

38° 44' N
9° 08' W

Helping Your Business Grow Wherever You Do Business

making

global

business

simple



41° 53' N
12° 30' E

"We chose Scala for their global support competence and local experience of business management processes, especially in emerging markets. In a global corporation like ours, it is imperative that the standard solution has full multi-language and multi-currency features."

Luigi Roi, Whirlpool (manufacturer of major home appliances), Italy



40° 43' N
74° 01' W

Scala Business Solutions at a Glance

- 25 years of experience
- 600 employees in 25 offices in Europe, Asia and the Americas;
global partner network in further 70 countries
- Software and services in over 30 languages
- Main software development center in Moscow, Russia; competency centers in Europe
- 7,500 customer installations in 140 countries
- Headquarters in Amsterdam, The Netherlands
- Formed in 1997, listed on the Euronext stock exchange, Amsterdam, since 1998
- Alliances with major technology and platform providers
- ISO 9001 certification

Solutions For Your Business Wherever You Do Business

making

global

business

simple

Managing the operating unit of a global company, or running a mid-size stand-alone business, is complex. Scala Business Solutions can help you make it simple.

Whether you do business in established or emerging markets, or both, or even in some of the world's most difficult-to-get-to places, we offer you the most complete, integrated ERP (enterprise resource planning), CRM (customer relationship management) and SCM (supply chain management) solution to help you increase your business efficiency and productivity.

From the headquarters to the most remote subsidiary, our business solutions reduce the management time and complexity. Whether your business is around the corner, across the country, or around the world, we provide solutions for your two-tier ERP strategy and practical business software tools for individual markets, in the languages you need, at an affordable price.

And with iScala®, our next-generation enterprise business software, you have a powerful collaborative ERP system – integrated ERP, CRM and SCM software on a web services platform – for managing your business in real time in the connected world.

Scala has the local know-how and expertise to deliver results for businesses anywhere in the world, gained from over 25 years working with multinational companies and their subsidiaries and divisions in all types of industries. Our software and services support local currencies, accounting regulations and legal requirements, are available in more than 30 languages and are used in over 140 countries.

Wherever you do business.

Making Business Simple

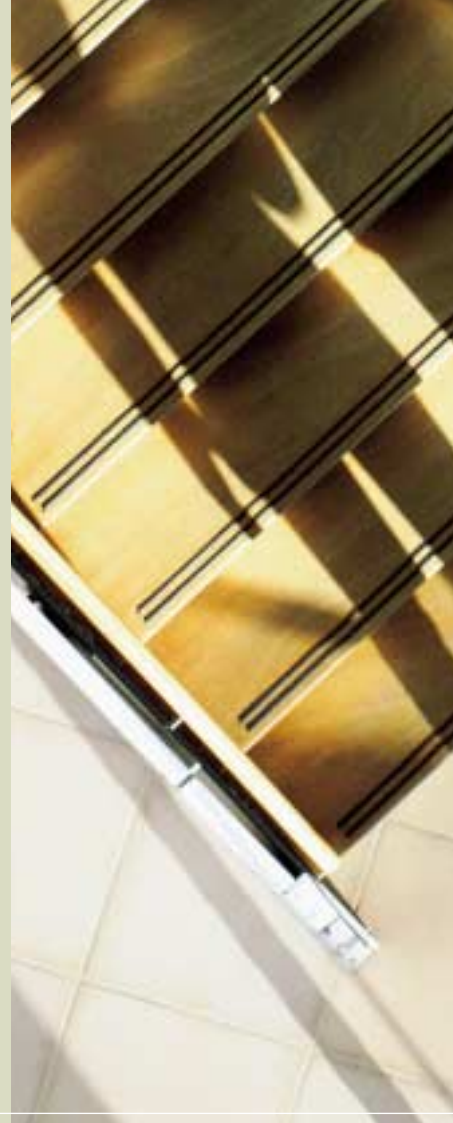
Scala Business Solutions offers a collaborative ERP system – integrated ERP, CRM and SCM software on a web services platform – to make business simple.

Scala has the local know-how and expertise to deliver ERP solutions to businesses anywhere in the world. Our employees represent more than 50 nationalities; our multinational team comprising in-house and partner experts around the world enable us to deliver and support our products and services in over 30 languages in Europe, Asia and the Americas, supporting local currencies and accounting regulations.

With our software and services, you can fully integrate all your ERP systems anywhere in the world, whether in a subsidiary, division or headquarters – and whether they are Scala systems or those from other vendors. Our collaborative ERP software makes it possible for you to meet the requirements for advanced e-business as well as use a standard ERP product for managing traditional business processes.

With Scala, small market enterprises can have the same access to innovative business solutions as large global companies. Our software provides the breadth and depth of ERP functionality that you need, when you need it and where you need it.

From our offices in Europe, North America and Asia, and through our network of partners and dealers, we deliver software and services to our customers in more than 140 countries.



“With Scala in place we will be able to seamlessly integrate all of our international business operations. Without doubt the Scala system is the best value for money of all the global ERP solutions on the market at the moment.”

Shah Nawaz, Johnson Controls (facility management systems manufacturer), United Arab Emirates

Real Business Benefits

Scala Business Solutions is committed to delivering practical solutions for businesses of all sizes, whether a mid-size company or subsidiary or division of a global enterprise. These businesses demand ERP standardization, connectivity and integration, and advanced e-business foundations.

Companies around the world choose our software and services because we provide them with:

- Rock solid, standard business software
- A low-cost solution with measurable ROI
- The ideal foundation for advanced e-business

Unmatched customer service, high-quality training and education services, a proven implementation methodology and a global network of partners and dealers mean you can rely on Scala Business Solutions as your partner to help you get the maximum return on your technology investment, wherever you do business.

For more information, visit www.scala.net.





Improving Business Efficiency

Collaborative ERP enables companies to automate and manage their standard business processes, and get a complete e-business infrastructure as well. iScala, the next generation of Scala software, provides you with the security, scalability and flexibility to handle future change, whatever it may be.

If you need -

- An overall view of the business as it happens
- Standard software that provides a foundation for the advanced e-business processes critical to your future success
- Innovations like advanced service management, integrated CRM and SCM capability, global payroll, business intelligence, and integration with the latest Microsoft® Office applications

iScala is for you.

iScala is -

- **The most complete ERP solution to help you increase your business efficiency and profitability** – gives you the tools to enable genuine collaboration between your different operations, wherever they're located, and with your customers, partners and suppliers.
- **Unmatched local depth and global reach** – support for multi-currency, local tax calculations and legal requirements in over 30 languages means you can use Scala's proven know-how and expertise to deliver solutions to your business anywhere in the world.
- **Next-generation software platform for lowest total cost of ownership** – reduce integration complexity with an easy and low-cost migration path to leverage your existing IT investments and improve cost control.
- **Integrated ERP and CRM capability** – giving you a single interface to all your customer-related information for complete visibility across the enterprise.

"I would like to draw attention to the extraordinary qualities of Scala's software. Not only does Scala provide us with the functionality and support we need, but it is also a well-designed, user friendly and highly customizable solution that allows us to react to changes taking place in the market very quickly, therefore resulting in continuous customer satisfaction."

István Mayer, Nikkel (technical product distribution), Hungary



- **SCM capabilities** – helping you efficiently manage your stock, suppliers, warehouses and manufacturing sites.
- **Fast roll-out for earlier ROI** – Scala's proven implementation methodology means you can be up and running in as little as 10 days, or upgraded within just 48 hours.
- **Service and support where and when you need it** – consistent, high-quality service and support in more than 140 countries.
- **Easy integration with other ERP systems** – if you employ a two-tier ERP strategy, discover the benefits of iScala's seamless integration capability with your other systems.
- **Built on Microsoft technology** – giving you solutions that are easy to deploy and integrate, providing scalability and a standard environment for the entire enterprise.

Developed from the ground up, iScala has been uniquely architected to provide next-generation ERP capabilities in addition to a reliable, easy and quick-to-implement standard ERP solution for managing traditional business processes.

Take a tour of the next generation in enterprise business software.
Visit www.scala.net/iscala for more information.



"We wanted to standardize our business management systems worldwide with an off-the-shelf business management system for our small/mid-size entities, as a complement to our SAP implementation in our larger units. We knew that it is easy to implement Scala wherever in the world our operations are located."

Lars Jacobsson, LM Ericsson (telecommunications), Sweden

Innovation that Adds Long-Term Value

Two next-generation business software systems have come together to enable companies to interact with ERP business data in their standard Microsoft Office applications.

The **iScala ERP system** integrates with the latest **Microsoft Office applications**, providing businesses with the capability to do more business electronically, with more potential business partners, in more and different ways than before.

iScala users can organize information, readily access it, manage documents, and enable efficient collaboration, all in the familiar, Microsoft Office-integrated environment. Now, an iScala user can work in any Microsoft Office 2003 application – such as Word, Outlook, Access or Excel – and interact with information from their iScala application without having to log in to the iScala system.

The iScala/Microsoft Office integration enables Scala customers to employ a 'one source' approach to information access and use, to easily complete routine tasks more quickly.



A History of Innovation

The origins of Scala Business Solutions go back a quarter of a century when a company called Beslutsmodellern was founded in Sweden in 1978 by Per-Olof Myrén, a successful Swedish entrepreneur and technologist. His vision was to provide companies with standard financial management software that would run on the then-dominant mini computer systems. After the launch of the IBM personal computer in 1981, the company designed and developed its software for PC-based computer networks. With growing demand, the software's functionality was extended for international markets and, in 1988, new ERP software products for PCs were launched under the 'Scala' brand.

During the early 1990s, the company expanded in Central and Eastern Europe, and then worldwide, quickly developing a network of partners and resellers to serve the growing customer base. In 1996, the company renamed itself as Scala, taking the name of its market-leading ERP product.

In 1997, Scala Business Solutions was formed in The Netherlands through the merger of the Swedish-based founding company and its largest partner.



43° 19' N
76° 51' E

"Scala impressed us with their local presence and knowledge, and the level of local support they could offer. They had a proven track record of successful implementations in the Kazak and Central Asian area, and offered a flexible, modular design that couldn't be matched."

Anvar Yaushev, MMG (Mangistau Manui Gas) (oil and gas production/transportation), Kazakhstan

Vision and Reality

Scala has a vision of the future for ERP. It's a connected world where systems and people work together to achieve automated trade. Business is becoming ever more global, and companies demand standard software products that automate or eliminate the predictable, complex, and frequently redundant steps of doing business. Thus freed of tedious routine, people can do the valuable jobs – like thinking, creating, building, buying, and selling.

In a world where the reality of ERP systems is that they are often little more than a tool for getting information, how does this vision fit with this reality?

We're already working to achieve this, reflected in our product development strategy, in the way we do business, and by the success of our customers.

This future isn't a dream. Our customers use our business software for automatically managing the day-to-day activities critical to their success, such as updating stock levels throughout the enterprise and processing purchase orders and invoices. Our software applies intelligence to our customers' accepted business processes, making sure that business is done the way our customers want, not the way the technology insists.

The reality is that our customers already benefit from our business solutions.

Wherever they do business.



59° 20' N
18° 03' E

Your local Scala representative

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Do you want to know more?

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Scala Business Solutions delivers software and services in over 140 countries worldwide from additional offices and through its global partner network. For complete office listing, see www.scala.net/company/offices.

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