



PBS Information Day 2022

Prepare the Future, keep the Past

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Agenda

Business Development

Partner Network

New Subsidiary

New Developments

Outlook



Business Development

- Stable development in sales of products and maintenance
- Hardly any Corona-related effects on the business activities
- Increasing demand for new and innovative solutions
- Growing partner environment

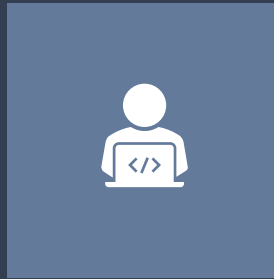
Growth and Stability



USA subsidiary:

Expanding international activities

Support of partners and customers on site



Human resources development:

Reinforcing staff in Germany
Extending technology know-how



New solutions:

Focus on Cloud

S/4 migration

System Decommissioning



Subsidiary in the USA

We want to make use of the opportunities to grow:

- Foundation of PBS Software Americas, Inc. in March 2022
- We would like to provide direct support to our customers and partner on site
- Optimum time: The migration after S/4HANA presents a great potential for the effective use of the PBS solutions

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Human Resources Development

We want to make use of the opportunities to grow:

- Expanding our team, eight new colleagues since the last Info Day in 2019
- We want to ensure that the know-how will be passed on to the "next generation"
- Build up new technology know-how

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New PBS Solutions

We want to make use of the opportunities to grow:

- Stronger focus on the Cloud
- Stronger focus on apps
- Innovation and experience as an optimal combination for designing new solutions:
PBS NAA

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Internal Milestones

- ISMS certification ISO 27001
- Relaunch support portal before rollout
- New CRM implementation
- Extension of computer center

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Outlook

- PBS archive add ons continue to be core product
- Accomplish transition to S/4HANA with customers
- Extending Cloud offers and managed Services
- Integration of archived SAP data in analytic tools

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We look forward
to a lively
exchange with
you.

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