



Are you Reday for a Unique
PARTNERSHIP?

 **canias**^{ERP}

HELLO

INDUSTRIAL APPLICATION SOFTWARE

IAS is a global business software company supporting more than 1.000 organizations in 30 countries with its core product, caniasERP.

caniasERP is an open source solution with integrated software development environment, TROIA which makes it one of the most flexible ERP software products. Today, with over 30 years of experience, IAS is many organizations' technology partners of choice.

We are

ERP

30
Countries

30.000
User

15
Languages

>1.000
Customers

3
Locations in
Germany

11
Locations
Worldwide



SME or Enterprise Perfect Fit for Your ORGANIZATION

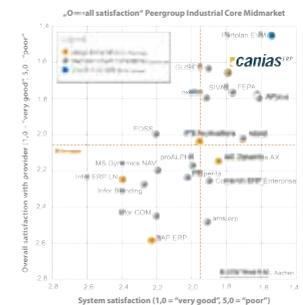
caniasERP is flexible and fully integrated ERP software for all size of companies. In addition to planning, sourcing, materials management and production, *caniasERP* also covers sales, CRM, financial management, project and document management as well as group collaboration and many other processes in a complete solution. In terms of business logic, the ERP system can be used in both standard and individualized form and the modules are chosen specifically for each customer. The extraordinary adaptability is provided by caniasERP's own development environment as well as the application's open source code, differentiating from other ERP systems in the market. This flexibility, together with a wide scope and continuous attention to integration allows caniasERP to support companies with the optimization of their business processes and make them stay competitive.

Again one of the Best

WERNER SCHMID, CHAIRMAN AND FOUNDER OF GPS,
ON THE COMPARISON TEST RESULTS:

“We live in an age in which the quality differences between software applications are assessed less and less by the range of functions offered, and much more by the flexible handling of customer-specific customization requirements. With caniasERP, IAS provides an excellent solution for the generation of user-specific applications and offers its customers real added value when it comes to mapping their company-specific processes. That’s why caniasERP recently received the “ERP Excellence” award from our institution.”

2017 GPS ERP Excellence Test // Trovarit ERP Study “ERP in Practice – User Satisfaction, Use and Prospects” // *among companies with 100-499 employees



Working daily for you

WORLDWIDE



1989 - 2019

Mile
STONES

1989

Industrial Application Software GmbH founded in Karlsruhe (Germany)

1994

Opened R&D Centre in Istanbul (Turkey)

1997

Use of the System's own Development Environment TROIA

2000

Release caniasERP 6.01, Java based and fully web-enabled

2006

IAS Middle East commenced operation

2011

Release caniasERP 6.03

2014

25th Anniversary

2016

IAS India commenced operation

2019

IAS Korea commenced operation

Why we?

Ten REASONS

- 01 **WIDE RANGE OF FUNCTIONALITY:**
Better servicing needs, industry specific solutions
- 02 **COMPLETE PROCESS INTEGRATION AND A UNIFIED SYSTEM:**
Numerous modules – a complete system, high transparency, streamlined and simple processes, faster information, consistent data and high process stability
- 03 **TROIA, AN OPEN-SOURCE, OBJECT-ORIENTED DEVELOPMENT ENVIRONMENT:**
High flexibility through quick, self-made adjustments
- 04 **USER-FRIENDLY, ERGONOMIC INTERFACE:**
High usability through intuitive operation
- 05 **PLATFORM INDEPENDENCE AND MULTI-PLATFORM CAPABILITY:**
Vendor-independent, freedom to choose from different databases and operating systems, high independence and investment security, reduced IT costs
- 06 **SCALABLE, MULTI-CLIENT, MULTI-LANGUAGE, WEB CAPABILITY AND MOBILE APPLICATIONS:**
Worldwide business, easy integration of affiliated companies, partners, customers, suppliers, full access and utilization over web and mobile devices
- 07 **EASILY UPDATED:**
Upgrade-proof modifications, reduced release upgrades costs
- 08 **OPEN SYSTEM ARCHITECTURE:**
Easy integration with third-party systems, ability to access all data fields within the caniasERP interface
- 09 **BI AND PIVOT FEATURES:**
Built-in fast, simple and smart analyses
- 10 **SATISFIED CUSTOMERS:**
Total Customer Satisfaction Leader rated by independent surveys

The Company

IAS is founded in Karlsruhe, Germany in 1989 by a handful of talented and dedicated people.

Since early days of IAS, the dream was to be the game changer in ERP industry by providing best-in-class solutions. IAS developed its own unique software development platform, TROIA in 1997 and released caniasERP 6.01 in year 2000 as one of the first few ERP solutions available online with full functionality. TROIA, open-source and platform independent integrated development environment, and its exceptional flexibility feature are the core strengths of caniasERP, as evidenced by various third party studies. Over the years, the brand „caniasERP“ has played an important role in helping companies gain Operational Excellence in Industries such as Automotive, Aviation & Defense, Printing, Packaging, Textile & Garment, and Machinery & Industrial Automation.

IAS, a global ERP company, catering to over 1.000 companies with more than 30.000 concurrent users across diverse industries in more than 30 countries, its core competency has always been in being quality conscious and providing innovative solutions that can be delivered quickly and cost effectively in complex environment. With over 200 professionals and consultants and excellence R&D centers and subsidiaries in Germany, India, Turkey, UAE and Korea along with business partners in across the world, IAS is one of the highest-rated ERP vendor with its solution, caniasERP, available on premise, on-the-cloud and also mobile devices.

IAS, over the years, has received many prestigious awards and acknowledgments in various countries, such as ERP Excellence by GPS Germany in 2017 and Best of 2018 in ERP Solutions category by Initiative Mittelstand in Germany. IAS is also ISO/IEC 27001 Information Security Management and as well as ISO/IEC 15504 Software Process Improvement and Capability Determination (SPICE) certified company. IAS, today more than ever, is committed to providing superior quality on its solutions and services to leverage efficiencies in companies to reach operational excellence and expand its operations into further global markets.

ALWAYS ON THE MOVE

Corporate Philosophy

As a medium-sized company we know very well the needs of our customers. Our focus, in addition to the continuous development of our products and services, has always been advancing on technology.

Thanks to our innovative technology allowing us to offer powerful solutions to our customers with far fewer man-power resources, shorter project implementation time and reduced cost which makes us much more competitive than any other software company.

The goal is clear. We're here to satisfy the unique needs of our customers. We define the success to have constantly growing and productive customers of all sizes from various industries as they are using caniasERP to manage their business processes.

The entire caniasERP system is about integration. We provide a complete solution ensuring seamlessly linked business processes.

With global uniformity and the extensive networks of individual modules, companies can attain high levels of data standardization and better responsiveness to business challenges.

Optimally coordinated procedures increase transparency and reduce costs. This makes the management of business processes more efficient while bringing future security and clear competitive advantages.

PROGRAM OVERVIEW AND BENEFITS

The IAS Partnership Program targets sustainable partnerships that are growth-oriented and mutually beneficial. Through its successful business partners, IAS offers solutions and services that meet localization needs. The aim of the IAS is to build long-term relationships by constantly developing competitive skills through training and workshops with business partners, while bringing together partners' knowledge and experience in the local market.



PARTNER TYPES

Country Business Partner

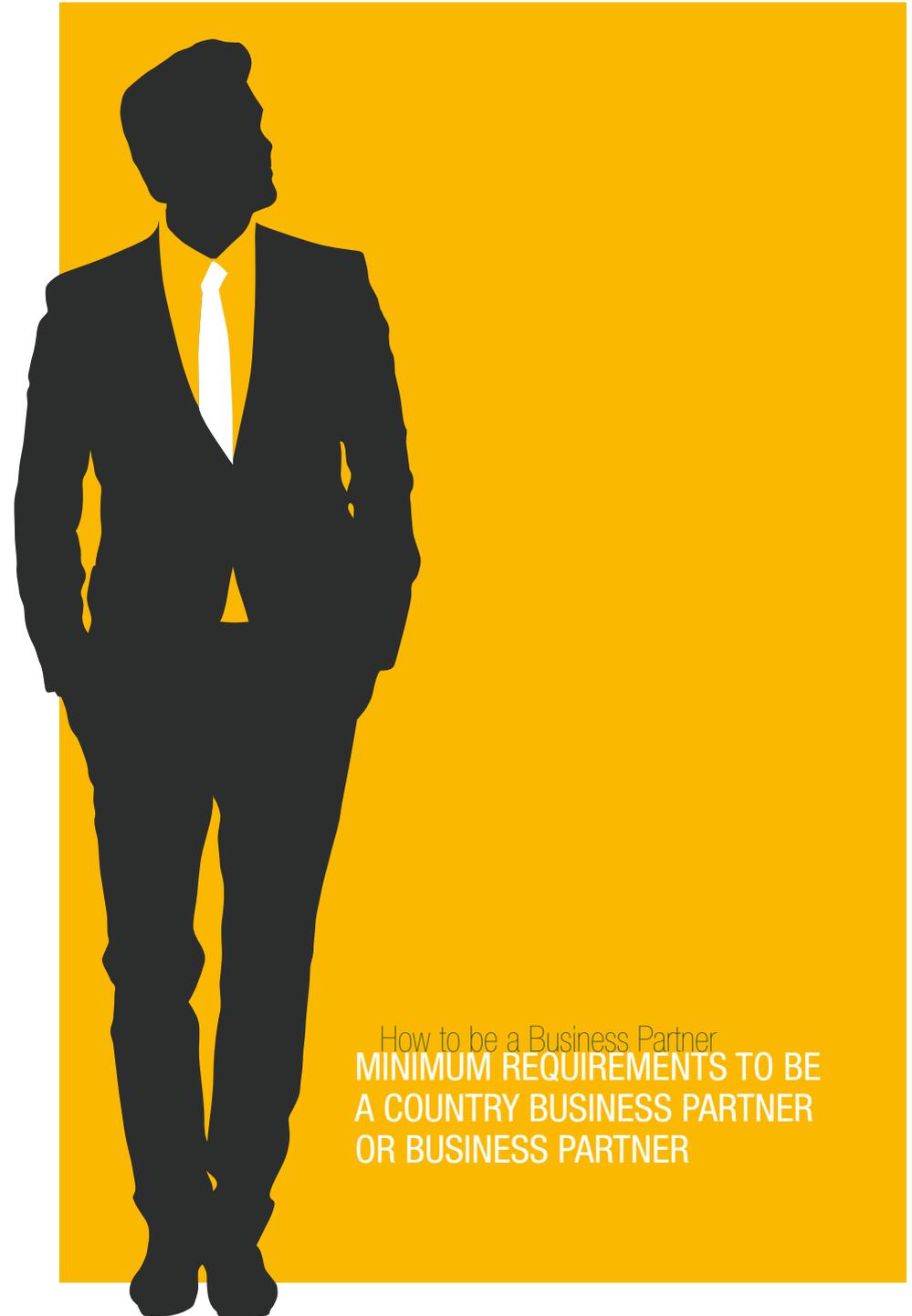
Country Business Partners are located in the countries which are targeted by IAS. In order to be a Country Business Partner, in addition to the Business Partner conditions described below, candidates should commit to the annual sales quota determined by IAS as a result of evaluations in the country.

Business Partner

Business Partners are companies that offer project implementation and support services as well as license sales in designated regions.

Referral Business Partner

Referral Business Partners are companies that are only focused on delivering potential leads.



How to be a Business Partner
MINIMUM REQUIREMENTS TO BE
A COUNTRY BUSINESS PARTNER
OR BUSINESS PARTNER

General Conditions

- // Filling out the Business Partnership evaluation form.
- // Preparation of business plan for 3 years projection.
- // Meeting the minimum required team criteria described below.

Consulting Team

Having a consulting team of at least 5 people fitting the following structure.

SENIOR PROJECT MANAGER (1 PERSON)

- // Minimum 4 years experience
- // The total budget of the projects managed should be minimum 500K €
- // Preferably graduated from an industrial engineer or related course
- // Should possess a high level of knowledge in logistics, production and finance processes
- // Advanced SQL knowledge
- // Preferably having object-based programming knowledge
- // Having strong communication skills and a high level of knowledge in project management methodology

PROJECT MANAGER (2 PERSONS)

- // Minimum 2-4 years experience
- // The total budget of the projects managed should be minimum 250K €
- // Preferably graduated from an industrial engineer or related course
- // Should possess a high level of knowledge in logistics, production and finance processes
- // Advanced SQL knowledge
- // Preferably having object-based programming knowledge
- // Having strong communication skills and a high level of knowledge in project management methodology

SYSTEM CONSULTANT (2 PERSONS)

- // Up to 2 years experience
- // Preferably graduated from an industrial engineer or related course
- // Preferably possessing a good level of knowledge in any of the logistics, production and finance processes
- // SQL knowledge
- // Preferably having object-based programming knowledge
- // Having strong communication skills

// Consulting team CVs need to be submitted to the IAS Partnership Program management.

Sales and Marketing Team

Having the appropriate sales and marketing team as described below

SALES SPECIALIST (1 PERSON)

- // Minimum 2-4 years experience
- // Preferably having an enterprise software sales experience
- // Having strong communication and presentation skills

// In case of having a consulting team of 5 people as described above, the specified sales specialist position can also be filled by the partner manager.

TECHNICAL SALES SPECIALIST (1 PERSON)

- // Minimum 4 years experience
- // Preferably graduated from an industrial engineer or related course
- // Should possess a high level of knowledge in logistics, production and finance processes
- // Advanced SQL knowledge
- // Preferably having object-based programming knowledge
- // Having strong communication and presentation skills

// In case of having a consulting team of 5 people as described above, the specified technical sales specialist position can also be filled by the partner manager/senior project manager.

TELEMARKETING SPECIALIST (OPTIONAL)

- // Up to 2 years experience
- // Preferably having an enterprise software telemarketing experience
- // Having strong communication skills over the phone

VALUE PROPOSITION

Trainings

Free trainings for the first year

// Consultant Training Program (2-4 Weeks)

// Software Development (1 Week)

// Sales (2 Days)

// Telemarketing (1 Day)

// Pre-Sales (2 Days)

// Certificates will be given to the trainees who have passed the certification exam after the training.

Optional Continuous Module Trainings

TECHNICAL SUPPORT

// The opportunity to implement first two projects with IAS

// Localization and translation support

DOCUMENTATION

// Detailed help documentation

// Documents explaining more than 2000 processes with video recording

// Fast document generation infrastructure for Project or Sector based documentation

// Documents are available in English, German and Turkish.

MYCANIASERP PARTNER PORTAL APPLICATION

// Following continuous software updates

// Making suggestions for the software development and following all the suggestions created

// Consulting the experts about the decision points in the project

// Access to continuously updated documentation, video library and training videos

// Following all news & announcements

Continuously released update packages; one main version in every 4 years and one subversion every year on average periodical bulletins on technical developments in the software

MARKETING AND SALES

We provide unique product presentation resources, along with rich marketing materials that we offer.

BUSINESS MANAGEMENT, PROFITABILITY AND SUSTAINABILITY

The opportunity to manage all your business processes with the sample caniasERP Implementation that IAS has created with 30 years of experience.

- // Sales and CRM processes
- // Consulting Project Management
- // Performance and Cost Management
- // Purchase and Finance Applications

FINANCIAL PROFIT SUGGESTION

For Country Business Partners and Business Partners

License Fee

Calculated as 50% of the list price.

Maintenance Fee

Calculated as 10% of the list price.

Revenue and Profitability Suggestion

An EBIT between 30-35% is targeted depending on the three-year projection prepared for team sizes of 5 for the first year, 12 for the second year and 23 for the third year. The details of the three-year projection will be shared seperately.

FOR REFERRAL PARTNERS

License Fee

Calculated as 5% of the list price.



READY?



ias Industrial
Application
Software

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