



EXALIO BUSINESS SOLUTION

► AN ERP-SYSTEM FOR ICT COMPANIES

01 ABOUT EBS

Exalio Business Solution (EBS) is a web-based software solution for ICT-companies. EBS is particularly suitable for organizations that offer their products and services modularly and invoice periodically.

Save time by 'automatically' generating complex quotations, sales orders and service contracts

EBS makes managing the sales process simple and well-arranged. For example, EBS allows organisations to save time by 'automatically' generating complex quotations, sales orders and service contracts. Adjustments to an existing contract are processed seamlessly through contract mutations. As a result, the invoicing will be executed on time, correctly and complete.

Increase efficiency and reduce failure costs with the use of EBS

EBS has functionality for project, asset and performance management that enables

organizations to increase efficiency and reduce failure costs. The helpdesk and CRM functionality helps organizations to act in a customer- and service-oriented way. In addition, EBS also gives customers, partners and suppliers the opportunity to have insight in management data and -information that is relevant for them.

'My Activities' is a central function for all employees. It allows employees to record and view activities both for themselves and for others. This function is integrated with time registration and dito reporting for the entire organization.

An investment is not necessary, because you pay a fixed amount per month for using EBS

EBS is a SaaS (Software as a Service) solution that is hosted by a strong partner in a private infrastructure and supplied as a complete solution. This means including new versions, maintenance, security and data backup.

Because the user pays a fixed price per month for the use of EBS, no investment is needed in advance.



02 FUNCTIONS

EBS supports the following processes:

- ✓ Customer Relationship Management
- ✓ Quotation and Opportunity Management
- ✓ Project Management
- ✓ Service contract Management
- ✓ Sales order Management
- ✓ Purchase Management
- ✓ Service Portfolio Management
- ✓ Incident Management
- ✓ Change Management
- ✓ Performance Management
- ✓ Master data Management
- ✓ Service Asset and Configuration Management
- ✓ Knowledge Management
- ✓ Administration (Billing Management)

03 EBS CHARACTERISTICS

1 FLEXIBLE AND FAST APPLICATION

- ▶ Self-definable fields throughout the application
- ▶ Strong functions for authorizations and preference settings up to individual user level
- ▶ Generic performance management reporting functionality

3 NEAT USERINTERFACE

- ▶ User interface to the principle: 'what you see is what you need'
- ▶ All functions available on desktop, tablet and mobile
- ▶ Unique "My UI" concept:
 - Responsive UI
 - Self-definable information fully integrated in the user interface
 - Self-determined navigation

2 FAST AND COST EFFECTIVE IMPLEMENTATION

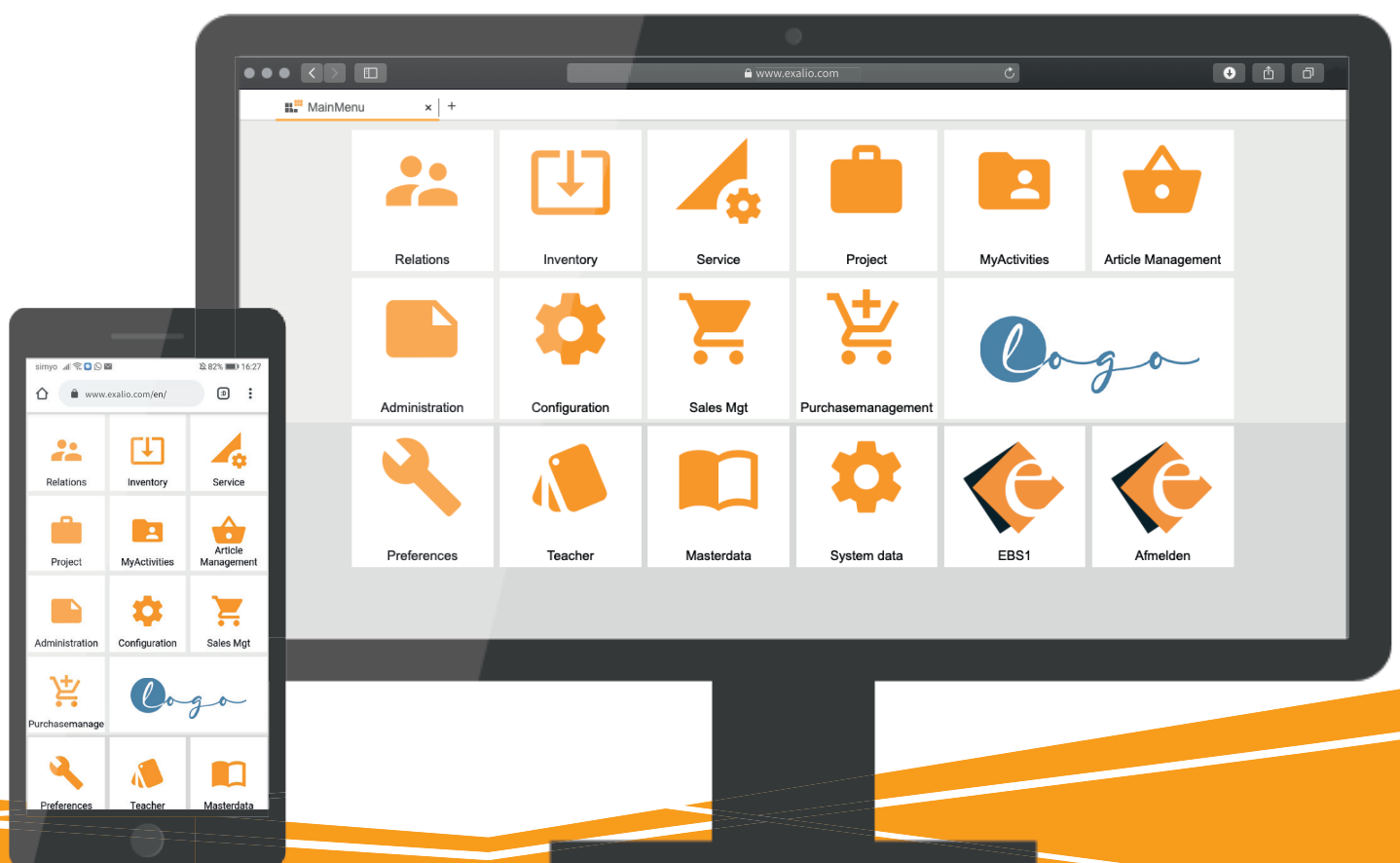
- ▶ Powerful conversion tools
- ▶ Smart implementation method: Ovatio
- ▶ Easy to roll out to multiple languages
- ▶ Training through an integrated learning environment: Cognitus
- ▶ Easy to learn due to consistency throughout the application

4 SOLID AND SAFE INFRASTRUCTURE

- ▶ Private cloud with virtual servers for scalability
- ▶ Secure storage through backup and dual physical location
- ▶ Application of multiple anti-hacking techniques
- ▶ Security through solid gatekeeper techniques
- ▶ Strong performance due to an ultra-fast, model-driven application development environment
- ▶ Designed for optimal privacy protection

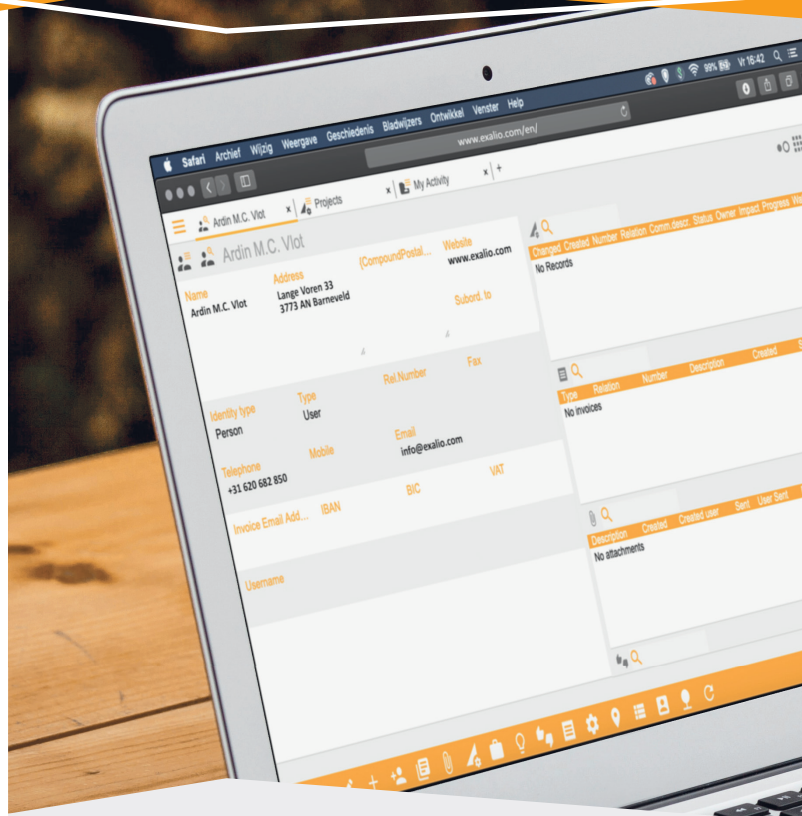
04 USER INTERFACE

- ▶ **FLEXIBLE** At any position in the application, the user can adjust the UI to his own preferences.
- ▶ **UNIVERSAL** EBS works smoothly in any browser on any PC, tablet or smartphone.
- ▶ **CONSISTENT** Due to the consistency throughout the application, the use of EBS is quick and easy to learn.
- ▶ **CONTEMPORARY** EBS has a contemporary 'look and feel' and is easy to adapt to new graphic trends.
- ▶ **ACCESSIBLE** Information is very accessible, because of a smart combination of search and filtering.
- ▶ **PERSONAL** Every user can create his own personal environment.



05 PROS

- ✓ Low 'Total Cost of Ownership'
- ✓ Multilingual
- ✓ Application is built on speed
- ✓ Easy to learn
- ✓ Entirely web based
- ✓ Browser independent
- ✓ Flexible to use
- ✓ 'Open Source' technology
- ✓ Suitable for desktop, tablet and mobile
- ✓ Fully integrated business functions
- ✓ Secure hosting, AVG-2019 compliant
- ✓ Customer, partner, and supplier integration



06 TYPOLOGY

- ▶ EBS supports various types of goods and services structures:
 - Standard items and materials
 - Configurable items (models)
 - Generic articles
 - Optional items
 - 'Phantom' articles
 - Services articles
- ▶ Articles and services can be invoiced in various ways:
 - Invoicing based on product delivery
 - Invoicing based on consumption



07 EXALIO

► **MISSION** Exalio considers it its mission to provide companies and organizations with state-of-the-art, web-based applications that enable them to operate flexibly at low costs. Exalio supports partners and distributors so that they are successful in implementing EBS for its customers.

► **SUSTAINABILITY** Exalio uses highly efficient underlying open source and model driven software components. The Exalio team has also developed a highly productive application development platform that effectively modifies and expands applications. In addition to the performance of the application, we also looked at the effectiveness of the chosen technology in terms of memory and processor use, required network bandwidth and energy consumption. This has shown that Exalio has an effective performance and uses minimal resources.

The Exalio team strives to keep its ecological footprint as small as possible.

- Periodic invoicing based on service contracts
- Hours invoicing
- EBS supports the following logistics concepts / characteristics:
 - Stock controlled
 - Customer order controlled
 - Badge and serial number registration
- Extensive functions for configuration management (CMDB):
 - Model driven CMDB design and automatic CMDB generation
 - Multiple views on the same configuration
 - Fully integrated with Contract Mutation Management



 www.exalio.com/en/

 +31 620 682 850

 info@exalio.com

 Schietboom 2, 3905 TD Veenendaal, The Netherlands