

One Product, One Goal,  
**YOUR SUCCESS!**

 **canias**<sup>ERP</sup>

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

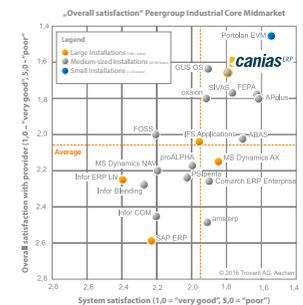
caniasERP is flexible and fully integrated ERP software for all size of companies. In addition to planning, sourcing, materials management and production, *caniasERP* also covers sales, CRM, financial management, project and document management as well as group collaboration and many other processes 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

25<sup>th</sup> 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.

# For mid-sized Business DEVELOPED

With almost 30 years of experience in ERP software development business, Industrial Application Software (IAS), as a global player, is an ideal partner for the digitalization and optimization of business processes for medium sized companies.

We'd like to explain to you how why caniasERP is the right software to tackle complex challenges in everyday business life by some of our customer testimonials.

Fast moving markets require shorter response times (time to market) to stay competitive. At the same time, smaller batch sizes squeeze margins further.

For example, Jean Müller GmbH, electronics manufacturer, faced the challenge of achieving shorter delivery times while maintaining consistent quality. The company's ability to respond quickly to the constantly changing market conditions, thanks to flexibility of caniasERP, is now possible. The electronics manufacturer conveyed the resulting increase in efficiency as follows:

"Since the implementation of caniasERP, we were able to increase our sales between 2008 and 2011 by almost 30% to 90 million euros."

(Jean Müller GmbH)



"We are often asked why we don't have industry specific solutions," explains Timur Küçük, General Manager/Head of Sales at IAS, adding: "but that explains itself easily if you ask yourself what an industry solution is. In principle, an ERP system should be able to map more than 90% of a company's business processes using the standard software package. If this is not the case, it is not worth implementing in the first place with or without industry specialization.

On the other hand when you look at the detailed requirements of an any industry, you realize three things:

1 // Many requirements that are seen as industry specific are actually not. In fact, they are common to all businesses.

2 // Most companies are active in more than one line of business: for instance, more and more retailers and manufacturing companies are also providing value added services so that their portfolio expands.

3 // Processes from different industries can complement each other positively. Sometimes these are very similar.

The adaptation of software that is fundamentally geared to a specific industry can be much more complex than a solution that is open to customer customization right from the start."

## Wide Range of Functions and Modular Design

caniasERP has an extensive portfolio of modules and offers its users a wide range of functions. As a result, IAS customers are able to manage their business with caniasERP and avoid inefficient interfaces from third-party software. In addition to the classic ERP functionalities, our solution also has a document management system as well as quality and service management, EDI, integrated groupware and many more.

In many customer projects, caniasERP was able to eliminate a number of isolated solutions and achieve a uniform system free of interfaces. Thanks to the modular system design, IAS customers can determine the scope of their solution for themselves and put together modules that are appropriate for their companies.

This modular concept enables companies to implement caniasERP in steps. One customer, DOYMA GmbH & Co, deliberately decided on a multi-stage scenario during implementation. From the outset, the areas of production, service, quality management and project management were planned for the second phase of the project and implemented at a later date. This was an immense relief for the organization during the course of the implementation. This process continued and today the customer uses a very broad scope of modules from caniasERP: Almost every department and every employee works with the system every day. This high level of utilization leads to a strong IT permeation and thus to unsurpassed transparency of processes and data in the company.

## Data Transparency and Traceability

caniasERP ensures complete data transparency and traceability. This traceability was a very important criterion for HFP Bandstahl GmbH & Co. KG in choosing the right ERP system. All documents and data generated within caniasERP are allocated. Even the link between documents is trackable at any time – including across modules. In addition, caniasERP provides batch and serial number management, which enables clear and definitive tracking. The high level of data transparency within the system is an elementary and important feature for many medium-sized businesses.

### Interfaces and Connection Between Customers and Suppliers

The open system architecture of caniasERP offers access to every data field. Despite the wide range of modules, now and then there is a customer wish to connect a specific third-party software, such as an CAD system (for example, ldat-CAD in the construction industry for customer xebex GmbH). Given there is access to the system to be connected, the corresponding interface can be created very quickly by IAS.

In order to meet special customer requirements, interfaces have already been developed for numerous projects and a wide variety of programs, such as those used for credit checks or CAD systems of various industries. In addition, special machine controls have also been connected. Customer and supplier integration through supply chain or customer portals can be easily set up with the help of caniasERP's web client technology. This makes customers and suppliers an integral part of company processes.

## Globally Sound

Today, over 1.000 customers with a combined total of more than 30,000 users are working with caniasERP. Our system is available in 15 languages and used in 28 countries. The customers of caniasERP are spread over 18 core industries. These range from automotive, services and trade through individual, variants and series production to textiles and mining. As an owner-managed group of companies with 11 locations worldwide and a partner network spanning all time zones, IAS is there for its customers around the clock.

### Cross-Site Deployment

Due to client structure and the associated possibility of representing any number of legally independent companies within an entity, caniasERP is used by medium-sized companies across locations. Within one company code it is possible to set up several plants and, in turn, several storage sites and storage locations. In this way, caniasERP can be centrally installed and used across locations and countries. As an example, the customer Dörrenberg Edelmetall GmbH maps different business areas within caniasERP.

### Customer-Made System Adjustments

The desire to add functionality to leading enterprise software is expressed at one point or another in many projects. Depending on the company situation and internal know-how, it is sometimes better to leave the customization to the solution provider. In this case, competent IAS consultants take over the technical adaptation and customer-specific development of the implemented system.

However, IAS customers are also able to make changes to the software themselves (after training) and adapt it to company-specific requirements without external support. This is

made possible by the integrated development environment TROIA and the open source code of caniasERP, which gives customers direct access to the business logic of the application.

Customer HFP Bandstahl GmbH & Co. KG has realized numerous industry-typical requirements for its steel and metalworking group with the help of caniasERP. For example, a detailed multi-level production planning was implemented as part of an individual system expansion. The addition of other relevant specific features – such as coils (steel strip rolls), rolling technologies and master data acquisition based precisely on DIN and EN standards – were also largely self-directed.

In another example, the customer DOYMA GmbH & Co is forming complex sales processes with a high number of variants using caniasERP. Even before this, many processes could be completely automated with the initial implementation of our ERP system. This flexibility was achieved through the integrated module for workflow, Business Process Management (BPM), which makes it possible to individually define and design processes in the company.

System adjustments due to customer-specific changes remain releasable within caniasERP. This is made possible by the special technical system architecture, in that the original objects of the standard software package are not changed, but only supplemented by a derivation (technical: superimposition). As a result, the company-specific functions and processes remain unchanged when installing a new software version.

# Providing Solutions Today that are Necessary TOMORROW

## Your Success and Advantage

We work continuously with customers on optimization and saving potentials, always keeping in mind practicability and effectiveness. Furthermore, we ensure the success through a tailored project management methodology as well as expert guidance during the whole project cycle.

## TROIA Development Environment

Constant market transformation is one of the challenges companies face as they are adapting new ERP systems to achieve their organizational goals. With the help of the TROIA development environment, we created a tool that can promptly respond to our customers' needs without restricting our release capability. This database-driven development tool allows customers to directly access the source code of the *canias*<sup>ERP</sup> application which gives them the ability to set up the system exactly as they wish (it needs a separate licence).

## Technology

The *canias*ERP application has its own runtime environment for its TROIA programming language, based on a Java runtime environment. In the event of changes, it suffices to adapt the intervening interpreter to the runtime environment, without the need for modifying the entire source code. This innovative technique is the core of the system's high flexibility, scalability and independence, and another special feature that is still unmatched on the market.

## Software Architecture

An almost limitless flexibility in the layout and composition of business processes is attributable to the open, object-oriented system architecture. This allows not only task management over corporate boundaries, but also a comfortable integration with third-party systems and a cross-system data exchange.



## Solutions for You

Regardless of whether you are looking for a standard system or customized application, you will find your solution in caniasERP. The innovative software infrastructure described above offers customers individual software concepts.

caniasERP comes as a customizable standard ERP as well as an individual development platform. We help you to identify and implement the optimal approach and advise you on all issues related to your ERP project. In addition to the basic implementation of the project, we support you in adapting caniasERP to your individual requirements.

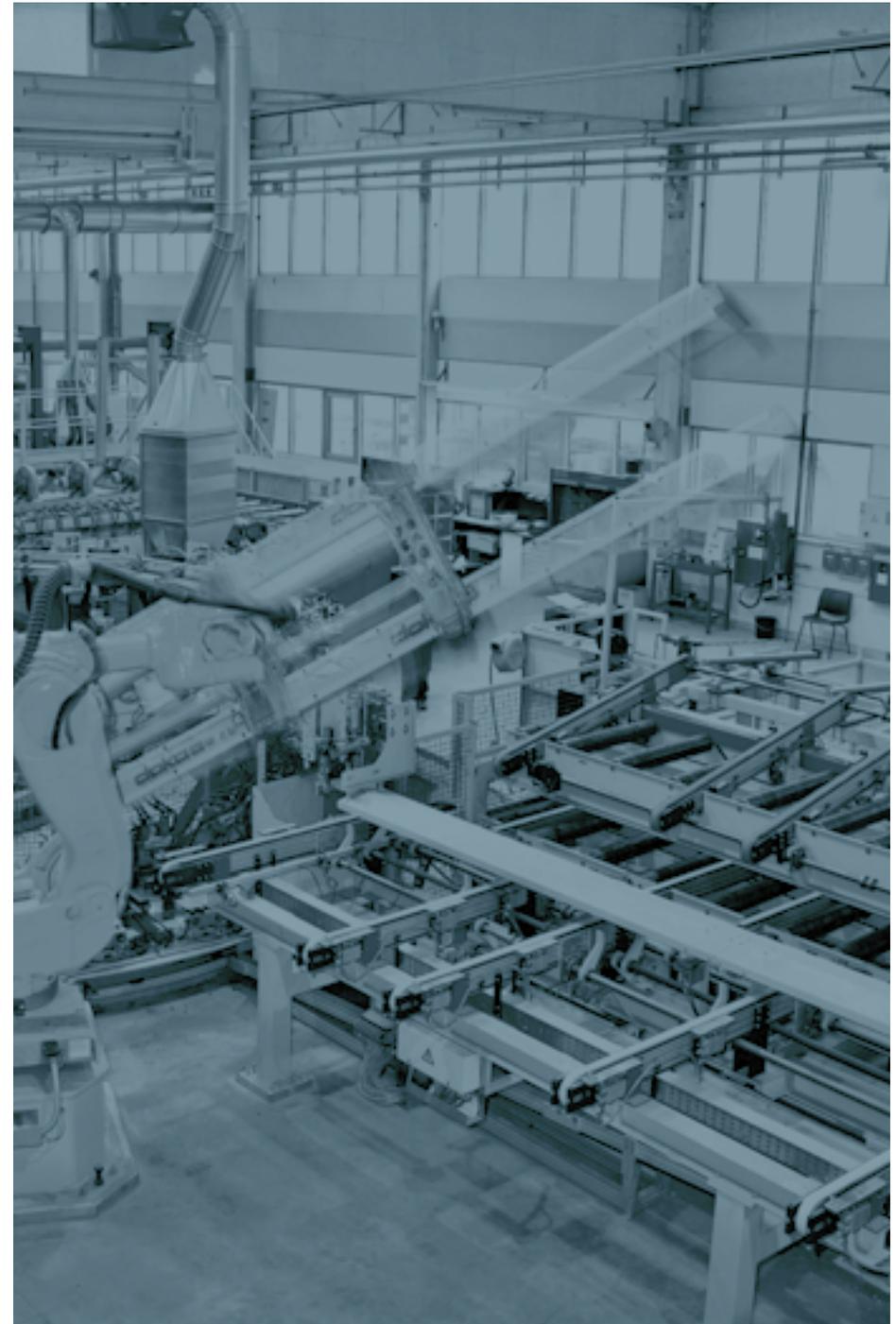
caniasERP guarantees maximum creative freedom by giving our customers direct access to TROIA, the application source code.

## Our Expertise

Years of expertise has always been an important success factor in ERP projects. The customer receives extensive support from our consultants who are strong in both analytical and conceptual knowledge as well as in programming, problem-solving and solution implementation. Besides deep technical know-how, the consulting team has many years of project experience in different industries.

We show utmost care to understand your specific needs, to design your processes precisely and to customize them in caniasERP. In addition, our consultants focus on the end-user's needs and ergonomic aspects. The maximum increase in efficiency through integrated ERP software can only be achieved if the new solution is fully accepted by your team. To ensure acceptance, our consultants carry out training (for end-users, administrators, etc.) in small groups, online or on site and take a partnership approach throughout the project life cycle.

Moreover, over the years, we have gained extensive experience in various industry specific requirements which allow us for faster implementation. By using all above mentioned technology, skills and knowledge, we're proud to claim that our customers can enjoy the confidence of having a very competent ERP partner.



# System Overview

The customizable standard software from caniasERP has more than 40 modules completely integrated into the overall solution. These modules cover almost all processes of different business sectors and reach far beyond the classic ERP functions. The actual module scope of each client depends on their individual needs and can be extended over time without issue or interface costs. This continuous integration philosophy ensures high transparency as well as a continuous flow of information and significantly increases the efficiency of business processes. Through the unique technology and development environment of TROIA, users get direct access to the application's source code and can adapt their existing solution at any time to their company-specific requirements. This exceptional flexibility is what makes caniasERP remarkable.

# TECHNOLOGY AND ADVANTAGES

## cantiasERP is Platform Independent

The software runs on all common system environments and is also multi-platform capable. This way operating systems and databanks can be chosen according to business needs and cost considerations (e.g. open source solutions including MySQL and Linux). This makes the client independent from third-parties and ensures a high level of investment protection.

## cantiasERP is Multi-Tenant Capable

The multi-client support enterprise solution is able to depict several independent companies in a single software installation in an instant.

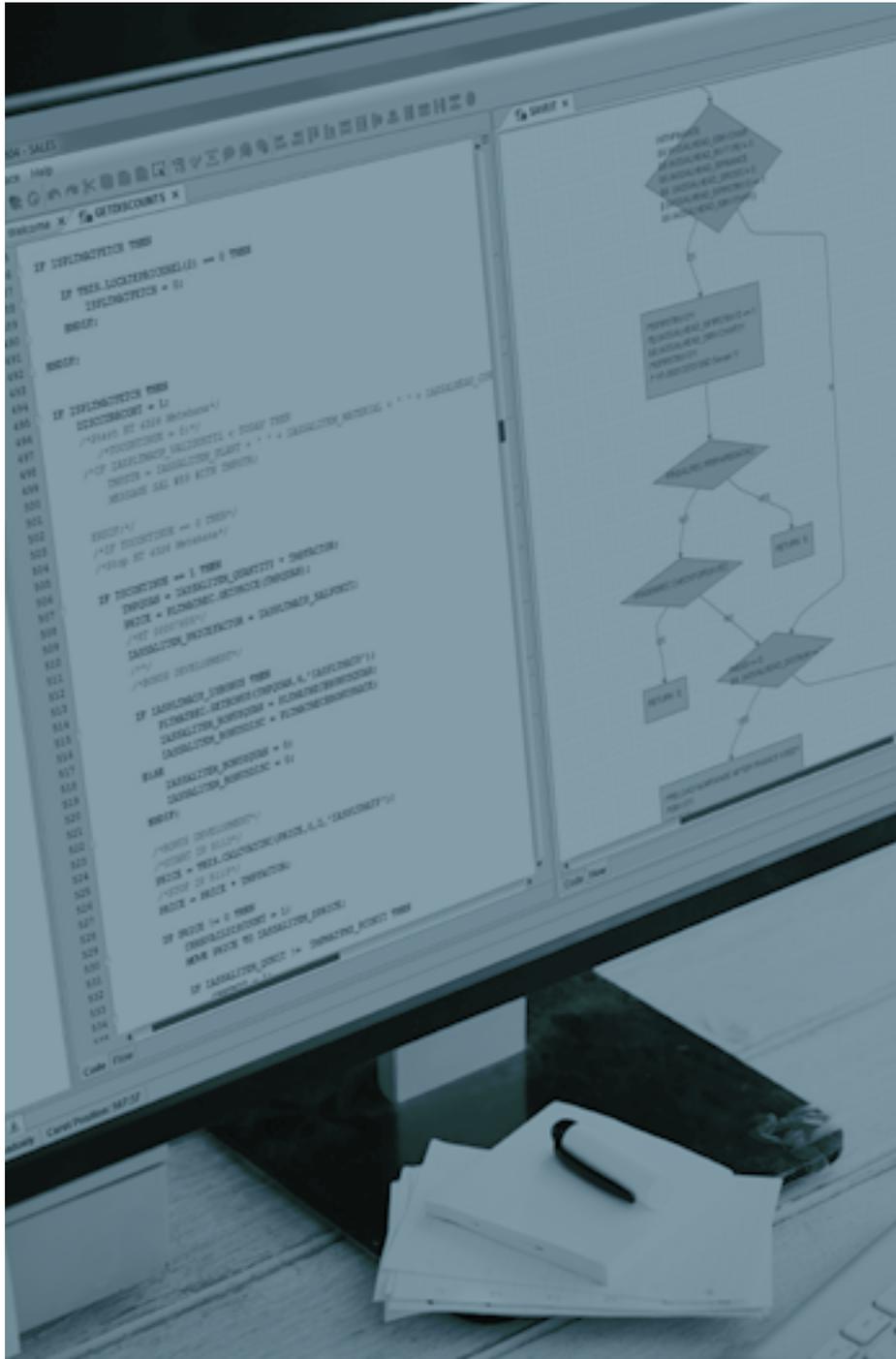
## cantiasERP Supports Interoperability

The open, object-oriented system architecture enables an easy integration of third-party systems and furthermore the exchange by means of web services with external systems based on the SOA concept (Service-Oriented Architecture). The open standard grants a high degree of future security.

## cantiasERP is Open Source and Cost Saving

The unique technology, architecture and development environment of TROIA gives clients direct access to the application's source code. This gives companies high flexibility with the ability to efficiently adjust and further develop their current solution at any time.





# INTEGRATED DEVELOPMENT ENVIRONMENT TROIA

TROIA is an open, object-oriented and integrated development environment (IDE) which sets standards in flexibility and speed for adjustments and reprogramming. Fully integrated into caniasERP platform, TROIA ensures fast application development. The development environment comes with each standard software maintenance contract and allows direct access to the source code from caniasERP. Thanks to the object-oriented inheritance philosophy, any alterations made are

lasting, even after a release change. That means the customer can always continue developing the application according to their needs without changing the standard source code. With TROIA, adjustments can be made not only by IAS consultants but also by the customer's trained personnel. This greatly reduces the costs of specific adjustments and takes away the need for custom software programming through third party service providers.

# MODULS OVERVIEW AND MODULE PORTFOLIO

The extensive module portfolio of caniasERP covers almost every area of business. The modules are fully integrated and ensure high transparency and a continuous flow of information in your company. Redundant data management and costly interfaces are belonging to the past. In addition to the classic ERP areas like sourcing, materials management, production planning and scheduling, sales and finance (including financial accounting, assets management and cost calculation), the module selection also contains many more functional components including Customer Relationship Management, Document Management, Quality Management, Service Management and Project Management, as well as Maintenance and a module for electronic data interchange. A special feature of our portfolio is the communication module "Collaborator". The proprietary groupware with e-mail Client, Address Book, Task Manager, Scheduler and Short Messenger is comparable with traditional e-mail and schedule programs and offers enormous advantages through integration and interaction with other functions.

<b>BAS</b> Basic Data Management	<b>BOM</b> Bill of Materials Management	<b>SYS</b> System Management	<b>EDI</b> Electronic Data Interchange	<b>FIN</b> Financial Accounting	<b>IMP</b> Import Management
<b>SRV</b> Service Management	<b>CRM</b> Customer Relationship Management	<b>RTM</b> Retail Management	<b>SAL</b> Sales Management	<b>INV</b> Inventory Management	<b>KMS</b> Knowledge Management
<b>CLB</b> Collaborator	<b>WSR</b> Web Service	<b>CAL</b> Standard Cost Management	<b>SMS</b> Short Message Service	<b>TRO</b> Transfer Management	<b>HCM</b> Human Resources Management
<b>VER</b> Invoice Verification	<b>PUR</b> Purchasing Management	<b>EXP</b> Export Management	<b>AST</b> Asset Management	<b>QLP</b> Data Warehouse Management	<b>MRP</b> Material Requirements Planning
<b>AUT</b> Automation	<b>PRJ</b> Project Management	<b>ROU</b> Routing Management	<b>DOC</b> Document Management	<b>IQ</b> Business Intelligence	<b>BUD</b> Budget Management
<b>DEV</b> TROIA Development Tools	<b>PRC</b> Production Cost Management	<b>COS</b> Cost Center Accounting	<b>QLT</b> Quality Management	<b>PRI</b> Production Intelligence	<b>WMS</b> Warehouse Management
<b>ERM</b> Enterprise Risk Management	<b>CAP</b> Capacity Management	<b>MNT</b> Maintenance Management	<b>BSC</b> Balanced Scorecard Management	<b>BPM</b> Business Process Management	<b>PRD</b> Production Management

# Infrastructure of the SOFTWARE



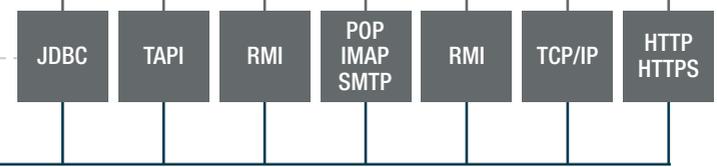
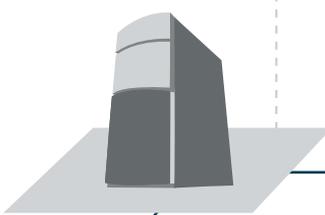
- PLATFORM INDEPENDENT
- // Microsoft Windows Server
  - // Ubuntu Server // Debian
  - Red Hat Enterprise Linux //
  - SUSE Linux Enterprise Server // CentOS
  - // OS X Server



Operating System

- // Application Server
- // Load Balancer
- // CTI Server
- // SMS Gateway
- // LDAP-Server
- // One Time Token
- // Apache Tomcat und Web Server
- // Web Services Description Language (WSDL)
- // FTP-Client Single Sign On

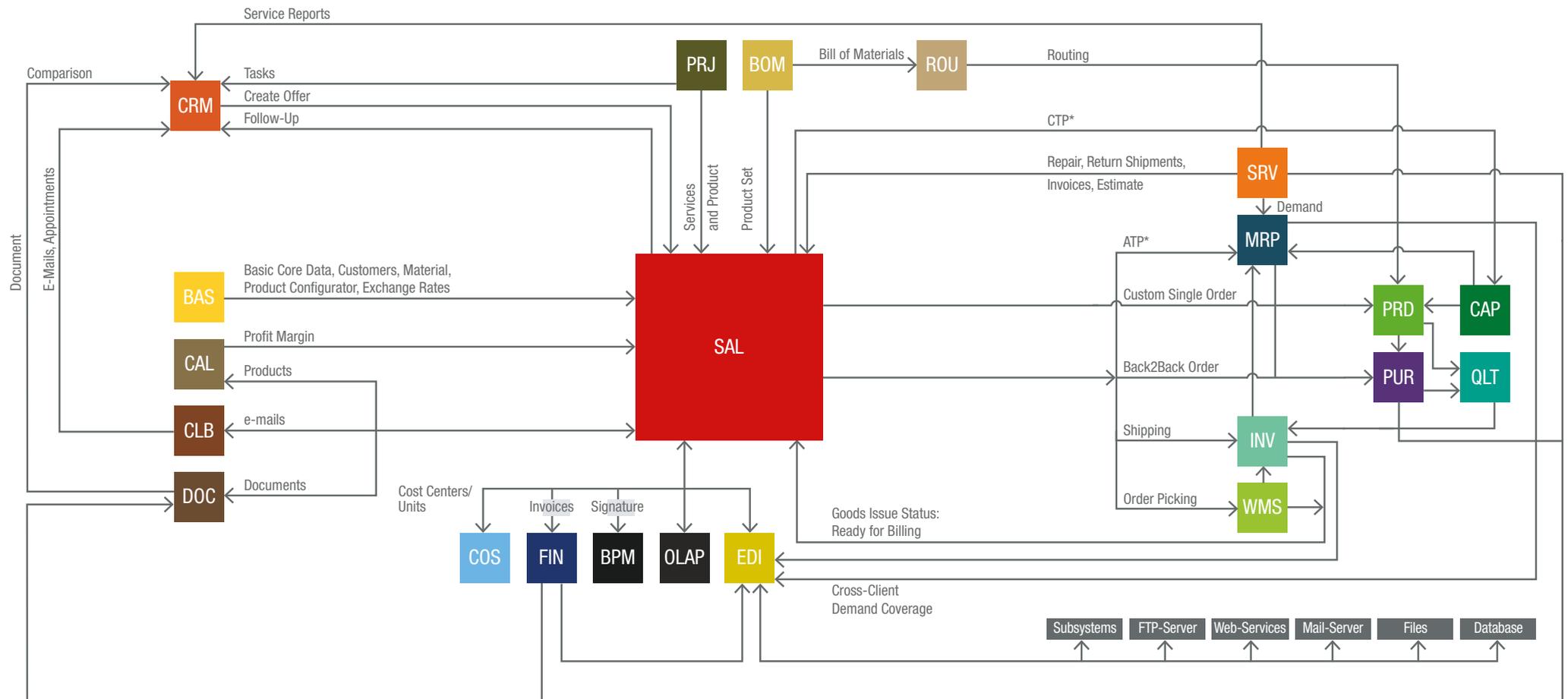
Java Runtime Environment



Shown products are a selection of possible options // Exemplary representation, subject to change. The brand names shown are subject to third party rights.

# Example of our INTEGRATION PHILOSOPHY

- 1 // Product inquiry by e-mail
- 2 // Profile created in CRM
- 3 // Offer made to prospective buyer
- 4 // Product configuration
- 5 // Product calculation
- 6 // Date of delivery estimate (ATP/CTP)
- 7 // Confirm offer per approval process
- 8 // Offer sent by e-mail to buyer
- 9 // Deposit offer in the DMS
- 10 // Converting offer into order
- 11 // Running MRP
- 12 // Generation of purchase requisitions (BANF) for purchase materials and planned orders for manufacturing products
- 13 // Converting purchase requisition to purchase order
- 14 // Goods receipt to order
- 15 // Quality control of purchased materials
- 16 // Converting plan order to production order
- 17 // Capacity planning and staff planning
- 18 // Quality control of endproduct
- 19 // Order picking and palletizing
- 20 // Packaging and labeling
- 21 // Delivery and transport documents
- 22 // Delivery/distribution to customer
- 23 // Invoicing
- 24 // Submission to financial accounting
- 25 // Receipt of payment and invoice matching
- 26 // Post calculation



\*ATP: Available to promise // CTP: Capable to promise

”

## Customer EXPERIENCE

MGA METRO GROUP ADVERTISING GMBH  
DÜSSELDORF

Advertising Industry // 100 Employees // 100 Users

Especially in the case of complex decision-making processes, a uniform integration platform and data structure are particularly important. With caniasERP, we now have an integrated solution at METRO GROUP Advertising, in which we have closely interlinked all business areas.



”

## Customer EXPERIENCE

INSYS MICROELECTRONICS GMBH  
REGENSBURG

Technology Industry // 100 Employees // 60 Users

We did a programming training at IAS, which allows us to create useful queries to a considerable extent in caniasERP by ourselves. Because the software is so flexible, we can implement our own transactions. This is a huge advantage of our software. In contrast, I know of other ERP systems in which a similar approach would involve much more effort.



”

# Customer EXPERIENCE

DÖRRENBERG EDELSTAHL GMBH  
ENGELSKIRCHEN

Foundry, tool making // 500 Employees // 195 Users

By integrating the financial accounting module with the modules for logistics, all outgoing invoices as well as incoming invoices recorded via the invoice audit are transferred automatically to financial accounting. This eliminates the need for an elaborate and error-prone duplicate recording in our company. With the flexible reporting tool from caniasERP, we are able to generate reports for external accounting as well as internal reports for our parent company. Advance return for tax on sales/purchases as well as recapitulative statements can be generated at the push of a button and passed on to the tax office. This makes our daily work routine much easier.



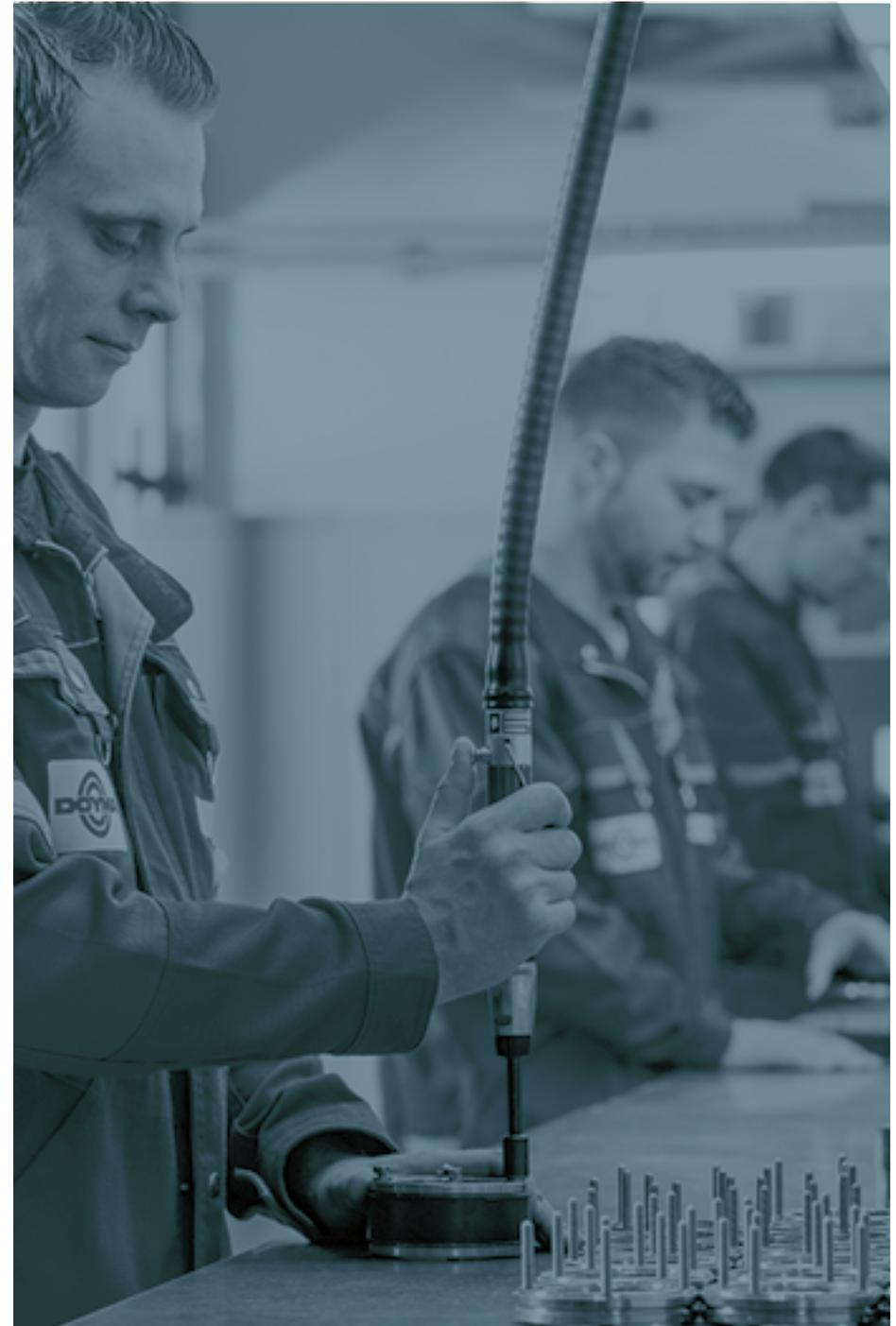
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## Customer EXPERIENCE

DOYMA GMBH & CO  
OYTEN

Construction supplier // 150 Employees // 150 Users

„Thanks to process and system integration, we were able to achieve enormous transparency with caniasERP, which was previously only possible with great effort. „



”

## Customer EXPERIENCE

JEAN MÜLLER GMBH ELEKTROTECHNISCHE FABRIK  
ELTVILLE AM RHEIN

Electrical engineering // 600 Employees // 230 Users

We see the feature of an open source code as a great strength of caniasERP – it is used extensively in our company every day and gives us the flexibility that we need. [This] is particularly interesting for companies that place a lot of value on their individual requirements and want to implement them in a cost-conscious way.



# NEWS

## caniasERP 8.02 Release

The new version 8.02 of caniasERP offers many advanced Software features and modules, as well as a modified user Surface in Flat Design.

## In-house IAS Database

Although caniasERP still runs database independent, with iasDB, you'll have a better performance to manage your data faster and safer.

## caniasERP Web-Client

With our brandnew Web Client, use caniasERP 100% web based both on your mobile devices and workstations fast and seamlessly. No installation required for on-site or in-house teams.

## caniasERP IQ

Our BI solution, caniasERP-IQ, provides the required data for the strategic decisions to be taken throughout the company with OLAP support. With caniasERP-IQ, you can analyze data faster, evaluate in a multidimensional way and prepare your reports on your dashboard.

## New location in South Korea and Switzerland

Industrial Application Software goes 11. We've opened our 11<sup>th</sup> location. In South Korea and the second in Switzerland.

## Automation – IOT & Industry 4.0

Through caniasERP IOT Client, digitalize your production and get your business ready to Industry 4.0. Integration with S7, MT Connect & OPC Servers is ready to use.



INDUSTRIAL APPLICATION SOFTWARE GMBH

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