

= exact

And it all comes together.

Exact Globe

Driving productivity across your business



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The solid administrative foundation for your business

We know what it’s like out there for small and medium-sized companies. The global business environment is unpredictable and your clients are more demanding than ever. Your company is growing –but even that brings challenges as people, functions, departments and offices become isolated around different systems, languages and working methods.

Developed specifically for companies like yours, Exact Globe reflects the way in which ERP has evolved. Once used to simply coordinate administrative processes, ERP now integrates company-wide, back-end processes such as bookkeeping, ordering, planning, and human resources. It also encompasses functions including manufacturing and distribution.

As such, Exact Globe allows you to bring your operation together, replacing islands of information and uniting them into a single, organization-wide system. And it does so with the modular flexibility that adapts to your requirements and grows with you.

Working with Exact Globe, you’ll be in a position to improve your existing processes. Your company will operate as one, instead of a set of diverse entities. You’ll take control through decisions based on a real-time view of all information. Above all, you’ll be free to focus on running your business.



Developed with **your challenges** in mind

Is this really the latest information?



Your company has one name, one visual identity, and one company registration. Yet it may well have more than one source of master data, requiring manual and time-consuming re-entry of information. There are too many people involved, too many activities, and too many different Excel spreadsheets flying around. The result, inevitably, is mistakes and confusion.

Instead you need a process that's aligned around a single source of truth in which a quotation, if accepted by your customer, automatically becomes a sales order, continuing along the transaction chain. This will simplify and enrich your information, and you'll experience new levels of stability and productivity across your financials and administration.

How do we get everyone to go in the same direction?



As your company grows, you often acquire and absorb new sites, offices and functions. Sometimes, these entities continue to use their own historical financial and administrative methods, applications and software. This leads to a tangle of varying tools, processes, languages and local formats. Financial reporting becomes fraught with difficulty, especially when the problem is played out across different countries.

Life would be a lot easier if you could connect and unite everyone across a single system that also incorporates local currencies, formats and legal requirements. It's the only way to enjoy true integration and cooperation, leading to real global success.

What did we promise this customer?



Your customer calls to say they received the wrong goods at the wrong time. Your warehouse insists they dispatched the right goods at the right time. You're in the middle. You don't know who took the order, who performed the stock handling, or who handled the pricing and delivery details.

For instant answers to 'who, what and when', you need complete drill down and traceability into every event. And you need it from a single screen at every point in the system. Such a system would bring with it the potential to massively improve both your internal processes and your customer service levels.

Wouldn't it be great if...

Your data were in one place

with each department entering its data just once into a single, company-wide structure. A single source of 'truth' to save time, promote clarity, and put you in control by giving you the information you need, when you need it.

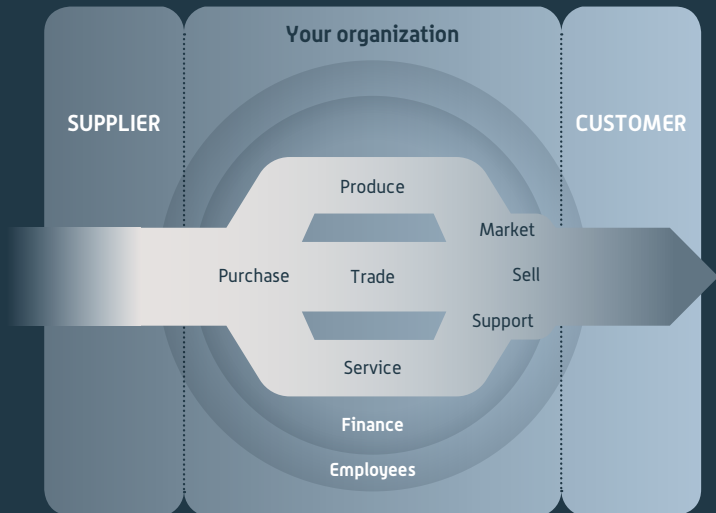
Your organization shared

a single, integrated platform across borders, time zones, languages and cultures. A straightforward, rapid and reliable global reporting and forecasting structure. You'd really show your customers, and the world, what you can do.

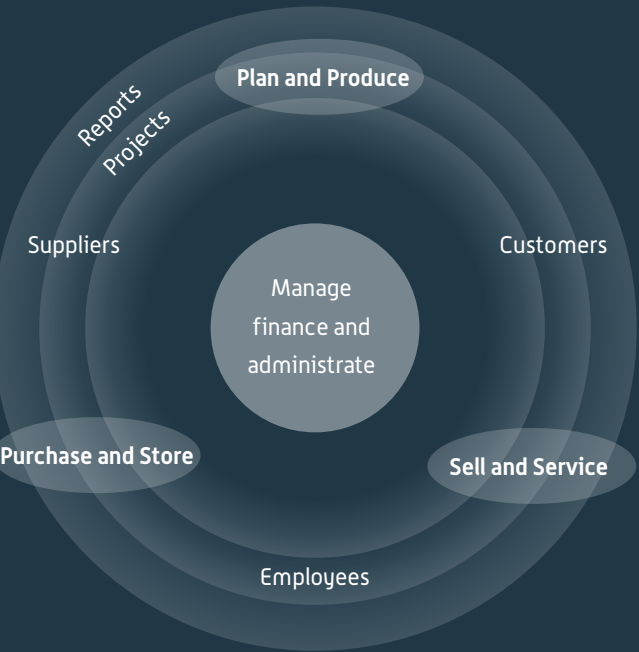
You operated a hyper-linked ERP system

with the ability to zoom into details, and access more information at a mouse click. Complete visibility, with decisions based on what you know, not what you think you might know.

Exact Globe the product



Value creation model



Product model Exact Globe



Integrating your key processes

Exact Globe integrates your entire financial and administrative infrastructure. All transactions – financial, logistics, HRM, sales management, projects and production – are contained in a single, central data source. Your company will unite around a common system, and a common purpose, like never before.

Exact Globe incorporates a suite of analytical tools, ranging from easy-to-use pivot analyses to out-of-the-box Excel integration. These tools enable the approach of financial and logistic information from various angles, giving you instant and accurate reporting that puts you in control.

Employees and managers with appropriate rights will have up-to-the-minute insight into the company’s monthly turnover, cash flows, and accounts receivable outstanding. You decide which indicators to monitor, then access the status of those indicators in real-time. Initial versions of reports can be compiled and updated later.

Within this capability, Exact Globe permits the instant traceability of all transaction chains. You get right to the source with a few clicks, of every financial outcome.

This degree of accurate information and insight allows you make decisions based on reality, not guesswork, optimizing the quality of decision making. For instance, when customer service receives a customer request for a certain product, the availability or status of delivery will be instantly visible.

Exact Globe also offers advanced project management tools. This lets you set up a project environment in which all activities relating to the project are stored and performed. This includes all project-based information such as time entries, invoicing proposals, and work-in-progress. A change in one component is automatically visible in other relevant components.

Across all these possibilities, Exact Globe supports an extensive variety of languages, currencies and legislations.

Manage finance and administrate

Clarity and compliance in all areas
Behind every great company is the efficient management of all standard financial and administrative processes. Exact Globe integrates these core tasks, forming a backbone for all transactions arising from production, logistics and sales functions. This gives you a single, traceable financial and administrative reality at all times. This, in turn, generates dramatic new reporting possibilities.

Purchase and Store

Procurement, warehousing and inventory management
Within the logistics process, information is power. The power to evolve and improve your supply chain by optimizing your item management, procurement and warehousing helps you deliver on your customer promises. Whether you have one warehouse or a whole network, Exact Globe gives you the critical information necessary to manage all sites and activities from a central platform.

Plan and Produce

Connected productivity for manufacturing and planning
Operational success depends on deep knowledge, relentless quality, and on-time delivery. Exact Globe helps to achieve this with detailed planning for an extensive range of manufacturing and service-based processes. Within this process, you coordinate all variables and components in advance. This gives you more power than ever to produce, service and deliver on time and on budget.

Sell and Service

Integrates the outside world with your company world
Effective customer service depends on seamless interaction between your external and internal worlds. Exact Globe integrates these two worlds with a wide suite of options for customer-facing activities such as pricing, quoting, order management and invoice management. As you deploy these solutions you will increase customer satisfaction and retention through faster, more flexible, and more pro-active levels of service.

Get a clear view of your financial landscape



Exact Globe integrates your financial and administrative systems with other key business areas. Crucially, all events are entered into a single, central transaction table. This provides instant insight into all relevant financial details and administrative processes, also across borders. You'll know exactly where you are, where you're going, and how you're going to get there.

Exact Globe for financial management and administration

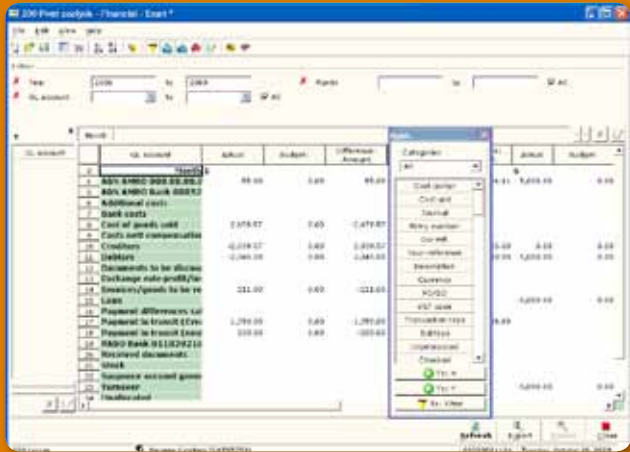
Financial and administrative systems can be a jungle of outdated and therefore unreliable numbers, with no single financial 'truth'. Without that truth you can't get a clear financial overview. Analysis and reporting become difficult, repetitive and time-consuming as you struggle to get an accurate real-time view of your historical and future cash flow situation.

With Exact Globe you'll get a clear view of what's happening. You'll have the precise status of your financials, every time you ask. The latest sales orders, for instance, will be directly visible. There's a single, unified source of data, with no need for re-entry. Dynamic pivots give you the ability to track transaction histories, from the initial order through to delivery and payment.

And, as business becomes ever more international, Exact Globe helps you with issues of compliance and control requirements in a large number of countries around the world.

Integrated financials

Exact Globe gets to the heart of your company by uniting and consolidating your financial administration. You'll experience new levels of control through complete traceability of all transactions. And you'll enjoy the freedom to focus on adding value to your business thanks to a single process for all data entry and storage.



A field chooser drags and drops the required fields onto the report

Linking information across processes

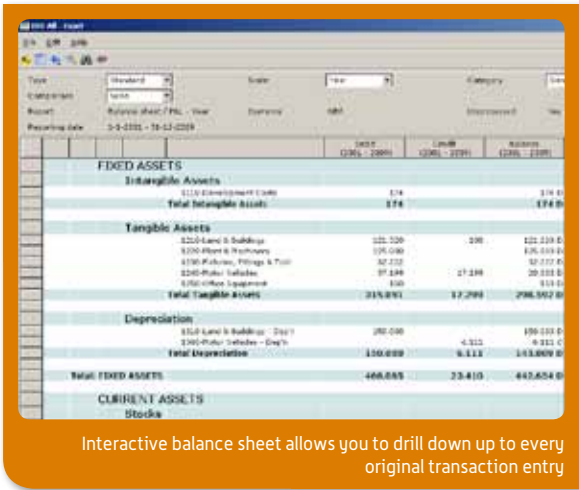
By incorporating your entire accounting system, Exact Globe allows you to generate dynamic pivot reports and analyses by “slicing and dicing” your financial data. A field chooser drags and drops the required fields onto the report. All reports can be saved and the template can be reused. This gives you an instant picture of a particular business area, process, transaction, or client, even across borders. You will go from having a static overview to having a dynamic overview that you can configure yourself.

Standard integration is available with Microsoft Excel and Crystal Reports. This allows for reports to be created, with real time data that comes straight out of Exact Globe.

Financial management

Budgeting

Exact Globe makes it easy to enter and adjust budgets for both amounts and quantities at general ledger account level. You can also budget using a foreign currency, or automatically convert budgets into other currencies. Budgeting is possible at a detailed level – against articles or per employee, for example. You can create different budget scenarios, drawing comparisons between a normal budget, a positive change and a negative change.



Interactive balance sheet allows you to drill down up to every original transaction entry

Cash flow management

Every company needs clear insight into its cash flow(s). Are your customers paying on time? Who are you paying and when? Exact Globe gives you up-to-date and historic insight into cash flows, the overall cash situation and the value of your company.

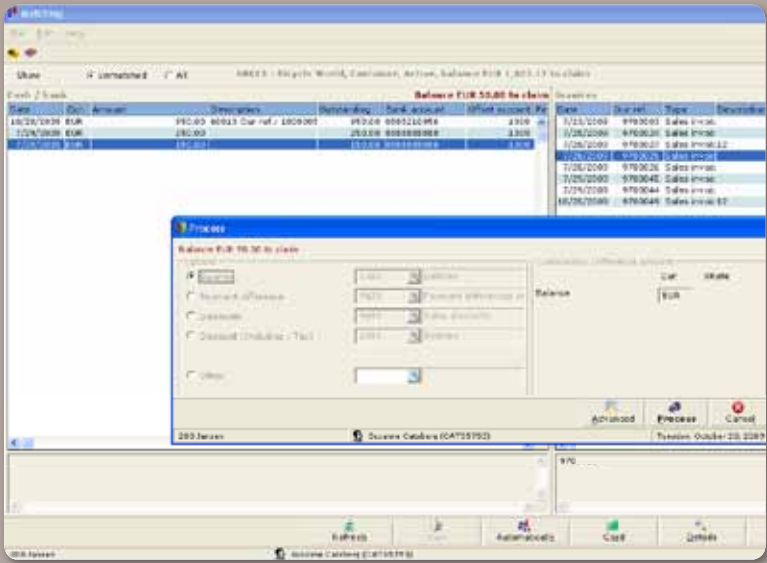
You'll know the payment behavior of your debtors, via electronic banking that automatically shows the bank statements corresponding to the invoice. This eliminates the time consuming job of comparing lists of invoices to lists of payments, on paper or different screens.

Auditing/Controlling

A single entry system minimizes errors. So, you save time and increase your ability to exchange accurate information via all standard functions for periodic output, import/export functions, data exchange and automatically generated overviews. Information is rapidly moved beyond your backoffice system – to your accountant and financial controller, for instance – so that you can amass the required overview for tax return preparation. The system also supports several types of taxes, including Value Added Tax (VAT) and sales taxes.

Benefits for Finance and Administration

- All your company's financials and administration integrated in a central transaction table.
- Enriched information via links with people, resources, products and processes.
- Up-to-date insight into cash positions and company value.
- Functions for forecasting, budgeting, analysis and reporting.
- Secure dashboard for authorization, traceability and reporting.
- Supports a variety of languages, banks, currencies and legislations.



Matching entered or imported cash flow transactions against invoices

Assets

Registering assets can be a time-consuming and complicated process. In particular when you acquire assets that are not yet registered in your administration. With Exact Globe, registering and managing assets is easy. A new asset can be registered directly when you make an entry in your purchase journal. All asset movements are linked to financial transactions to ensure completeness. After the assets have been created, monthly depreciation entries are calculated and created automatically. Each asset has an asset card listing historical transactions, ensuring easy traceability.

General ledger

Because Exact Globe links your financials to areas such as logistics, production and sales, you can pull information from these areas into your general ledger. It is also easy to generate various reports for cash flow monitoring. In this way, your bookkeeping system becomes nothing short of a complete management information system.

Compliance management

Your back office is obliged to maintain comprehensive records of all items such as transactions and contracts. Furthermore, corporate governance imposes increasingly strict requirements on your financial accountability. Exact Globe allows you to fulfill these legal obligations in a large number of countries around the world.

Easy entry

Individual users can personalize screens according to their requirements. For example, you can speed up data entry by turning off fields that you don't use in the entry screen. You can also display search results according to your own criteria. An employee in orders might want to see the contact person, for instance, whereas an employee working in financial administration might want to see the bank account number. It is also possible to determine, per user, in which order the columns of the general ledger, debtor or creditor card should be displayed.

Administration

HRM. Information and motivation

Ultimately, it's people that make the difference. It is their skills, ideas, contacts and enthusiasm that enable companies to thrive and grow.

Exact Globe offers basic administrative HRM functionality. This allows you to create knowledge-rich employee files with important information such as work schedules and leave requests. You can also generate 'Top 10' overviews of purchases and sales per staff member. By analyzing this data, you can maximize employee value, while motivating them so that they gain the satisfaction of performing at their best.

System security with strict access rights

Exact Globe incorporates a sophisticated roles and rights capability. That way, you provide staff with access to the information, processes and projects appropriate to their position.

Track and trace



Exact Globe creates an informational structure for the central coordination of procurement, warehousing and inventory management. You'll have information consistency and continuity right throughout the process. This will give you the power to optimize stock levels within a single warehouse or across a warehouse network.

Exact Globe for Purchase and Store

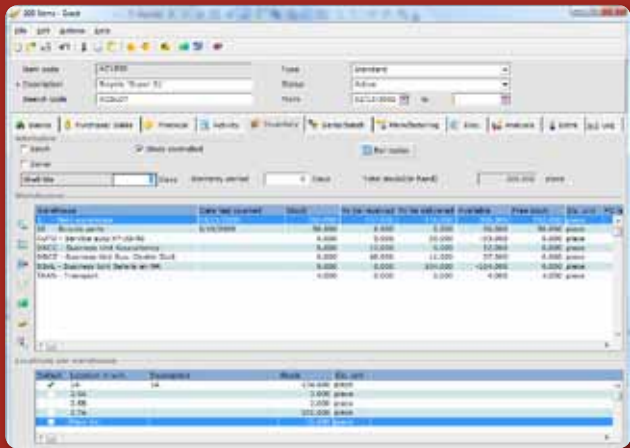
Every company is under constant pressure from rapidly changing customer demands and high pressure on margins. To stay ahead you need an advanced logistics system that delivers the right product to the right place, at the right time and at the right price.

Exact Globe enables this with logistical capability designed to transform your operational capability. All information is managed centrally so that your purchasers, sales staff and warehouse employees work with the same data. All orders, receipts and deliveries are entered and available in realtime. You will be able to access, at any time, precise business information regarding every aspect of your warehousing and ordering requirements.

Work with Exact Globe in this crucial business area and you will reduce waste, eliminate confusion, and work more closely with supply chain partners. Above all, you will be in a much better position to meet your delivery promises.

Streamline your logistics

Exact Globe’s Purchase and Store capability is designed to raise your logistical game across all aspects of item management, purchase management and warehousing. You’ll soon notice the difference and so will your customers as they consistently receive the products they ordered on time.



Create, maintain and delete all items centrally

Manage items centrally

All items can be created, maintained and deleted from this screen – across every location within your entire warehouse network. Each item contains its own data and attributes, registered and maintained in its own item maintenance card. Item information is divided into several categories, presented under different tabs. Zoom into the item card to view all transactions for a specific item. Define all item-related pricing like sales prices, purchase prices, cost prices. Batch updates can also be performed on this screen, with simultaneous updates of multiple items in a batch. This saves time if your organization decides to review and update the data of all items at the same time.

Item management

Item assortments

Exact Globe helps you manage your product portfolio via clear assortment categories. This will give you better insight into your product offering, while different levels of assortment will give you more insight into the results of your assortment. You will know if the assortment is complete, and by linking to sales, you will know which products are doing well. You can also detect item redundancy and analyze the performance of items.

Pricing

Manage your pricing per item, per unit, per assortment, per customer, per supplier and per period. This includes specific pricing agreements with customers and suppliers. All your prices will be instantly available, and you will be able to make changes including temporary sales promotions. You will be able to calculate competitive pricing and discount structures in percentages, new prices or mark-ups. Regulation based charges can be handled and reported separately.

Purchase management

Supplier management

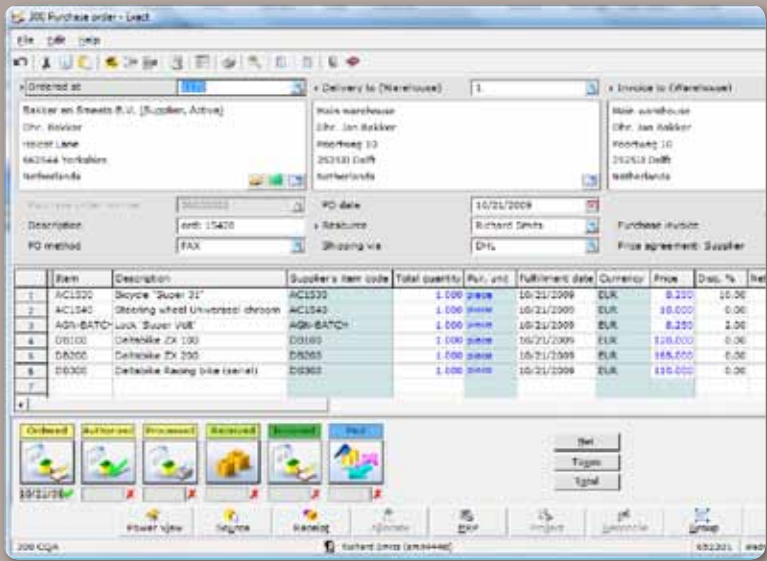
Determining the right suppliers is vital to a successful purchase policy. Exact Globe gives you reliable supplier analyses by measuring and reporting supplier performance against benchmarks such as on-time delivery, quality of product samples and number of returned goods. It means you’ll be able to negotiate with suppliers based on clear pricing and the history of previously ordered goods.

Purchasing

Purchase orders can be initiated on the basis of future stock levels, sales orders, production orders or forecasting. They can also be optimally matched with supplier contracts. Exact Globe achieves this with fast entry of purchase orders, multiple and customizable purchase order layouts, and the ability to link purchase orders to receipts. The moment a purchase order has been generated, a proposal for the payment terms is created, demonstrating a perfect integration of your logistics and your financial processes.

Benefits for Purchase and Store

- Logistics processes directly linked to financial accounts.
- Increased visibility into actual, real-time inventory quantities and costs.
- Centrally update bills of material, price lists, special offers and price agreements.
- Advanced functions for bar coding and track and trace.
- Reliable forecasting based on actual stock management linked in real-time to purchasing, sales and schedule.
- Real-time inventory transactions, with full batch (serial/batch/lot) support.



Purchase order showing the current status and process flow

Purchase invoicing

Because all transactions are linked, Exact Globe provides detailed overviews that allow you to zoom into details effortlessly and instantly. This enables you to check invoices to ensure they match the receipt and create a purchase invoice based on the purchase order or receipt, without having to type it all out again. You will save time by defining exactly who is allowed to approve invoices via the incoming invoice register.

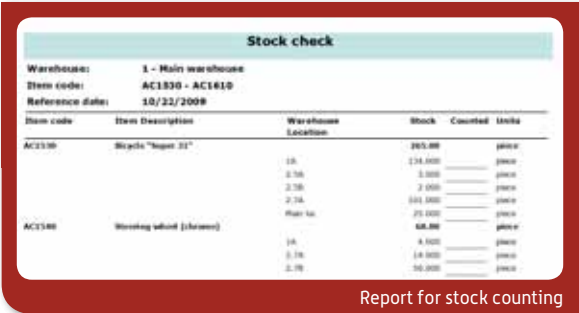
Stock handling

All warehousing transactions – such as incoming goods, outgoing goods, location transfers – can be handled in Exact Globe. They can be optimized by means of barcode equipment in batch communications, or with real time radio frequency. By registering data electronically in this way, you avoid errors and always have an accurate, up-to-date insight into the status of any order, from a single screen. You will also achieve better service levels and delivery reliability.

Warehouse management

Stock control

Exact Globe permits clear insight into your stock levels at all times – you’ll know your optimal stock levels and exactly what you need to order, and when. You will be in a position to save time and money with central warehousing that lets you process orders from multiple sales offices then dispatch goods to customers from one central warehouse. Exact Globe also offers cycle counting to ensure that the stock in the system equals the physical stock. And by providing a sampling function, it will help you to reduce waste and comply with regulations.



Report for stock counting

Traceability

It pays to have instant knowledge of which customers received which products and when, and which suppliers supplied which products and when.

With Exact Globe you can track and trace items from supplier, to production, to customer. This is important when complying with government regulations, for example, or when monitoring customer demand.

Planning for success



The effective delivery of products or services in a competitive, globalized market requires the highest standards of planning. By providing instant visibility of all your inputs, Exact Globe allows you to predict all your outputs. You'll be able to plan your costs and capacity in advance, enabling you to make firm promises to your customers.

Exact Globe for Plan and Produce

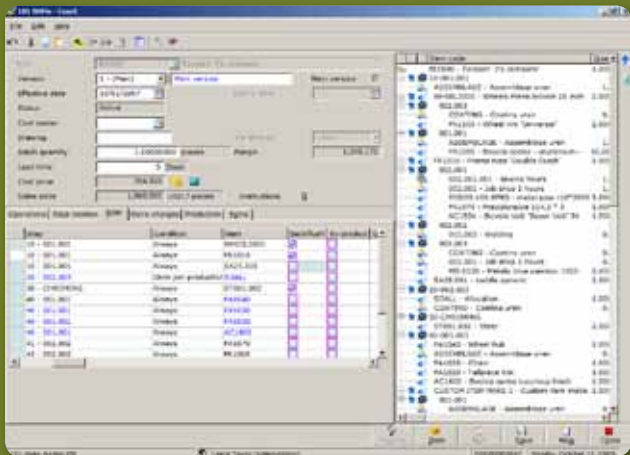
Exact Globe gives you the power to plan and achieve outcomes with time-based item planning overviews that integrate all activities. You will have, at your fingertips, detailed information on all relevant factors such as personnel, machinery, supplies and warehousing, financials and resources.

Armed with this up-to-the-minute information, you will be in a position to improve your manufacturing, service delivery and project management. This, in turn, will lead to reduced costs, a quicker time-to-market, and guaranteed delivery dates.

As well as predicting the future with more certainty, you can make adjustments right here, right now. Monitor and adjust the manufacturing process, for example, with a suite of advanced and precise production control functions.

Optimize your capacity

Exact Globe enables you to optimize your future with customizable flexibility for planning, manufacturing and project management. With this comes the ability to react to short- and long-term imperatives by managing materials, workloads and schedules your way.



BOM screen displays the use of all underlying materials, as well as labor and machine hours.

Defining bills of materials

Single or multiple versions of bill of materials (BOM), routing and dependencies can be defined per product. Combined with surcharges and batch sizes, this forms the basis for the cost price calculation. Multiple product variants, features, options and materials in BOM variations can be managed. You can also store an unlimited amount of levels in the resource structure, use phantoms, and link activities to the levels of resources and machinery. During production, you will have instant and continuous insight into whether or not you are in line with your budgeting forecasts and expectations.

Planning

Forecasting

Benefit from detailed forecasting based on input from previous results, sales histories and sales expectations. These forecasts can drive requirements for endproducts and production components.

Material Requirements Planning (MRP)

Exact Globe offers multiple calculation scenarios, so you can choose the one that's ideal for your situation. It also allows for the 'pegging' analysis of your MRP run. This enables you to identify the sources of requirements at a detailed level, greatly simplifying the inventory replenishment process.

From within this MRP capability you can access all your logistic transactions, from sales order to delivery. This helps you with your own internal efficiencies, as well as with important issues of compliance and regulation.

Resource planning

Allocate resources in terms of personnel and machinery. You'll know the availability of all capacity at all times, so that you can plan machines and labor hours in advance. You can generate a detailed overview of planned time by cost centre, subordinate or project.

Manufacturing

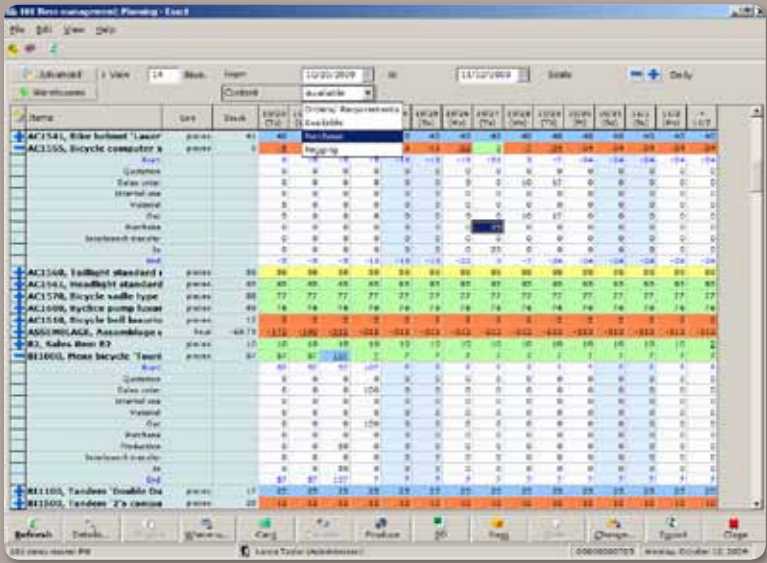
Production costing

Cost price calculation scenarios can be used to enable unique cost calculations for each endproduct. It means you can compare the total production order costs with the sales price to obtain the profit margin for the manufactured item. You can also look at overviews of the actual cost of end products by taking into consideration specific cost factors.

When there are changes in the cost price at any level of the bill of materials (BOM), the cost price will be updated all the way to the end product.

Benefits for Plan and Produce

- Production and service planning linked directly to logistic and financial accounts.
- Forecasting based on complete production data.
- Choose the most favorable situation for production and cost price.
- Planning linked to the registration of work hours and time off.
- Reduce project planning and management time by using exclusive project environments.
- Complete drill down to a manufacturing order from a sales order gives insight into when products will be ready.



MRP overview: day-to-day insight into available stock

Production control

Control the daily production process, from scheduling to delivery. Based on demand from customer orders, stock levels or advanced MRP production orders are created, planned and processed. The manufacturing of both standard and customized products is supported. This can be carried out in multiple operation steps. Materials usage as well as labor and machine hours are registered at all times.

Outsourcing

As well as purchasing materials, companies are increasingly purchasing production activities for reasons of cost, capacity or knowledge. Such outsourcing operations can be fully integrated within the Exact Globe purchasing process.

Production result

You'll always want to know if the outcome matched your plans and forecasts. Exact Globe facilitates the detailed analysis of individual manufacturing outcomes by comparing the planned and actual usage of materials and resources. You will then be in a position to build the consequences into your financials.

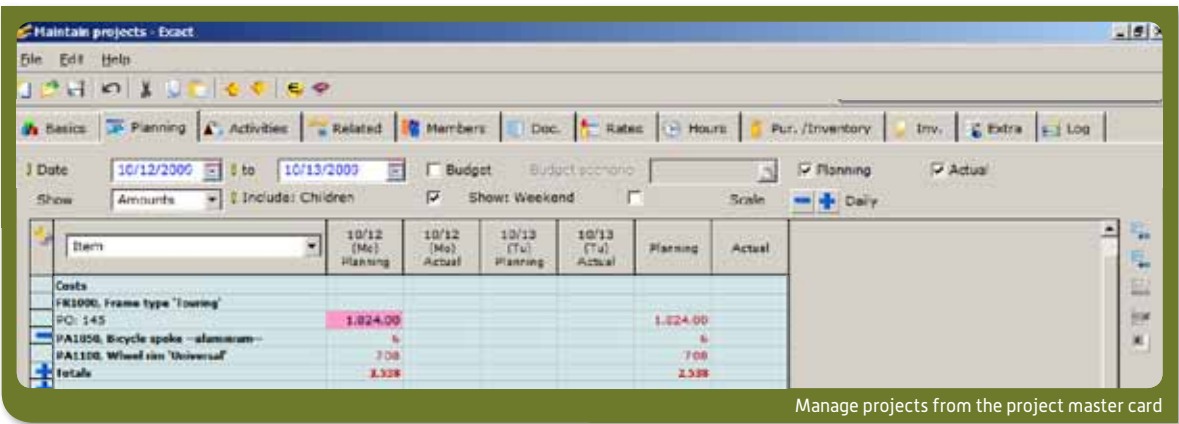
Project management

Projects

Project control is notoriously difficult due to lengthy duration, complex sub-processes and a non-transparent cost structure. Exact Globe overcomes these issues by automating your entire project organization within a dedicated project environment. You will have an at-a-glance view of all project data from the project master card, with multiple project levels possible. Project-related transactions can be identified at all times (throughout all functional areas within Exact Globe) and handled according to project-specific financial consequences.

Project invoicing and results

All costs and revenues are visible on a project level. This includes purchasing, sales invoices, time registration of relevant employees, and materials. Outcomes can then be compared with planned costs and revenue expectations. People are linked to targets and budgets, and various overviews and reports show you the current status, including any work contracted out, as well as unpaid invoices.



Manage projects from the project master card

Putting your customer first



The effective integration of internal processes will significantly improve your bottom line. Linking and extending these benefits to your customer-facing operations will help your company fly even higher. Exact Globe therefore offers a number of modules for optimizing your pricing, invoicing, and customer relationship management (CRM).

Exact Globe for Sell and Service

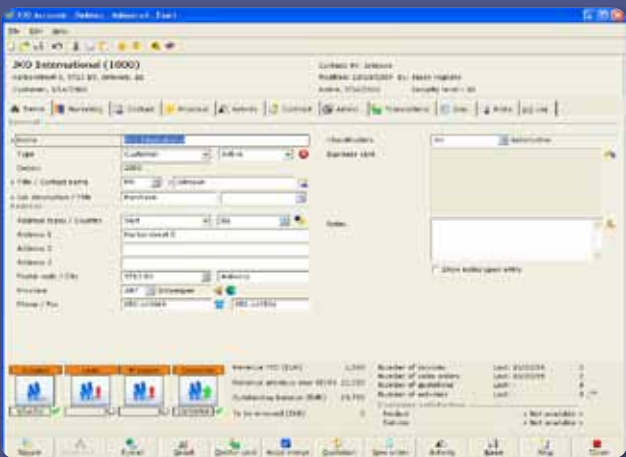
How long does it take you to call up a clear list of your customer data in terms of financial transactions, contract data and details? Chances are it's taking longer than it should. And the situation can be even worse if you've stored data on different systems, leading to data overlaps and considerable potential for errors.

With Exact Globe you can store all customer, supplier and related data in one place, then retrieve it quickly and easily. With that will come the ability to access a clear overview of all relationship transactions such as orders, financial postings and turnover data.

All the information regarding pricing agreements, budgets, orders and invoices will be in a single account file. Your sales and service departments will save time by having access to the latest information.

Satisfaction and profitability

Acquiring customers is hard. So it's imperative that you retain, reward and profit from them by leveraging every possible item of customer data. Exact Globe gathers and consolidates all customer and pricing information, while integrating customer orders and invoices with your financial and logistics systems.



Customer card displays all customer related information

Customer insight

Centralize and transform your customer service and account management with a comprehensive digital customer card for each customer. All customer related activities and documentation are held on this card: transactions, pricing agreements, revenue per customer, quotations, invoices, payments outstanding, contracts, and service orders. This gives sales staff an instant overview of each customer and their history. Meanwhile, service staff will be able to instantly access the history and status of any customer complaint. This level of detailed customer information enables you to classify and segment customers, and provides the basis for improved targeting and marketing.

Sales management

Customer and sales analysis

View the performance of each sales representative or revenue per customer. You can then identify your most important customers. The overview of the current sales figures allows you to compare the results with last year's sales figures. Thus you will have immediate insight into any increase or decline in sales figures. You will also be able to compare your budgets to revenues.

Quotations

To deliver an accurate quotation, you need as much up to date information as possible with regard to pricing agreements, discounts, stock levels, delivery times and previous quotations. Exact Globe enables you to store and retrieve this information. You will be able to easily create a sales order straight from a quotation with one click, saving duplicate entry.

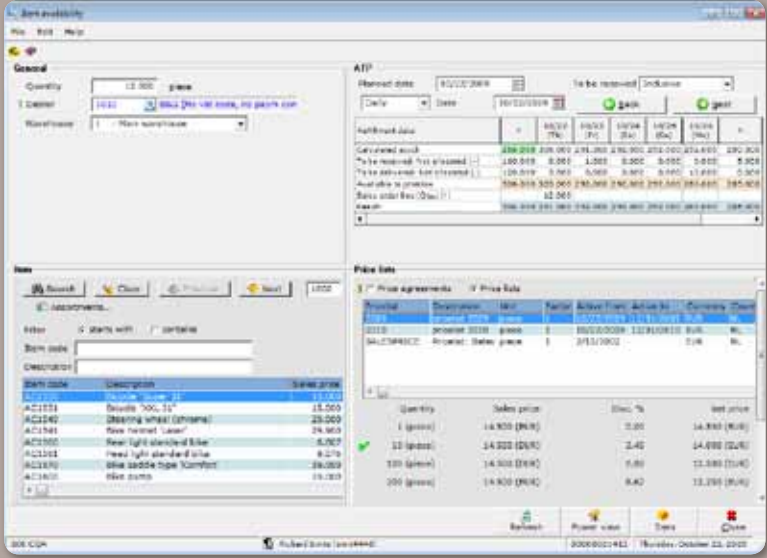
Order Processing

To keep your inventories low while keeping your customers happy, you need a flexible ordering system. Stock control must therefore be up-to-date, the purchasing department must know exactly when to buy, and the production of assembled products must be synchronized from the order, through to the demand for end products. Of course, the need for efficient ordering becomes even more important if your company does not hold stock.

Exact Globe provides direct insight into stocks during order entry. You can then allocate goods against current stock availability. As the process develops, you can create and issue credit invoices and reminders, offer drop-shipments, and compare returns with fulfillments to avoid fraud. Exact Globe also permits credit line checking before doing business with a customer.

Benefits for Sell and Service

- Real-time reporting links customer account to marketing and sales activities.
- Activities, transactions and customer contacts available on the customer card.
- Link budgets to sales forecasts, sales targets, sales results and target groups.
- Faster response times due to insight into actual information on stocks, delivery times and service.
- Service employees will have customer history at their finger tips.



Item availability screen shows all items, pricelists and price agreements

Invoicing

Detailed invoice management allows for complete processing of sales invoices. This includes advanced payment conditions, pre-payment, and direct invoices for over the counter sales. You can also calculate and grant sales commissions to employees and partners such as re-sellers.

Result

The time and materials spent on a service item is compared with warranty or maintenance contract conditions, leading to costs or customer invoices. Via problem identification, analysis of frequently serviced items and circumstances can be performed. This will enable you to make better decisions based on accurate data.

Service management

Service activities

Great customer service comes from building a complete picture and history of your relationship with each customer. This requires a system that performs a wide range of service-related tasks, from the simple to the complex.

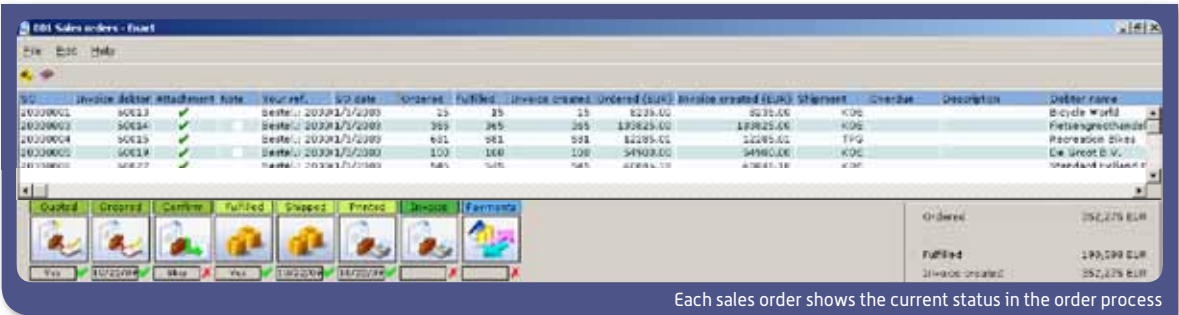
Exact Globe allows for the registration of all products and services sold. It also registers service orders initiated from incoming customer calls or maintenance contracts. You can also define and maintain items such as hour items, sales and stock items, contracts, assets and serials and batch items. The result is a comprehensive tool for managing and controlling operational and functional services.

Taking CRM one step further

Exact Synergy

For more extensive CRM, Exact Synergy is the front office tool that seamlessly integrates with Exact Globe, offering advanced functionalities such as opportunity management and marketing automation. Invoices and sales orders can be shared online with everyone throughout your organisation.

Built-in workflows align your customer-facing roles in the process. Work is routed automatically to the next person in the chain. Exact Synergy ensures clarity of ownership and enables flexible workflow routing which ensures that your customers request is handled by the right person at the right time.



Each sales order shows the current status in the order process

The solid administrative foundation for your business

Three key Exact Globe benefits

Whatever your specific requirements, all Exact Globe software solutions are embedded with three core benefits. Combined, they work to give you the flexible backbone that every company needs.

Designed for you

For companies like yours, it's essential to know the status of things at all times through accurate, up-to-date information. Exact Globe is designed to achieve this by forming a single transaction backbone for all production, logistic and sales functions. This will give you a single, traceable financial and administrative reality at all times. And it's standardized, so it's simple to implement, requiring minimal resources to maintain, which makes it ideal for organizations with limited IT support.

Growing with you

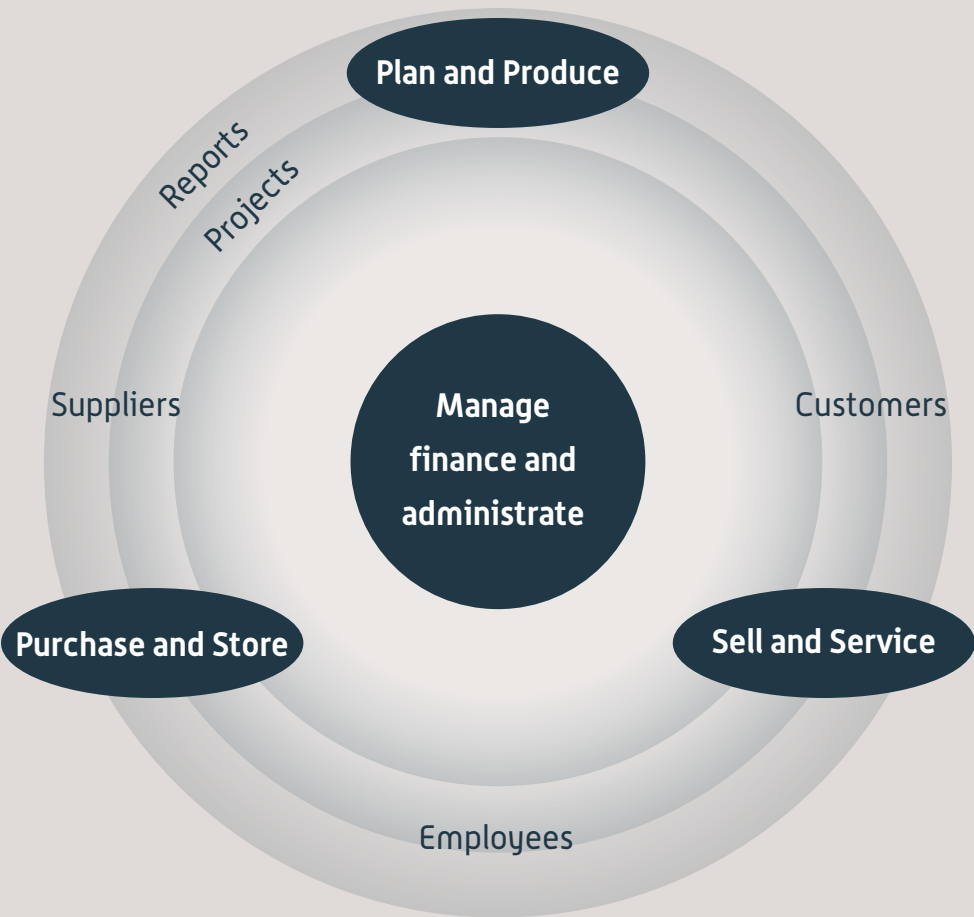
Exact Globe can be as big, or as small, as you want it to be. So, you might start with a basic bookkeeping capability and then add a more advanced MRP solution as your company and your ambition grow. Or you might start with an item management solution and then move towards the complete warehousing offering. All these systems will integrate seamlessly with each other, saving time and costs. Whatever business, market or geography you're in, Exact Globe offers the flexible functionality you need.

Rapid results for you

In your ever challenging business environment, you have to move quickly to stay ahead. Exact Globe keeps pace because it's designed with your needs in mind. You'll be up and running with a minimum of implementation and training time. From day one Exact Globe enables you to drive productivity across your business. You'll have less manual work, less duplicate entries and a better overview for more control. And you'll be reaping the benefits of integration quicker than you ever thought possible.

Exact Globe at a glance

Whatever your company's objectives, Exact Globe helps you achieve them by making a real difference where it counts – at the heart of your financial, administrative and operational processes.



Drive productivity across borders

Your company is serving the same customers from different locations. This leads to a lack of consistency as individual customers are serviced via different applications and procedures.

By acting as a universal system, Exact Globe integrates your service delivery. For instance, the sales department in one office will have insight into stock levels in a warehouse at another site.

Drive productivity during growth

As your company grows, so does the amount of information that needs to be managed. Productivity is negatively affected, and the constant changes in legislation, tax laws and compliance don't help.

By permitting a single financial and administrative 'truth', Exact Globe gives you an instant insight and overview into all your processes. You will be able to analyze, report, forecast and budget based on reliable, and real-time, financial facts.

The solid administrative foundation for your business

Three key Exact Globe benefits

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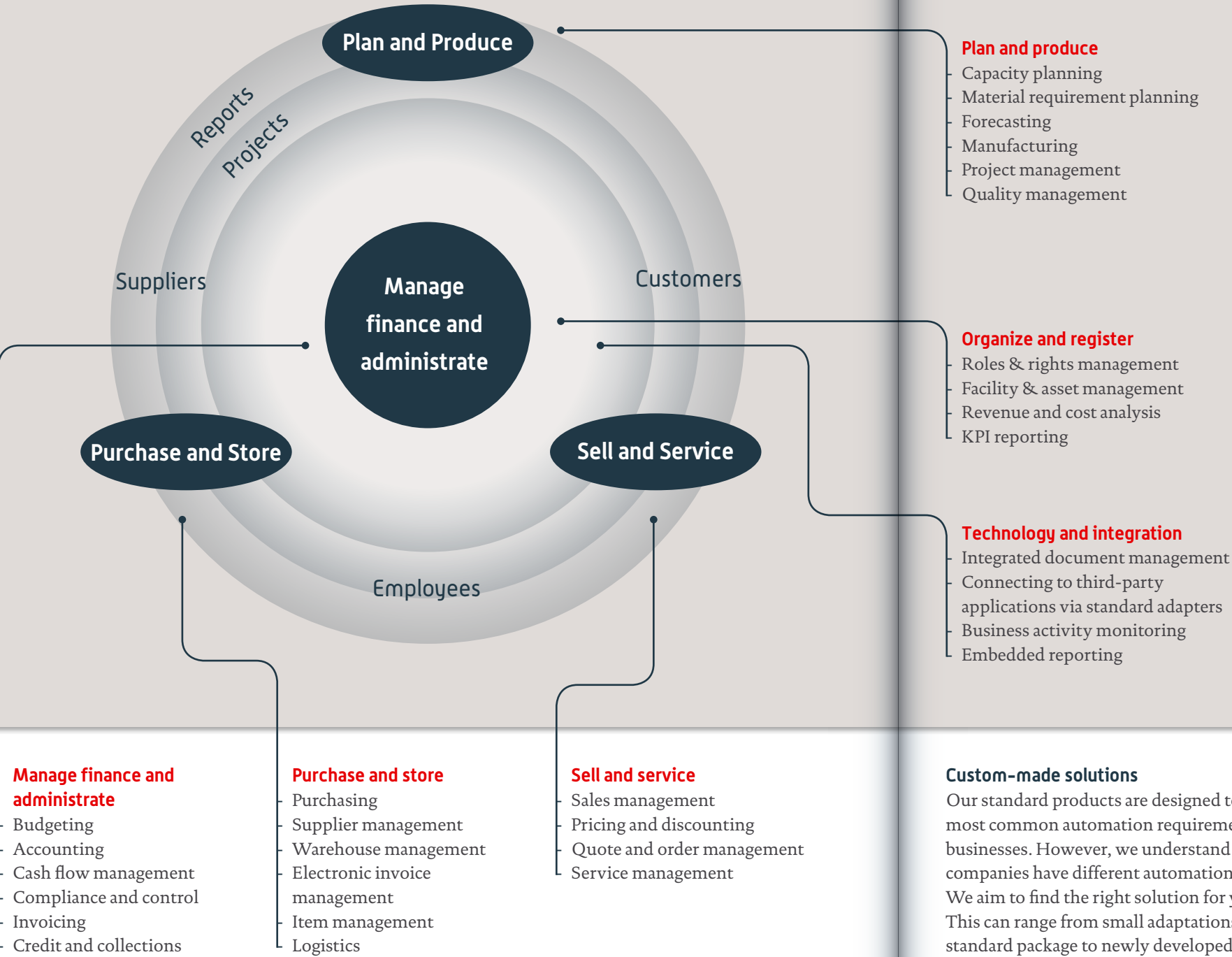
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Exact Globe product offering



Custom-made solutions

Our standard products are designed to meet the most common automation requirements of today's businesses. However, we understand that different companies have different automation needs. We aim to find the right solution for you. This can range from small adaptations of your standard package to newly developed solutions. As our custom-made solutions are based on our standard software, the development time required for a custom solution is relatively short and financially attractive for you.

Customer services

Consultancy and Implementation

We provide you with maximum control and manageability regarding lead time and implementation budgets. The standard implementation methodologies we use are developed based on years of experience and have proved successful all over the world. The approach of implementing Exact Globe depends on many factors including company size, project scope, and your industry. To meet this challenge, we support different implementation models from local single-site to large international multi-site implementations.

Training and education

Your success is important to us. We implement our software solutions tailored to your business environment so that you can maximize your investment quickly and completely. We offer in-company training programs held at a location of your choice, at a time when it's convenient for you. In addition, you can select which topics you wish to address during the in-company training session.

Customer support

We are dedicated on making you a satisfied customer and keeping it that way. This not only requires software, but a high level of continuous support from us. We provide solutions and support through an extensive global network across more than 40 subsidiaries and via our qualified international partners. In return, you are guaranteed a high level of service and availability in multiple locations and languages wherever you are, as well as continued product improvements.

Driving productivity across your business

Exact Globe provides the stability that forms the basis for productivity. You'll have control where there was confusion, giving you insight into processes across all your local and international operations.

By now, you should have a good idea of how Exact Globe can help you and your employees to gain more freedom from process, and more control over business. But if you still have more questions, you can find some of the commonly asked ones on the next page. Don't hesitate to contact us if you have a question that isn't there.



= EXACT

Want to get started?

Contact your local Exact representatives. You'll find their details at: www.exact.com



PEOPLE

Exact Globe opens up new channels between your people. This creates the rapid, effortless flow of information that is essential to the smooth running of any business.



STRUCTURE

As people work more closely, new working structures are formed. In this way, Exact Globe makes your company stronger, better equipped to resist challenges and exploit opportunities.



COLLABORATION

By enabling people to share information, Exact Globe will generate a new spirit of collaboration among employees.



RESULTS

It's all about results. By integrating and optimizing processes, Exact Globe drives results by simultaneously reducing costs and increasing your ability to focus on your business.

Does learning how to use Exact Globe require a lot of training?

The software is designed so that people can start creating value fast. So, training requirements are typically low. If required, Exact offers a full suite of training and consultancy.

Is Exact Globe available in different languages and legislations?

Exact Globe is available in over 40 languages and supports a wide variety of legislations, banks and currencies.

What reporting capabilities does Exact Globe offer?

Exact Globe makes a wide set of standard and customizable reports available. In addition, standard integration is available with Microsoft Excel and Crystal Reports which allows for reports to be created, with real-time data that comes straight out of Exact Globe.

Can I customize Exact Globe to address the special challenges faced by my company?

Yes. Exact Globe offers a range of standard extension modules to cover more advanced and business specific requirements. If your company needs other functionality, Exact can help to develop additional functionality ranging from small adaptations to newly developed solutions.

Can I upgrade easily from my current Exact financial software to Exact Globe?

Yes. Out of the box conversion tools are available so that you can upgrade to Exact Globe.

Can I integrate Exact Globe with my existing business software?

Yes. Exact Globe allows for easy import and export of XML, which makes data exchange possible with third-party software. Exact also integrates with middleware solutions that support connectivity with third-party software.

Exact. And it all comes together.

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We started serving the entrepreneurial world in 1984. We have grown from a student start-up to a global solution provider and have been listed on the NYSE Euronext Amsterdam since June 1999. Our entrepreneurial roots constantly remind us that adding value for our customers is what we are here for.

With employees spread across subsidiaries in 40 countries we serve local and international companies in more than 125 countries and provide our solutions in more than 40 languages.

Serving entrepreneurial businesses is at the heart of what we do. We understand their mindsets, how they collaborate within their business community and the structure they need to achieve results. With this knowledge we provide software solutions that support every business activity and give real-time insight into the entire business. This gives our customers the freedom to successfully address challenges and opportunities, creating value for their customers and ultimately for themselves.

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