



AGRESSO Business World

You need an advantage  
You need AGRESSO



# Critical integrated business information

## - at the click of your fingers

AGRESSO Business World (ABW) is a real time, complete business information system that enables customers to analyse and understand their business easily, quickly, efficiently and comprehensively. It requires of users minimum input and technical system knowledge. At the same time, ABW offers an unparalleled degree of flexibility and sophistication, the keys to which are the underlying information architecture and the Agresso approach. This means that the system can be adapted to address the needs of a changing business environment with minimum effort, making it a preferred choice for dynamic organisations in several vertical markets.

In particular, ABW utilises the power of today's largest technological and business driver, the Internet and e-business, using today's indispensable communications media, web browsers and mobile devices. Their combined validity as a business resource is now undisputed in terms of both e-commerce and personal productivity. It is Agresso's aim to exploit the continually evolving opportunities these bring, so that its customers can meet the challenges the digital era creates and the evolving nature of customer/supplier relationships with confidence.

ABW is a safe investment that will grow with you.

### **Depth, breadth and easy access**

A fully integrated and equally weighted suite of product modules, many of which are considered best of breed in themselves, ABW uniquely combines all the financial and accounting functions, logistics and human resources together with sophisticated project management, costing and billing functionality. Where individual customer requirements dictate, they can also be sold as separate products to integrate with other core business and desktop applications.

As the application is integrated, one of the biggest advantages is that data need only be captured once. It is then instantly available company-wide allowing vast amounts of business critical

information to be accessed where required. As many processes can be automated, an exception-only based focus saves time and, as users make full use of a rapidly expanding range of web-based and mobile services, productivity, both personal and collective, are greatly enhanced.

### **What ABW will do for your business**

- Enable managers to understand, develop and manage their business better
- Provide significant cost savings and maximum return on investment
- Increase employee empowerment and decentralise responsibility
- Improve productivity through 24 x 7 access and task combining
- Drastically reduce end user training requirements
- Finger-tip access to critical business information

### **Key markets**

ABW has been adopted as the core business system in a range of market sectors. Often these companies have complex information needs, are subject to business change, or have sophisticated project accounting and staffing requirements. ABW has been specifically designed to meet all these needs. The core markets are:

- Professional and business services
- Public sector
- Education

ABW is used in a variety of other industries where complex business analysis and reporting capabilities are key. These industries include, amongst others, financial services, retail, media, shipping and energy.

## Part of Unit 4 Agresso

Unit 4 Agresso N.V is a provider of integrated business management software and Internet and security solutions. Headquartered in The Netherlands, the company currently has around 1400 employees and in the year 2000 realised a turnover of around □168 million.

Unit 4 Agresso has two divisions. The Internet and Security division supplies advanced solutions for security and e-business and is currently the Benelux market leader in this field. The Business Software division supplies software for the control and improvement of company management in the broadest sense of the word and operates from local organisations in various countries, with cross-selling of products and services.

Unit 4 Agresso's business software is increasingly supplemented with functionality and techniques which improve the efficiency and effectiveness of company management. Internet technology, mobile communication, business intelligence and security measures are increasingly incorporated into the business software products.

Unit 4 Agresso can take care of the entire e-business process: from consultancy to implementation and support of the use of products and services. To achieve this, integration and seamless cooperation between the various components is essential. This one-stop-shop concept means Unit 4 Agresso is a supplier delivering complete automation, including all necessary services.



## About Agresso

Agresso is a leading supplier of management information systems based in Norway, with subsidiaries in the major European countries and a distribution network outside Europe. Agresso supplies products that provide the customer with highly flexible business information systems with rapid deployment cycles and low cost of ownership. The company also provides a range of project services, implementation, training and ongoing support. Since the company was founded in 1991 Agresso has seen rapid growth and has become one of the leading international suppliers of business software for medium and large organisations. In 2000 Agresso merged with Unit 4 and became part of Unit 4 Agresso.

**UNIT4AGRESSO**



## A powerful business information system

AGRESSO Business World has been specifically designed as a strategic management tool for organisations facing change. It is very different in approach to the traditional ERP systems which have been produced over the last decade or so, which are effectively "business control" systems. Revolutionary design concepts within ABW permit the capture and delivery of virtually unlimited amounts of analytical information across the entire operation.

The information within the product is easily accessible to all levels of user through in-built data marts, along with integrated analysis, reporting and enquiry facilities.

As the information is used to make informed decisions to improve operations, changes to the business can be rapidly reflected within ABW. The system has been designed to accommodate changes to its database very quickly and easily to ensure business managers can rapidly benefit from business change.

## Key markets

**Agresso has a concentration of users in the following sectors.**

### Public Sector

The public sector has been faced with constant change over the last few years and more change is certain to follow. Agresso has a strong commitment to the public sector with over half its worldwide users from this sector including health, local and central government and health organisations. One of the reasons Agresso is frequently selected is its ability to meet users' future plans.

ABW offers the best platform for developing new business opportunities while meeting the demands for best value. Frequently public sector customers see ABW as an integral link in bringing several systems on-line together to maximise, for example, e-procurement for bulk and regular purchases, to speed up processing and reduce paper flows. Browser-based access is also an issue as the system is rolled out and expanded beyond an initial site, for example. ABW is also particularly well suited to public sector organisations who need to accommodate diverse needs from a wide range of different user types and devolve responsibility for budgetary control for example, while meeting statutory requirements.

*Derek Coates, Deputy Director of Finance and ICT at Gateshead Council, comments:*

“ We were looking for a fully integrated solution which would provide increased functionality and allow us to devolve responsibility for budgetary control and procurement further down the chain. AGRESSO's web browser applications will give us the opportunity to develop this further, helping the council become more open and accountable in line with the government's 'best value' initiative.”

**Rod Wharton, systems development manager at Halcrow, comments:**

“ Almost everyone in the company will use AGRESSO which is why it is so important to integrate the product and give people access, especially those overseas. We envisage that most of the 3,000 timesheets filed every week and expenses will be done on-line and our project managers will be able to log into AGRESSO remotely and use the system as normal for reporting.”

## Professional and business services

ABW has been widely adopted as the core business system by medium to large people focused organisations, including consultancy, IT services, engineering, utilities, construction, research & development and business services. Organisations in these sectors are facing a highly competitive, constantly changing business environment. Accurate information on the financial management of projects is key as is the ability for the business system to respond to changes as they happen.

From project set-up through to cost capture and invoicing ABW delivers a highly flexible approach to the financial management of projects. The ability to set up bids within the system, convert these to live projects and to then monitor all activities against a project are key to reducing the time taken to manage projects. Ongoing capture of time and expenses through individuals entering time directly also saves both time and data re-keying. Access through web and mobile devices ensures data capture at optimum speed. Resource Management allows managers to ensure projects are staffed adequately and profitably. Human Resources and Payroll modules provide the benefits of a fully integrated solutions.

AGRESSO utilises its own integrated reporting and enquiry suite providing excellent on-line access to information across the entire business.

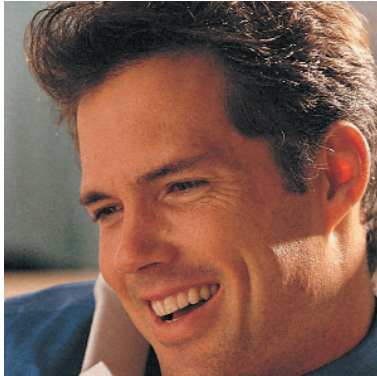
## Education

Agresso has a strong commitment to the education sector. ABW's unique ability to analyse expenditure beyond the normal confines of a standard accounting package have made it very attractive to sophisticated organisations working within rigidly controlled budgets. Budgetary responsibility can be devolved to manager level across an organisation where costs can be truly monitored and controlled. To turn raw data into useful information, an unlimited number of views can be created ensuring that users can look at relevant aspects of the business in a familiar way. The integrated enquiry, analysis and reporting facilities, common across the whole system ensure that information can be easily manipulated and presented.

ABW stands out in education because of its information management capabilities. The system can provide improved reporting facilities, better debt management controls and improved cashflow planning, all vital given the increased commercial pressures higher education establishments are facing today.

**Ken Rigby, project manager, at the University of Central Lancashire, in the UK, comments:**

“ AGRESSO stood out because of its information management capabilities. The system will give us improved reporting facilities, better debt management controls and improved cashflow planning, all vital given the increased commercial pressures which higher education establishments are facing ”



## The Agresso advantage

AGRESSO Business World is a modern business system, providing an interface which is intuitive for users who work with Microsoft Office or similar suites of software. The system is fully scalable and is proven to satisfy the wide demands of medium sized organisations and large international corporations alike.

ABW includes embedded document imaging and workflow tools in order to improve the efficiency of business processing. Productivity is further enhanced through E-Mail capabilities as well as the ability to integrate with other core business and desktop applications. Appropriate

data entry and information delivery may be accessed via a Web browser and a variety of e-Commerce applications can also be integrated.



## Focus areas of functionality

### Financials

ABW has all the features you would expect from a modern fully integrated financials application including general ledger, accounts payable, accounts receivable, together with comprehensive budgeting, fixed asset and cash management features.

Key areas of functionality include multi-company, multi-currency and multi-lingual capabilities, powerful scheduling and automation features and the distribution of vital business information on an as-needs basis.

### What this will do for your business

- Reduce clerical time through full integration, external transaction import routines and speedy keyboard entry of transactions across standardised entry screens, enabling staff to focus on more value added tasks.
- Dramatically reduce reporting time to management and investors through automation of period-end tasks.
- Provide speedy and effective answers to queries through quick and easy access to information on-line.
- Allow managers to concentrate on running the business more effectively as less staff time is required in producing standard management reports.



## Human Resources

Either as a stand-alone, best of breed product or fully integrated with other areas of functionality including payroll, ABW provides core HR functionality. Its function is to provide the administration of employees and other resources in an organisation, holding data in a sufficiently flexible way in order to meet the varying requirements of different organisations. It also supports the recruitment process.

Key areas of functionality include administration, absence tracking, training administration and competencies, payroll and organisational management.

### **What this will do for your business:**

- Reduce administrative costs through the streamlining of processes
- Give a complete picture for planning and management
- Improve efficiency and save time
- Provide complete business support through integration with the rest of ABW using a common interface and shared data

## Payroll

The payroll solution is a genuinely integrated module, developed using the same technology, using common tables and screens and behaving in the same way as the other modules with the same degree of flexibility. Integration with other modules opens up a realm of further possibilities for saving time and reducing errors.

Key areas of functionality include a user-definable set-up supporting complex payroll structures, a flexible employee register with unlimited employee numbers and comprehensive authorisation and security controls.

### **What this will do for your business:**

- Save time and costs through improved administrative processes, automation and ease of use.
- Reduce duplication of effort across country borders as the one basic system can be used in a range of countries, meeting multi-sector, multi-functional requirements.
- Improve breadth of service with multi-functional data serving the needs of all involved: employee, legislative, taxation and management, while reducing error rates.

*(Payroll is not supported in all countries, for a list of countries supported please see [www.agresso.com](http://www.agresso.com))*





## Project

As most organisations have a requirement to manage jobs or projects in some shape or form, the ABW project management solution plays a pivotal role enabling the effective utilisation of resources and tight control of all related aspects including budgets and commitments. All processes involved in the execution of a project are supported right through from project definition and cost capture to invoicing and performance monitoring.

Key areas of functionality include flexible project reporting structures and price modelling, automated invoicing routines, resource planning and a user friendly time registration screen.

### **What this will do for your business:**

- Generate significant cost savings and maximum return on investment through improved administrative processes and automation
- Provide quicker billing and cost recovery
- Improve speed of access to vital information
- Enable on time project delivery within budget and to customer expectations with minimum internal costs and optimum resource utilisation

## Procurement

The ABW procurement solution encompasses a range of application modules which support various stages of the procurement cycle from the initial identification of a need for products/services within the organisation right through to invoice matching and approval. Automated workflow and individual access to the requisite data via a web browser are key elements in a solution that saves time, improves accuracy and eases communication both within the organisation and with its suppliers.

Full electronic integration with business partner and supplier systems also provides additional e-commerce benefits. ABW functionality can be incorporated into customers' web sites and extranets and AGRESSO users can punch out into relevant web portals and marketplaces to search and compare on product availability, pricing and specifications.

### **What this will do for your business:**

- Dramatically reduce transaction costs by up to 80 per cent
- Reduce costs related to invoice matching by automating and streamlining the process
- Allow both large and/or multi site organisations to benefit from information installed once, used many times
- Improve user buy-in and reduce maverick buying while strengthening relationships with key suppliers



*John Bennett, Eutech's project manager, comments:*

“ Not only did AGRESSO offer us the flexible management information tools we required at the point of implementation, but it provides a system which we can adapt to our changing requirements - whether internal re-organisation, handling the Euro, or providing web-based access to our project data.”

## Business Analysis and Reporting

The most important prerequisite for success in business in both the private and public sectors, is an accurate understanding of how the organisation is performing at all levels. At the same time decision makers have to be in a position to adapt to organisational changes and respond to external market conditions in order to keep at least one step ahead of the competition.

Agrosso's aim is to assist organisations with multi-dimensional information delivery that forms a solid framework on the back of which key management decisions can be made. This is done through a business management package with a unique combination of a remarkable underlying data structure and integrated business information delivery tools that enable users to access and understand this data, quickly, easily and effectively.

Key areas of functionality include a flexible structure to match changes happening to your business, unsurpassed breadth and depth of information access due to the comprehensive analysis and simple data extraction due to the integration of reporting tools.

### What this will do for your business:

- Allow all managers in the organisation easy access to accurate business information that they can slice and dice according to individual needs
- Minimise time needed for training, and system operation
- Enable significant cost savings and maximum return on investment through a fully integrated tool set

## The unique structure of AGRESSO

When selecting a business information system, two basic key requirements stand out: the range and quality of retrievable information and the integration of this for the purpose of interrogation and reporting.

Additionally, as organisations evolve over time, the system needs to continue to support these needs. The attribute based architecture of AGRESSO Business World does this.

An attribute is any aspect of your data or organisation that is required to be analysed, reported on or monitored.

This could be, for example, a cost centre, division, project, company, customer or a product. An unlimited number of attributes is definable and new ones can be created at any time during the life of the system. Attributes are then linked together into groups and hierarchies for integrated analysis and reporting.

Not only does the coding structure allow maximum flexibility in terms of analysis, but also the structure can be changed at any time as business requirements change, for example, to accommodate new product ranges or a new organisational structure. These changes can be undertaken far more rapidly and at a much lower cost than with many competitive offerings, where often a complete reimplementation is required.

The AGRESSO approach makes the capture, presentation and manipulation of information much easier and the user interface is also common to the rest of the software. In addition, all enquiry, analysis and reporting tools are integral parts of the application. When it comes to changing AGRESSO, modification to the system's underlying structure will immediately be reflected in the analysis, reporting and enquiry facilities, thus eliminating time and resources spent on adapting these tools.



## Enabling e-business



Wrapping around the core functionality of ABW are the system elements: AGRESSO Web Services; AGRESSO eCommerce and AGRESSO Mobile Services. These Internet and e-business enabling tools allow data to be registered, archived, read and distributed in the simplest and most effective way possible.

AGRESSO Web Services give the user the opportunity to use the Internet to pull customers, suppliers, employees and management into the organisation's common digital business processes. This happens via a user-friendly gateway with a personalised portal available to every user no matter where in the world they happen to be, using a standard browser with no separate installation required. Of particular benefit is the self service functionality this offers, whereby vast amounts of time are spared and accuracy improved to optimum levels through the ability of users to enter, share or authorise data directly into the system

when it best suits them. Naturally this takes place in a secure environment that uses some of the most sophisticated data security technology available.

AGRESSO eCommerce Services facilitate the electronic exchange of documents and transactions between customers, suppliers and business partners in a cost-effective, safe and swift manner. Agresso is an active supporter of the BASDA eBIS-XML initiative.

With AGRESSO Mobile Services users have the freedom to conduct activities such as entering timesheets, expenses and requisitions and editing and approving different types of documents viewing reports, regardless of geographical location and time of day. This ensures that corporate data is up-to-date, system costs and storage requirements are reduced and projects are billed out at the appropriate time.





## Technology



AGRESSO Business World is the leading XML-based solution on the market for digital business operation and business management. Microsoft Windows 2000 Professional and Windows 2000 Server logo certification guarantee the most advanced Windows technology and Visual Basic for Applications (VBA) is the integrated development environment. The user can very easily adapt or add fields, screen images, validation and server processes. Functions from other applications such as Outlook, Excel or Word can be simply integrated.

In terms of e-commerce, ABW is optimised to exploit XML technology, for application integration and e-commerce with a standard interface under BizTalk, the framework for electronic trade and integration.

The component architecture of ABW also makes it very easy to use ultra thin clients such as WAP-based mobile phones and other mobile devices. The user interface is handled by a vml-based WAP port in AGRESSO Web Services.

## Additional services – implementation and post sales support

### Achieving your business goals

To ensure successful implementation Agresso has developed AIM, the AGRESSO Implementation methodology. This is based on current implementation models applied across all the AGRESSO sites to produce a worldwide standard. AIM is designed to improve the smooth running of every stage from system selection to sign off, bringing a structured set of processes to the implementation of AGRESSO. The customer is provided with a framework to plan, monitor and manage their part in the process and to improve communication between the AGRESSO implementation team and the customer. All Agresso value added services, including consulting, training and support are an integral part of this methodology. This structured approach has proved successful in ensuring that Agresso's customer business goals are achieved on time and within budget.

