

SSA[®] extended solutions

▶ **one source. one stop. one solution.**

SSA Global[™] provides integrated, modular solutions that extend ERP systems into the critical high-ROI areas of your enterprise.

So you can pick what's critical, implement it fast, and make it pay.

“We were impressed with the ability to take the product off the shelf and quickly implement it. This allowed us to spend time analyzing data instead of implementing the system.”

— MARSHA WILLIAMS - VP, INFORMATION TECHNOLOGY, COBE CARDIOVASCULAR, INC.

▶ driving increased business value from ERP infrastructure.

The challenge today for many businesses is to derive increased value from their existing enterprise resource planning (ERP) infrastructure. Frequently, companies are seeking to expand ERP to unify the extended enterprise – from suppliers, sales and design to manufacturing and delivery – under one integrated system. Mid-size businesses can often realize substantial payback by extending system functionality into high-impact areas of their supply chains.

One way to address this challenge is to piece together hard-to-integrate and difficult-to-maintain best-of-breed solutions from “pure-play” software companies. A better alternative is to implement extended solutions from a single, established enterprise software company with thousands of satisfied customers.

SSA Global offers a family of best-in-class, modular solutions that will allow you to rapidly and cost effectively extend your ERP infrastructure in these high-ROI areas:

- supply chain management (SCM)
- corporate performance management (CPM)
- customer relationship management (CRM)
- supplier relationship management (SRM)
- product lifecycle management (PLM)

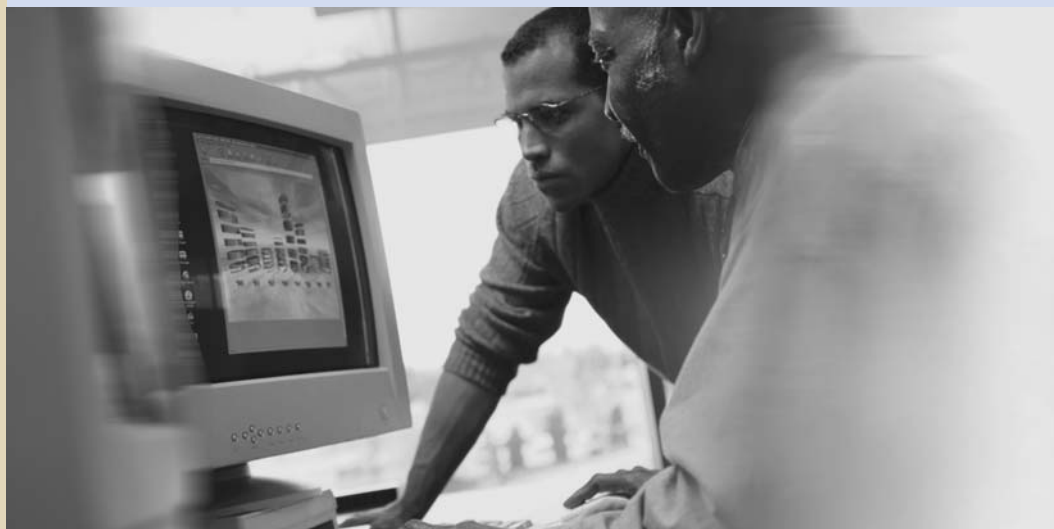
SSA® Extended Solutions help you increase productivity by working more efficiently with key constituents such as vendors, suppliers, partners, and

customers. They offer standard, “out-of-the-box” integration, allowing for applications to work together with the core system to solve your business problems and create opportunities for increased profitability. SSA Global continuously enhances these integration capabilities, so even when functionality is upgraded, there is no need for customers to maintain it.

As a well-established provider of ERP solutions with thousands of customers worldwide, SSA Global delivers offerings that cover the entire range of business processes. This provides SSA Global with a broader viewpoint – one that encompasses all of its customers’ business processes. As a result, SSA Extended Solutions enjoy greater viability than products offered by many pure-play vendors with a narrow scope.

“As questions of viability continue to swirl around many best of breed software suppliers, companies increasingly are turning to larger, more established suppliers that can provide a full solution suite to address their enterprise application needs. SSA Global is one such company that has put together one of the more extensive product portfolios to address the enterprise needs on mid-tier manufacturers.”

— JOHN MOORE, VICE PRESIDENT, ENTERPRISE ADVISORY SERVICES,
ARC ADVISORY GROUP, FIELD REPORT: SSA GLOBAL MOVES INTO THE FAST LANE.
SEPTEMBER 26TH, 2003



“ SSA PLM has given us the foundation to navigate information throughout the entire product lifecycle, from CAD and engineering to procurement, manufacturing, and service.”

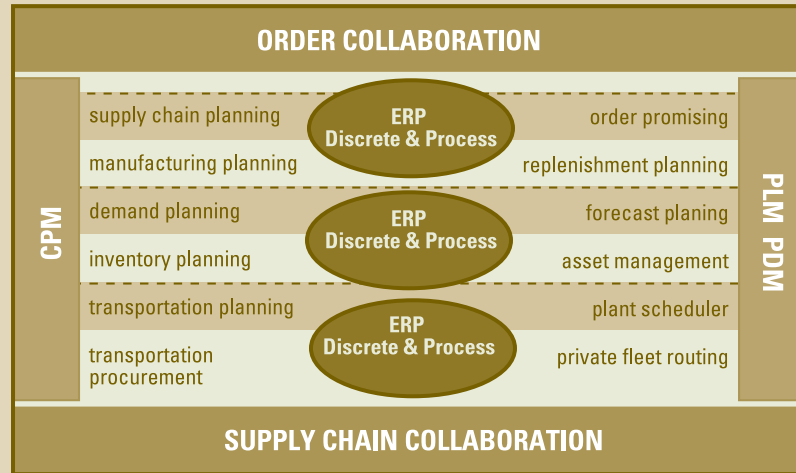
— FRANK BOEKHOLTZ - IT DIRECTOR, INALFA™ ROOF SYSTEMS GROUP B.V.

▶ SSA extended solutions overview.

SSA Extended Solutions offer you a single, integrated approach and one point of contact for all your extended enterprise software needs. Your own dedicated account manager will lead a team of domain experts to work with you to implement SSA Extended Solutions that will streamline processes, develop insightful business intelligence, improve collaboration and increase agility. SSA Global offers the following modular, extended solutions to help you extend system functionality.

Supply Chain Management. SSA SCM helps fuse together the demand chain with the supply chain to allow your company to take an order, give an accurate promise date, manufacture the right goods, position inventory properly, ship efficiently and, at the same time, maintain minimal inventory of parts and finished goods. The SSA SCM solutions integrate supply chain planning with execution and performance management. The functional areas covered by SSA SCM include demand planning, order planning, production planning and scheduling, supply and replenishment planning, logistics and transportation planning, warehouse management, and transportation management.

Corporate Performance Management. SSA CPM provides the means to develop a winning strategy and manage the execution of the strategy. It provides a closed-loop solution that enables you to plan, monitor, and analyze the financial and operational aspects of your business. The SSA CPM solution gives you the ability to manage goal setting, monitor performance, and analyze business activity and results.



Customer Relationship Management.

SSA CRM facilitates profitable customer relationships through the four phases of the customer lifecycle – market, sell, fulfill, and serve. It provides tools to develop and execute multi-tiered marketing campaigns, decrease sales cycles, improve close rates, and manage service and maintenance operations.

Supplier Relationship Management. SSA SRM helps your company strengthen supply chain relationships and lower procurement and sourcing costs, leading to increased revenue and profitability. SSA SRM allows you to improve supply chain visibility, analyze past and current spending, shorten procurement cycles, and lower costs.

Product Lifecycle Management. SSA PLM helps improve the navigation of product information by making it transparent across all stages of a product’s life. This helps your company streamline business processes, while launching new products into the market faster, more cost effectively, and with greater quality. SSA Global’s Internet-enabled PLM solutions help ensure that every department –

design, procurement, production, sales and marketing, maintenance, and customer service – has access to accurate, up-to-date product information.

About SSA Global

SSA Global is a leading provider of extended enterprise resource planning (ERP) solutions for manufacturing, services, and public organizations worldwide. In addition to core ERP applications, SSA Global offers a full range of integrated extended solutions including corporate performance management, customer relationship management, supply chain management, product lifecycle management, and supplier relationship management. Headquartered in Chicago, SSA Global has 121 worldwide offices serving approximately 16,000 customers that represent market-leading companies in over 90 countries. For additional information, visit the SSA Global web site at www.ssaglobal.com.



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