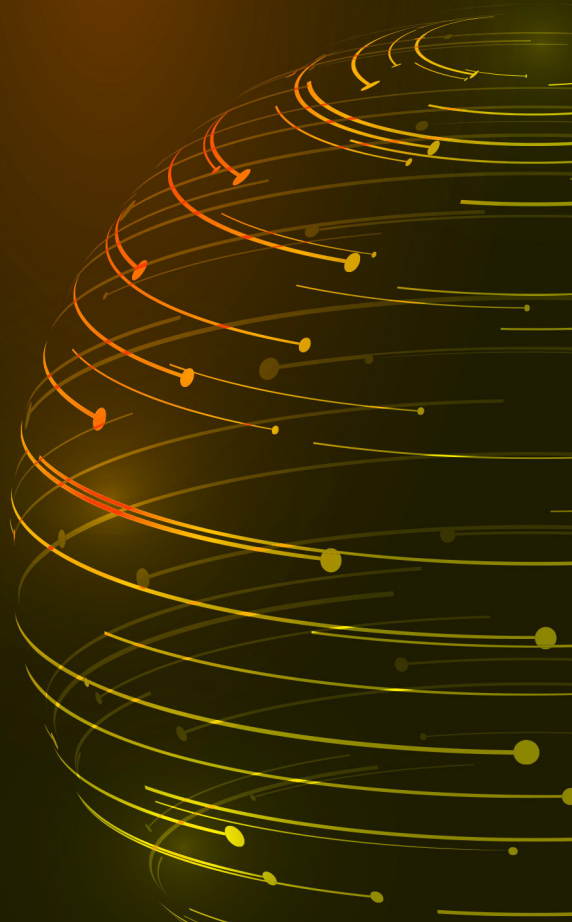




**IAS CHANNEL
MANAGEMENT**



Industrial Application Software

The company

About our Company

We, Industrial Application Software (IAS), are an internationally active technology provider in the field of business management solutions. More than 30 years of experience in software development as well as conception, implementation and support of complex projects in various industries make our company group a technology leader for medium-sized industry.

We work for the digital transformation

Our goal is to provide companies with canias4.0 to offer all the solutions they need for their digital transformation. A comprehensive enterprise solution that combines IoT and Big Data with ERP. The unique technology, architecture and development environment differentiate canias4.0 from other solutions on the market. The basic principles are high flexibility and customizability as well as state-of-the-art technologies. This gives users the opportunity to individually configure their Industrie4.0 solution from a strong range of developments to suit their own needs.

We support you from the beginning

IAS Business Operations World Wide



1,300 +
Customers



32
Countries



12 +
Locations



16
Languages



50 +
Partners



9
Awards

The partner program

Further Together

- ✓ Benefit from over 30 years of international experience
- ✓ Gain growth through strong technology solutions
- ✓ Open up new business models and expand your potential
- ✓ Get competent support from our experienced team

With our IAS Channel Management Programm, we have created a program for future-oriented collaboration. Together we promote and strive for growth.

A sustainable business partnership is the goal from which everyone benefits.

With our canias4.0 technology and 30 years of international experience, we are at your side at all times. Become our partner, we offer your customers flexible, integrated and customizable technology solutions. To keep you as a partner always up to date, we offer regular training courses and workshops in our in-house Business Academy (iba).

Start the digital future with us

We offer unified solutions

The road to digitization

Digital transformation is just around the corner in almost all manufacturing industries. Show your customers the true potential that lies within each company and transform business requirements into competitive advantages together. Connect people, machines, and information. With canias4.0 technologies, we provide you with all the necessary solutions for the transformation to the Smart Factory. Open up new business models and expand your potential.

Our service

future-proof technology solutions

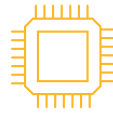
canias4.0-Technologies offers all the tools needed for Industry 4.0 under one roof. This enables you to offer your

customers integrated solutions with a single software and wide range of technologies.



ERP

Fulfill your customers' requirements with a fully integrated solution.



IoT

Accompany your customers in the selection of their suitable Industrie4.0 technology.



Big Data

Manage Big Data with an affordable price and at the same time with high performance.



Development

Offer your customers freedom with a platform-independent development environment.

Smart and efficient

IoT

- ✓ Increased productivity through reduced downtime
- ✓ Real-time data for better decision-making
- ✓ Proactive and effective way of working

Our IoT solution is easy to install, configure, compatible with current technologies and therefore ready to use in a few steps. Communication is done with simple basic settings without complicated configurations. Due to these innovative and flexible conditions, even different machines and production lines as well as constantly changing requirements of the machines are no problem.

We come from the industry Business and know the requirements exactly. Thanks to the high flexibility and simplicity of the connection, we can offer different options for the implementation. Cost-efficiently and entirely according to the needs of the customer. Thanks to our self-developed IoT devices, we can also support the retrofitting of existing production lines and thus offer everything from a single source.

iasDB

Big Data

- ✓ Big Data can be used to link IoT and ERP in a meaningful way
- ✓ All data can be measured and analyzed optimally
- ✓ Processes can be simplified through automation

The use of IoT solutions generates large amounts of data. For the data of IoT, an infrastructure is necessary with which large amounts of data can be easily managed and analyzed in real time. For this purpose, we offer our iasDB.

iasDB is an advanced database management system optimized for processing Big Data, ERP-n and IoT processes. This gives companies the resources and expertise to securely deploy large-scale and highly available en-

terprise information systems. Highly efficient and fully compatible with all canias4.0 products. The database management system that is fully adapted to future developments of canias4.0 in the areas of Artificial Intelligence, Big Data, IoT and has an architecture that supports the development of the canias4.0 technology in line with the latest developments.

Infinite possibilities. One goal.

ERP

- ✓ Adaptable to the specific needs of the company
- ✓ Open, fully integrated and flexible
- ✓ Maintaining competitiveness through technological advances

With caniasERP, all business processes can be controlled and managed, workflows optimized and productivity and efficiency improved. Thanks to the wide range of modules, processes in planning, procurement, materials management, production, sales, CRM, finance, project and document management as well as corporate development or business intelligence can be mapped individually and fully integrated. This enables an overview and coordination of all factors such as materials, plants,

machines and people. Thanks to its flexible and adaptable structure, caniasERP can be adapted to specific industries and companies and is a completely customizable solution option for all production, organizational and management processes.

Unlimited freedom

SaaS

- ✓ Stay agile and adapt at all times in the face of rapid change
- ✓ Mobility and networking - independent of locations
- ✓ Public or private cloud we find the right package

The advantages of the cloud are an important factor in the use of IoT solutions. The mostly growing number of IoT devices generate large amounts of data and require corresponding storage space. The use of a cloud in a copyleft manner makes your work easier, because you do not have to invest because you do not have to invest time in infrastructure and administration.

We offer our solution as a cloud version, but it can also be run on-site or in a private cloud. We will help you determine the most suitable option to achieve the highest possible user satisfaction.

New agility

Industrial Application Objects (IAO)

- ✓ More flexibility through environment-independent objects
- ✓ Integratability of existing resources with new elements
- ✓ Optimal compatibility of IoT and ERP - system-independent

With IAO, all modules of the ERP system as well as IoT become independent, i.e. environment-independent objects in the sense of “Modules as Service”. The objects are thus individually functional, but at the same time have the ability to fully integrate into the ERP and work independently of the environment. They can thus be operated in on-premise, cloud, private, public, or hybrid environments. IAOs can thus be distributed across

different systems. For example, the PRD module could run on its own server, detached from the rest of the system.

This structure also offers a high benefit for the area of Industry 4.0 and especially IoT, so that the necessary components can be flexibly assembled and at the same time work together without any problems.

Solutions portfolio

Unique solutions for unique applications

Discover our Sector Solutions

Discover our customized solutions for different sectors and industries.



Limitless freedom

Benefit from from the flexibility

- ✓ **In-house Business Academy training**
Experienced trainers provide regular training support
- ✓ **Profitable income model**
We grew by 73 percent in 2021. Become a part of it
- ✓ **Customers of any size**
Easy scaling to different company sizes
- ✓ **Industry-independent**
Thanks to flexible, integrated and proactive technologies
- ✓ **Fast and agile**
The agile project method leads to effective solutions in consulting processes
- ✓ **Freedom of movement**
Freedom thanks to location-independent structure, own database and Software development platform

Due to the flexibility and agility of the software, you are not bound to niche companies, but can implement your sales broadly for a wide range of indus-

tries. In addition, we offer you support and know-how so that you can concentrate on the essentials - your business.

Our support offer

What we offer to our channel partners





Trainings and certificates

The IBA training courses impart knowledge as part of the „caniasERP Consulting Certification Management System“ in six main categories

- Logistics (Supply Chain Management)
- Production and Automation
- Finance
- Human Resources
- Troia & iasDB & Infrastructure
- Project and e-transformation processes



myCanias partner portal

The partner portal „myCanias“ allows you to easily manage of your work. Some advantages offered by your private access:

- Tracking of software updates
- Suggestions for product improvement and follow-up
- Expert advice on projects
- Access to current documents, video library and training videos
- Tracking of current information



Documentation

IAS makes all the information you need about canias4.0-Technologies in detailed documents with various language options available:

- Detailed help documents
- Documents of more than 2,000 processes
- Visual representation, video recordings
- Project or industry related fast document creation
- Turkish, English and German language options



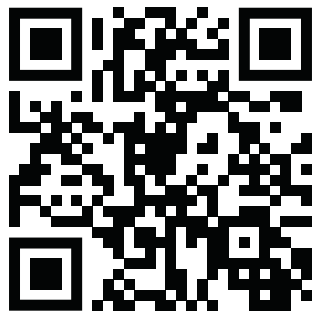
Technical assistance

The experienced team of IAS is always there for you! Especially for your first projects, you will receive support from experienced IAS consultants:

- Opportunity to improve yourself and your employees
- Implementation support for new business partners in the first two projects
- Software localization support for your customers in different countries
- Translation support for your foreign customers
- Easy customization options

We are looking forward to you

Become part of the fast growing IAS family



Our services

Advantages of a partnership



Lucrative rebates for partnerships levels

Depending on the partnership:

- Up to 60% discount on the software
- Up to 30% on IOT hardware



Extensive training advantages

50% discount on all Business Academy (IBA) training services



Marketing assistance

We support you with all relevant marketing materials and content



Support

Get competent support from our experienced team



Detailed documentation

You receive all documentation in various languages about our canias4.0 technologies



Simple management

Own access to the myCanias partner portal for easy management of your work

You want
MORE?

We have more information
and success stories for you
and your industry

Industry-specific brochures
and customer references can
be found at:



Customer references and
success stories:



White Papers:



ias Industrial
Application
Software

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