

ACHIEVE BUSINESS PROCESS EXCELLENCE – FASTER.

Processes are at the core of almost every business function, whether you are managing customer calls, shipping packages, building applications or creating sales campaigns. “Process” is not just a technical term. It is a simple way to define and organize the core activities that enable your organization to function. Using software and services from Software AG, organizations are improving the world – one process at a time.



Corporate Overview

Software AG helps companies optimize and modernize existing technology to achieve business results faster. Our end-to-end Business Process Excellence helps transform your business in even more strategic ways—and closely aligns both business and IT departments around common, achievable business goals. We help organizations unlock their potential by adding agility to their business and technical functions.

OUR COMPANY

- Founded in 1969
- Headquartered in Darmstadt, Germany
- Growth through acquisitions, notably webMethods, IDS Scheer, Data Foundations Inc., Metismo Ltd. and Terracotta Inc.

NOTABLE NUMBERS

- More than four decades of software expertise
- €1.1 Billion in revenues
- Presence in 70 countries
- 5,500 employees worldwide
- World’s 7th fastest-growing technology company, according to Bloomberg Businessweek
- 4th largest BPM vendor
- Analysts rank Software AG a “Leader” in eight categories
- Two out of every three of the world’s largest corporations rely on a Software AG product to run their business

MANAGEMENT

- Karl-Heinz Streibich, Chairman of the Group Executive Board and of the Vorstand
- Arnd Zinnhardt*
- Mark Edwards
- Dr. Wolfram Jost*
- Kamyar Niroumand
- Ivo Totev
- Darren Roos
- Jonathan Smith

* Also members of the Vorstand



A new father finds out faster if his life insurance application’s approved. Faster service has led to 60 percent fewer customer complaints since this direct insurer automated processes.



A college student can enroll in a class, complete coursework and conduct transactions online—without ever having to step foot on campus.



A firefighter in Australia gets paid faster because automated human resources and payroll processes take fewer steps.

OUR SOLUTIONS

IMPROVE

Enterprise BPM

Enterprise Business Process Management Solutions enable you to manage the entire process improvement lifecycle. You can use strategy and design to transform your processes, then automate across the enterprise and monitor performance with advanced process intelligence tools.

ADAPT

Business Infrastructure

Software AG's Business Infrastructure Solutions help you optimize your IT infrastructure to support Business Process Excellence. Using a service-oriented approach to maximizing re-use and interoperability, these solutions let you integrate, build and deliver business solutions faster.

OPERATE

Enterprise Data

Our Enterprise Data Solutions enable you to create, manage and operate highly customized and scalable business applications. With these technologies you can deliver reliable, highly available, high-performance solutions for your most pressing business needs.

OUR PRODUCTS



The world's leading BPM, SOA, Integration and Business Activity Monitoring suite.



Integrated software for continuous process transformation and improvement.



The world's most comprehensive data management system.



Highly productive application development and deployment environment.



Boost application performance, operational control and scalability.

OUR SERVICES

Global Consulting Services

- 40+ years of experience
- Leading expertise in IT transformation
- Certified processes and industry-specific blueprints
- Short project cycles through education services
- Global delivery network

IDS Scheer Consulting

- 25+ years of experience
- Industry, process and SAP expertise
- Pre-configured SAP solutions
- SAP Consulting Partner with highest customer satisfaction

Trusted by 10,000 organizations worldwide, such as...

- | | |
|---|-------------------------------|
| 7-Eleven | Infineon |
| AutoTrader.com | Logitech |
| Avnet | Motorola |
| Brenntag | Nissan |
| British Telecom | Orange |
| BMW Group | Pennsylvania State University |
| Cargolux | SAP |
| The Coca-Cola Company | Sony |
| Cox Communications | Staples |
| Deutsche Post | Swisscom |
| DHL - Global Forwarding, Freight division | U.S. Navy |
| Discovery Communications | AB Volvo |
| Hiscox Ltd. | |

INDUSTRY ANALYST RECOGNITION



Positioned in the Leaders Quadrant...

- Gartner Inc.'s Magic Quadrant* for Shared SOA Interoperability Infrastructure Projects, 2010
- Gartner Inc.'s Magic Quadrant* for Business Process Management Suites, 2010
- Gartner Inc.'s Magic Quadrant* for Application Infrastructure for Systematic Application Integration Projects, 2010
- Gartner Inc.'s Magic Quadrant* for Enterprise Architecture Tools, 2010
- Gartner Inc.'s Magic Quadrant* for Business Process Analysis Tools, 2010
- Gartner Inc.'s Magic Quadrant* for B2B Gateway Providers

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The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. Magic Quadrant for Business Process Analysis Tools, David Norton, Mike Blechar, Teresa Jones, 22 February 2010, Magic Quadrant for Shared SOA Interoperability Infrastructure Projects, Massimo Pezzini, Yefim V. Natis, Daniel Sholler, Jess Thompson, Kimihiko Iijima, Benoit J. Lheureux, Paolo Malinverno, 21 October 2010, Magic Quadrant for Business Process Management Suites, Jim Sinur, Janelle B. Hill, 18 October 2010, Magic Quadrant for Application Infrastructure for Systematic Application Integration Projects, Jess Thompson, Benoit J. Lheureux, Paolo Malinverno, Massimo Pezzini, Daniel Sholler, Yefim V. Natis, Kimihiko Iijima, 18 October 2010, Magic Quadrant for Enterprise Architecture Tools, Chris Wilson, Julie Short, 28 October 2010, Magic Quadrant for B2B Gateway Providers, Benoit J. Lheureux, Paolo Malinverno, 3 June 2008. Reprints available upon request.



A Leader...

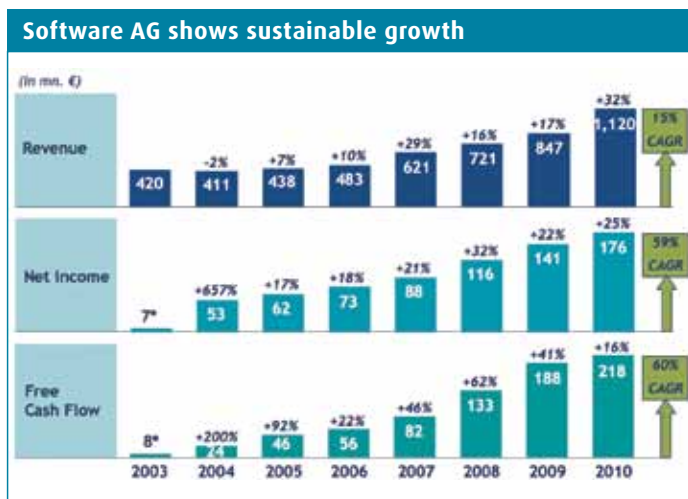
- The Forrester Wave™: Elastic Caching Platforms, Q2 2010 (Terracotta Inc.)
- The Forrester Wave™: Enterprise Service Bus, Q2 2011
- The Forrester Wave™: Enterprise Architecture Management Suites, Q2 2011
- The Forrester Wave™: Comprehensive Integration Solutions, Q4 2010
- The Forrester Wave™: Business Process Management Suites, Q3 2010

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FACTS & FIGURES

2010 Revenues: €1.1 billion



Software AG wrote yet another chapter in its story of success in the same year it celebrated its 40th anniversary. Our record-breaking financial results join an impressive lineup. In the past four years, revenue has increased at a rate of 75 percent; net income has risen by 93 percent; cash flow has improved by 236 percent to total €188 million; and, the number of employees has more than doubled to total 5,500.

MEASURABLE RESULTS - FASTER



Cox Communications tunes into webMethods to process online requests fast: 45 seconds per order.



Staples uses webMethods to save on their supply chain: Multi-millions in long-term savings.



Vodafone Iceland answers on the first call with webMethods: 95% customer queries resolved.



travel-BA.sys delivers travel bookings quickly with Natural for AJAX: 50% faster than expected.



AutoTrader.com speeds up service using the webMethods BPM: 70,200 person-hours saved yearly.



Aleris uses ARIS to speed up process time and round out savings: 30% reduced costs.



Landesbank Berlin AG models with ARIS to reduce costs: €3 million a year saved.



Deutsche Telekom uses SOA and BPM to reduce integration costs 20-25%.



Learning Curve Brands uses Adabas and Natural to build success: 3 to 1 productivity gain.



Cargolux delivers huge savings with improvements identified by ARIS: 500% ROI.

GLOBAL REACH



HEADQUARTERS

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Austria	El Salvador	Latvia	Russia
Bahrain	Estonia	Lebanon	Saudi Arabia
Belarus	Finland	Lithuania	Singapore
Belgium	France	Luxembourg	Slovakia
Belize	Germany	Malaysia	Slovenia
Brazil	Greece	Mexico	South Africa
Bulgaria	Guatemala	Netherlands	Spain
Canada	Honduras	Nicaragua	Sweden
Chile	Hong Kong	Norway	Switzerland
China	Hungary	Oman	Turkey
Colombia	Iceland	Panama	Ukraine
Costa Rica	India	Peru	United Arab Emirates
Croatia	Ireland	Philippines	United Kingdom
Czech Republic	Israel	Poland	USA
Denmark	Italy	Portugal	Venezuela
Dominican Republic	Japan	Puerto Rico	

OUR INDUSTRY EXPERTISE

Nearly 70 percent of Global 50 companies are Software AG customers. And in each of these industries - and others - the majority of the Top 10 global companies are Software AG customers:

Aerospace & Defense

Chemicals

Consumer Goods & Retail

Education

Energy & Utilities

Healthcare & Pharmaceuticals

High-Tech Manufacturing

Insurance

Oil & Gas

Telecommunications

Transportation & Logistics

What measurable results can we help you achieve? Let's find out.

To find the Software AG office nearest you, please visit: www.SoftwareAG.com

ABOUT SOFTWARE AG

Software AG is the global leader in Business Process Excellence. Our 40 years of innovation include the invention of the first high-performance transactional database, Adabas; the first business process analysis platform, ARIS; and the first B2B server and SOA-based integration platform, webMethods.

We offer our customers end-to-end Business Process Management (BPM) solutions delivering low Total-Cost-of-Ownership and high ease of use. Our industry-leading brands—webMethods, Terracotta, ARIS, Adabas, Natural, CentraSite and IDS Scheer Consulting—represent a unique portfolio encompassing: process strategy, design, integration and control; SOA-based integration and data management; process-driven SAP implementation; application development and scalability; and strategic process consulting and services.

Software AG – Get There Faster

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