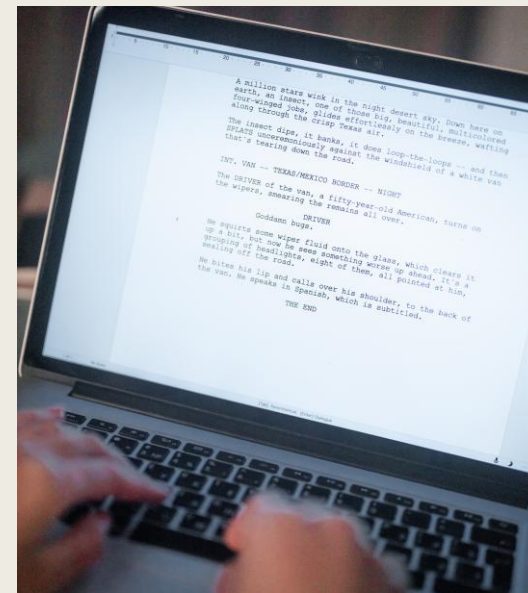
# EASY TO USE



**LARGE LIBRARY OF STANDARD REPORTS**



**FULL DRILL-DOWN/DRILL-ACROSS**



**EDITABLE DOCUMENT FORMS AND FINANCIAL REPORTS**



**DRAG AND DROP, INCLUDING MULTIPLE SELECTIONS**



**CONSISTENT LAYOUT, DESIGN AND ARCHITECTURE**

# FAST TO IMPLEMENT



**PROVEN TECHNOLOGY  
THAT WORKS**



**ONE DATABASE, LESS  
INTERFACING**



**DEEP STANDARD  
FUNCTIONALITY**



**LESS NEED FOR  
CUSTOMISATION**

# FUTURE-SAFE SOLUTION



**MIXED PLATFORM ON  
SERVERS AND CLIENTS**



**STANDARD  
TECHNOLOGY**

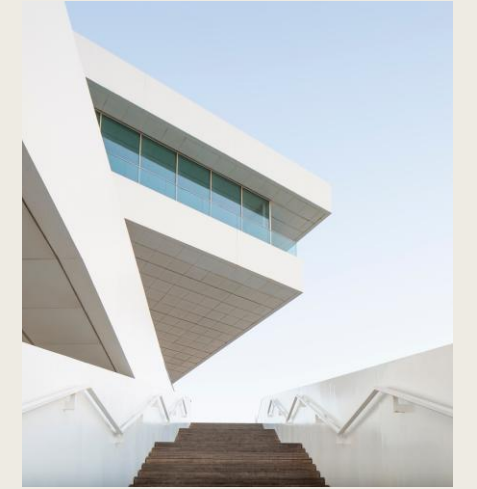


**HUNDREDS OF  
THOUSANDS OF USER  
YEARS**



**SIMPLE TO UPGRADE**

# MODULES



**EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP**

**HANSAWORLD'S STANDARD ERP  
OFFERS FLEXIBLE MODULES,  
LETTING BUSINESSES CHOOSE  
ONLY WHAT THEY NEED,  
REDUCING COSTS AND  
STREAMLINING OPERATIONS.**

# MODULES



**BUSINESS  
ALERTS**



**CASH BOOK**



**CHECKS**



**CONFERENCES**



**CONSOLIDATION**



**CONTRACTS**



**COURSE BOOKING**



**CREDIT MANAGEMENT**



**CRM**



**CUSTOMS**

# MODULES



**DATA INTEGRITY**



**EDI**



**EMAIL**



**EXPENSES**



**FAX**



**FIXED ASSETS**



**GENERAL LEDGER**



**GROUP CALENDAR**



**HOTEL**



**HUMAN RESOURCE  
MANAGEMENT**

# MODULES



**INTERNAL  
INVENTORY**



**INVENTORY**



**JEWELRY**



**JOB COSTING**



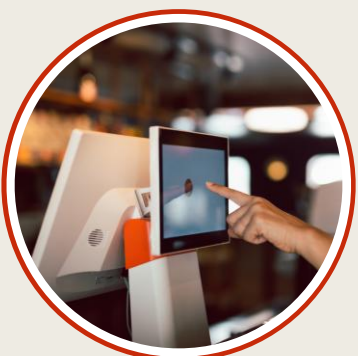
**MRP**



**PAYABLES**



**POINT OF SALES**



**POS OFFLINE**



**PRICING**



**PRODUCTION**

# MODULES



**PURCHASE ORDERS**



**QUOTATIONS**



**RECEIVABLES**



**RENTAL**



**REPORT GENERATOR**



**RESORT**



**RESOURCE PLANNING**



**RESTAURAN**

**T**



**SALES ORDERS**



**SERVICE ORDERS**

# MODULES



**SHARE TRADING**



**SMARTVIEW**



**BUSINESS  
INTELLIGENCE**



**TASK MANAGER**



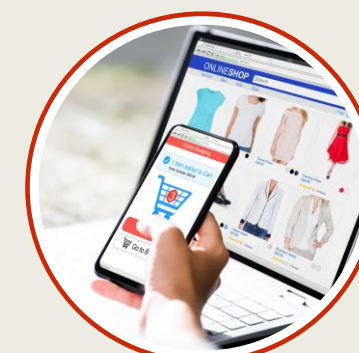
**TELEPHONE LOG**



**TIMEKEEPER**



**WAREHOUSE  
MANAGEMENT**



**WEBSHOP AND CMS**



**EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP**

# TECHNOLOGIES

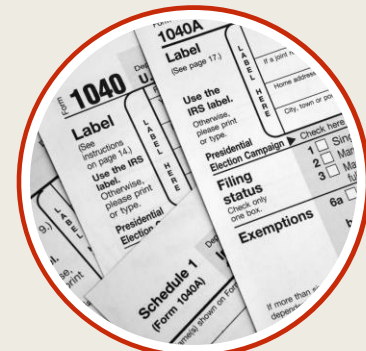


**HANSAWORLD LEVERAGES  
ADVANCED TECHNOLOGY FOR  
SEAMLESS INTEGRATION, MULTI-  
PLATFORM SUPPORT, AND  
EFFICIENT BUSINESS OPERATIONS.**

# TECHNOLOGIES



**BUSINESS  
COMMUNICATOR**



**FORMS DESIGNER**



**HAL CUSTOMISATION  
LANGUAGE**



**INTELLIGENT  
ROUTING**



**INTERFACING  
TOOLKIT**



**MASSIVE  
CACHEING**



**SQL SHADOWING**



**SMARTAPPS  
DESIGNER**



**WIDE-AREA  
NETWORKING**



**EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP**

# **CLOUD BASED SERVICES**



**HANSAWORLD'S CLOUD  
SOLUTIONS ENSURE SECURE,  
SCALABLE, AND REMOTE  
ACCESS, ENABLING  
SEAMLESS OPERATIONS AND  
EFFORTLESS CONNECTIVITY.**

# CLOUD BASED



**ADDRESS  
LOOKUP**



**CREDIT CARD  
PAYMENT**



**CREDIT HISTORY**



**E-INVOICING**



**ELECTRONIC  
BANK SERVICES**



**ELECTRONIC VAT  
RETURN**



**EXCHANGE RATE  
LOOKUP**



**POSTCODE LOOKUP**

EMPOWERING BUSINESS EFFICIENCY  
WITH HANSAWORLD ERP



LET'S CREATE  
SOMETHING  
AMAZING  
TOGETHER

