



# ORSOFT GmbH

## System house for Advanced Planning and Supply Chain Management



ORSOFT GmbH develops innovative advanced planning and scheduling (APS) and supply chain management (SCM) solutions as addition to SAP® ERP and SAP S/4HANA and its consultants incorporate these products into our customers work flow. ORSOFT solutions are used for production planning within the processing and manufacturing industry, for supply chain management, master data maintenance and multi-resource planning in hospitals.

ORSOFT solutions create transparency throughout the logistic chain and support planning and managing decisions in accordance to the customers strategic goals. ORSOFT customers are middle-class enterprises and big companies spread all over the world, in most cases using SAP ERP or other leading ERP software. ORSOFT products guide the day-to-day work of over 10,000 users in more than thirty countries worldwide. Selected customers are listed in the reference list.

Companies using SAP ERP or SAP S/4HANA as their standard software however seek to stand out in a crowded market in order to plan and react flexibly on their clients or to depict special technological restrictions. To achieve this goal they need extensions to an almost identical and generally suitable ERP standard. ORSOFT supplies such solutions based on fast-to-implement add-ons for SAP ERP and SAP S/4HANA for simultaneous material and multi-resource planning, for master data maintenance and other SCM and APS related topics.

**Supply Chain Management**  
**Advanced Planning and Scheduling**  
**Manufacturing Execution**  
**Hospital Planning**  
**Master Data Maintenance for SAP® ERP**

ORSOFT employs over 80 experts in the areas mentioned, has an annual turnover of about EUR 9 million and has been continuously profitable since established in 1990.

Being a system house, ORSOFT is geared towards collaboration between software development and customer consultancy. This allows ORSOFT to comply individual requests by our fully maintained system software. This results in speed, effectiveness, flexibility and creativity. A highly developed, powerful and certified interface to SAP ERP is used with the same nomenclature and data structures and is based on the SAP authorisation concept. In this way integrated extensions to the leading SAP system.



**Certified Add-Ons**  
**for SAP® ERP**

# ORSOFT

## Products worldwide



### CHEMICALS

ASK Chemicals GmbH  
 Bode Chemie GmbH  
 CBW Chemie GmbH  
 Celanese Emulsions GmbH  
 Chemische Fabrik Budenheim KG  
 CHT R. BEITLICH GmbH  
 Clariant Produkte GmbH BU Pigments  
 Clariant GmbH BU Masterbatches  
 Clariant GmbH BU ICS EMEA  
 Dottikon Exclusive Synthesis AG  
 ELANTAS Beck GmbH  
 Laborchemie Apolda GmbH  
 Lonza AG  
 Patheon Austria GmbH & Co KG  
 SE Tylose GmbH & Co. KG  
 Thermo Fisher Scientific, Inc.  
 Treibacher Industrie AG  
 Zschimmer & Schwarz Mohsdorf GmbH & Co KG

### TEXTILE

medi GmbH & Co. KG

### HIGH TECH

Fisher Scientific GmbH  
 Hanwha Q CELLS GmbH

### HEALTHCARE

Gesundheit Nord gGmbH

### LIFE SCIENCES

Berlin-Chemie AG  
 Boehringer Ingelheim Pharma GmbH & Co. KG  
 CSL Behring GmbH  
 Daiichi Sankyo Europe GmbH  
 Hameln Pharmaceuticals GmbH  
 HEYL Chemisch-pharmazeutische Fabrik GmbH und Co. KG  
 IDT Biologika GmbH  
 Sanofi-Aventis Deutschland GmbH  
 Teva ratiopharm GmbH  
 Vetter Pharma-Fertigung GmbH & Co. KG

### CONSUMER PRODUCTS

Danone Group  
 DE-VAU-GE Gesundheitswerk Deutschland GmbH  
 Döhler Group  
 HACO AG  
 Internsack Knabber-Gebäck GmbH & Co. KG  
 Sachsenmilch AG (Unternehmensgruppe Theo Müller)  
 WIBERG GmbH  
 Zentis GmbH & Co. KG

### INDUSTRIAL MACHINERY & COMPONENTS

Grohe AG  
 Heye International GmbH  
 Schmolz + Bickenbach GmbH  
 Viessmann Kühlsysteme GmbH  
 Vossloh Locomotives GmbH

### AUTOMOTIVE

Alupress AG  
 Continental Emitec GmbH  
 Dura Tufting GmbH  
 Georg Fischer GmbH  
 Hirschvogel Holding GmbH  
 ZF Friedrichshafen AG

### OIL & GAS

BP Refining & Petrochemicals GmbH  
 H&R Lube Blending GmbH  
 H&R Ölwerke Schindler GmbH  
 Klüber Lubrication München KG  
 PCK Raffinerie GmbH  
 Sasol Wax GmbH

### MILL PRODUCTS

Aluminiumschmelzwerk Oetinger GmbH  
 Carl Edelmann GmbH  
 ELCO AG  
 Mondi Gronau GmbH  
 NMC sa  
 Wipf AG

### AEROSPACE & DEFENSE

BWI Informationstechnik GmbH  
 HIL Heeresinstandsetzungslogistik GmbH  
 BAAINBW Bundesamt für Informationsmanagement  
 und Informationstechnik der Bundeswehr

# Add-on solutions for SAP ERP and SAP S/4HANA

## INDUSTRY COMPETENCE

Since its founding ORSOFT has implemented over 500 projects in the areas of production planning and supply chain management in the chemical, pharmaceutical and food industries, foundries, car suppliers, machine manufacturers, building material producers, the lubricant industry, solar cell producers, in the health care sector as well as for the German Federal Armed Forces. ORSOFT provides APS solutions for SAP Industry Solutions AFS (textile industry), SAP IS Oil, SAP for Healthcare (IS-H) and SAP IS Mill including burden calculation.

Every customer has their own unique processes. However, quite often planning issues and objectives are similar where only the process models differ. ORSOFT introduces SAP ERP extensions for different models. Inter-industry synergies are achieved e.g. tank planning, the depiction of qualities and blending optimisation.

## EXPERIENCE, APPRECIATION AND STABILITY

ORSOFT was established in 1990 as an university spin-off putting the research groups "Optimisation" and "System process engineering" into practise. The OR in the name stands for operations research. Focusing on APS and SCM led to the evolvement of ORSOFT solutions that are far beyond the technological state-of-the-art. The guiding principles of ORSOFT are sustainability and stability, customer focus, appreciation and mutual support. Our employees all contribute by their loyalty and their commitment to the companies overall goal of innovation and help us operating sustainable and stable in the market. All ORSOFT's market activities aim to add extra-value to our customers profitability.

Other qualities customers associate with ORSOFT are: responsibility for joint success, optimism, enthusiasm, reliability and pragmatism.

## PARTNER OF LEADING ERP SUPPLIERS

ORSOFT cultivates partnerships with leading ERP, software and consultancy companies to integrate our own solutions seamlessly into existing software environments and hardware architectures.

Already since 1997 ORSOFT has successfully been co-operating with SAP SE in different partnership levels. In November 2015 ORSOFT adapted its certified interface to SAP S/4HANA On-Premise Edition. As a member of SAP's application development partnership program ORSOFT Manufacturing Workbench has been audited in the years 2007 and 2013 by SAP SE.

ORSOFT solutions are also available in SAP App Center.

Since 2010 ORSOFT has been Microsoft Certified Partner and since 2011 **Microsoft Gold Independent Software Vendor (ISV)**. Only three percent of about 32.000 Microsoft Certified Partners in Germany own the gold status, which is the highest sign of quality for software vendors that Microsoft lends. With this partnership ORSOFT wants to make sure to fulfill all technical demands of our clients in the best way possible.

As „**Oracle Silver Partner**“ ORSOFT is granted access to products, solutions and knowledge of **Oracle**, that comes with development support, training and technical services. This competence helps us to serve our clients better. This program also ensures the seamless integration of our solutions with Oracle databases.

In addition to integration with SAP ERP software, ORSOFT solutions can be run as add-ons to ORDAT FOSS, Comarch (formerly known as SoftM), ERP systems based on Microsoft SQL databases and with Microsoft Dynamics solutions.

If a solver is needed, ORSOFT prefers the partner solutions of Gurobi or SCIP.

ORSOFT works together with the following companies when implementing our solutions: AICOS Technologies AG, CONIM Group, itelligence AG, Linear Logics Corp. and PIKON International Consulting Group GmbH.



SAP® Certified  
Powered by SAP NetWeaver®

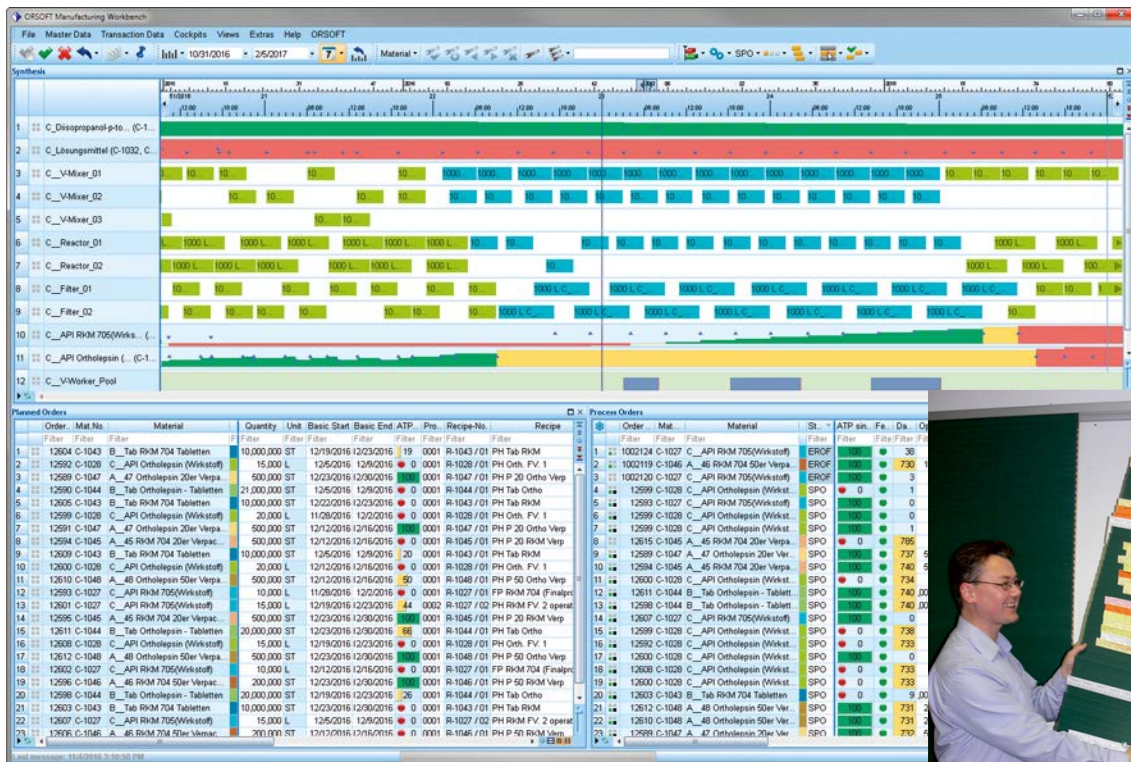
SAP® Certified  
Integration with SAP® S/4HANA

SAP® Certified  
Integration with Applications on SAP HANA®



Microsoft Partner  
Gold Independent Software Vendor (ISV)





**Getting rid of old habits:**  
System Analyst and SAP Consultant at Mondi Gronau GmbH discard their planning board after the implementation of the ORSOFT Manufacturing Workbench.



**SERVICE, COMMUNITY AND SUPPORT**

ORSOFT provides customer support all over the world. Our service team can be contacted by phone or via the ORSOFT online service center.

Periodical company newspapers provide information on solutions and current projects. Around 100 visitors attend regular ORSOFT's user conferences to listen to other users' presentations.

The internal software quality assurance team has run successful software audits with clients and partners in the past. A high degree of automated testing ensures high quality of ORSOFT's software and short reaction times.

**INNOVATION**

Research and innovation are key aspects of ORSOFT's activities. ORSOFT closely works together with the universities in Leipzig, Halle, Dresden, and Dortmund and has various research projects on future technologies. Some ninety-five per cent of the employees hold an academical degree and twenty-five per cent hold a doctoral degree.

The ORSOFT product concept itself paves the way for fast implemented innovations. A fully maintained system software provides the auxiliary structures and algorithms needed across several industries. A product shell equips the domain-specific form and a project shell enables user-specific, fully maintained individualisations.

**SOFTWARE CONCEPT**

ORSOFT applications are fully maintained branches of our system software with a user shell for individual solutions. ORSOFT solutions, compared to a standard software, fulfil user-specific functions more efficiently, but still in an accurate way.

ORSOFT solutions use the ERP system as integration platform. Existing SAP-ERP-processes are extended and interact with other SAP processes. Graphical user interfaces with table views, Gantt chart views, planning cockpits, tree views, graphes, diagrams etc. help to gain a better overview. ORSOFT solutions support simulations on the basis of SAP object copies as well as of newly simulated objects. The RAM-database-concept enables real-time process-performance optimisation.

In many cases ORSOFT has proved that complex production situations can be modelled within SAP ERP and SAP S/4HANA business data models and even cross-plant data models can be depicted.

ORSOFT offers decision support systems for many business processes and supplies both interactive functionality for manual planning and fully automated solver-based optimisation techniques.

## INTEGRATION CONCEPT

ORSOFT solutions enhance the leading ERP system thanks to fully maintained add-ons. They do not change any processes in SAP ERP or SAP S/4HANA and can be integrated seamlessly. ORSOFT solutions do not represent additional systems with an own terminology, authorisation concept or their own data management alongside SAP system. Instead, they are supplementary add-ons both certified and approved by SAP. Data of these add-ons are held in SAP ERP and hence become beneficial to all SAP users.

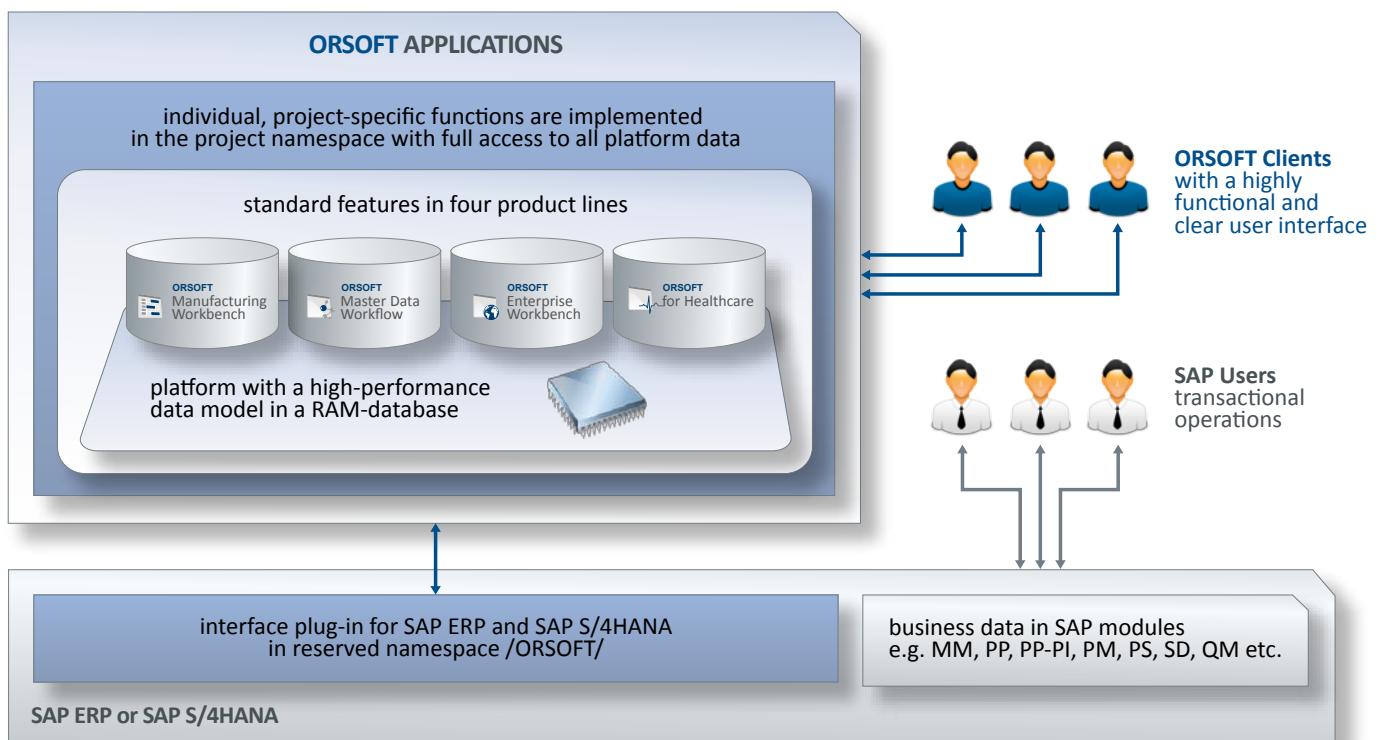
ORSOFT solutions can also process data on production logistics from third party systems and integrate them in SAP ERP.

## IMPLEMENTATION CONCEPT

ORSOFT implements solutions step-by-step. Incremental activation of features and functions based on real SAP-data creates benefit from the beginning on. This leads to a better commitment of the prospective users to *their* solution and it shows success within just weeks.

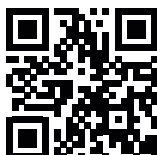
A copy of SAP logistics model is used to build a pilot solution. This approach minimizes typical risks of projects such as:

- ◆ How will be the performance with big data models?
- ◆ Is master data quality sufficient?
- ◆ Is the interface fast enough and accurate?



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