Being there for your business

Exact. And it all comes together.

Value creation
comes from valued partnerships

Knowing that you're in control of your business frees up time to create value. Our business software solutions give you the freedom to focus on doing what you do best – looking after your existing customers and looking out for new ones.

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You were born with the entrepreneurial gene. It inspires you to come up with new ideas every day that create value for your customers.

You love to grow your business across borders and time zones. But to do that, you need a real-time overview of all your international customers and activities.

You're completely focused on keeping your team working toward the same goals. And you want to be with customers while staying in control of your business.

Your world is our world

We share your entrepreneurial spirit. Since 1984, it has driven us to develop business software solutions that enable you to fulfill that spirit. Whether you're a start-up, a small to medium-sized business or a network of international subsidiaries, our solutions give you the freedom and control you need to thrive.

Exact demonstrates that the brain is not the only software a small business needs.

From day one, the Exact solution led to a lot less bureaucracy and a lot more accuracy.

Quite simply, Exact brings improved organization to any organization.

Opportunities are everywhere, we'll help you to seize them

Making the leap

When you start your own business, you simply have to do everything yourself.

It's chaotic, fun and gloriously unstructured.

But as you grow, you need to add the data and communications structures that will help you work more efficiently and become more responsive to your customers' needs.

That's how great ideas become great companies.

Creating structures

As your company grows, so does the number of departments, functions, suppliers and customers that need to be managed.

If this process is not properly planned and coordinated, frustrating internal inefficiencies can prevent you from seizing opportunities to optimize customer service, as well as overall business performance.

Therefore, it becomes essential to deploy a single business software solution that creates automated structures to connect all your operational entities.

This eliminates duplicate work, unites people around common channels, and generates efficiencies for support, training, implementation and consulting.

Crossing borders

Working across an international network of subsidiaries brings daunting cultural and business challenges.

Often, you will be faced with unsupported local applications and a lack of standardization in terms of customer service processes, reporting and consolidation.

Just think how much easier life would be if you could manage projects, customers and partners with a single, standardized solution across multiple countries.

Having freedom and control

We understand that your business is all about people meeting the needs of other people. Only when that happens, day in, day out, will you deliver the results you need to sustain your business. Our solutions create the connectivity and transparency that enable optimal collaboration between people and functions. Your business will run more efficiently as you benefit from the solid structures that our software delivers.

We support you in creating conditions and structures that enable people to work together more effectively.
This gives you the freedom to focus on business and results.

Matching your challenges around four cornerstones

People, collaboration, structure and results are four essential aspects of any business which we strive to help our customers optimize.

People are unique. They possess knowledge and constantly have ideas.

Great people are the beating heart of your company. It's their know-how, performance, skills and experience that make your business uniquely powerful. It's therefore essential that your people work effectively.

We empower your people with solutions that help them work more self-sufficiently and provide them with real-time information.

Employees, suppliers and customers are able to share information and inspiration wherever they are.

People

Working together enables people to exchange knowledge and create value.

Whether you're a two-person start-up or a network of subsidiaries, effective collaboration is a large part of your success. Without it, people will remain isolated and your business will not reach its full potential.

Our objective is to facilitate collaboration and cooperation across people, functions, departments and even countries.

This helps your people to work together more efficiently regardless of time and location.

Collaboration

A solid structure enables people to organize information in a meaningful and productive way.

For your company to grow, you need to have the right structures in place. That means integration across all business activities such as accounting, logistics, human resources, and customer management.

Our solutions are designed to standardize and automate business activities and give your employees access to relevant, structured information.

They make the workflow clearer, without creating unnecessary overhead.

Structure

Every business needs results. Value needs to be created to enable a business to succeed.

At the end of your working day, you want to feel like you've achieved something. You want to be satisfied with the way your business is running and have tangible profits and results to show for it.

We understand that every decision you make affects the bottom line.

By integrating all key workflow processes, our solutions will help you satisfy your customers, increase revenue, and improve profits.

Results

Value creation model
Our software solutions support all business activities throughout the value chain; from incoming supplies to customer service. In addition they help you manage your employees, customers, suppliers and finances.

Below are just a few examples of how our solutions can improve and integrate your business activities every step of the way.

Supporting all your business activities

Our goal is to understand and anticipate your business requirements. It means that everything we do is geared towards equipping you with solutions that will help you succeed as markets evolve.

We understand your business because our business shares many of the same characteristics – entrepreneurial, hands-on and focused on putting customers first.

We understand that you want to integrate diverse business functions such as human resource management (HRM) and customer relationship management (CRM), in a single software solution.

We realize that you'd like to have one, clear view of all your important information so that you can make the right decision at the right time.

It means that every day we work to help you overcome successive waves of business, financial, and technological change. The result is an extensive suite of solutions used by customers in 125 countries.

Value creation model

Integrate all your processes
All your workflow processes need to be integrated for a real-time overview of all critical data.

Exact Globe integrates business activities such as order processing, scheduling, purchasing and accounting. You'll have accurate up-to-date information that enables you to make the right decisions.

Take care of your finances
Delivery to a customer is due tomorrow. So is your company's tax filing.

Exact Online gives your accountant access to your finances, while you concentrate on meeting your delivery. Your customer, and the tax authorities, will both be happy.

Achieve distributed sales collaboration
You want to build up a single, global and up-to-date view of all your customers.

With Exact Synergy, up to 100% of employees can share information on customers, worldwide and across any number of offices. You'll have a single conversation with each customer. And you'll be able to anticipate and meet their needs more effectively.

Product Offering

Whether you need one solution or many, our products are made to fit you.

Purchase and store
- Purchasing
- Supplier management
- Warehouse management
- Electronic invoice management
- Item management
- Logistics

Plan and produce
- Capacity planning
- Forecasting
- Manufacturing
- Project management
- Quality management

Report and analyze
- Revenue and cost analysis
- Business activity monitoring
- KPI reporting
- Consolidated reporting
- Customer analysis

Market and communicate
- Marketing management
- Lead management
- Prospecting
- Direct marketing
- Marketing collateral management
- Customer portal self-service

Sell and service
- Sales management
- Opportunity management
- Pricing and discounting
- Quote and order management
- Customer service management

Manage finance and administrate
- Budgeting
- Accounting
- Cash flow management
- Financial consolidation
- Compliance and control
- Invoicing
- Credit and collections

Employ and manage
- Employee and manager self-service
- Hiring
- Absence management
- Expense management
- Payroll management
- Performance management
- Exit management

Organize and register
- IT management
- Roles & rights management
- Facility & asset management
- Integrated document management
- Integrated workflow management
- Intranet portal

Customer Services

Our services facilitate your business at any level you need.

Consultancy and implementation

We provide you with maximum control and manageability regarding lead time and implementation budgets. The standard implementation methodologies we use are developed based on years of experience and have proved successful all over the world. The approach of implementing software depends on many factors including company size, project scope, and your industry. To meet this challenge, we support different implementation models from local single-site to large international multi-site implementations.

Training and education

Your success is important to us. We implement our software solutions tailored to your business environment so that you can maximize your investment quickly and completely. We offer in-company training programs held at a location of your choice, at a time when it's convenient for you. In addition, you can select which topics you wish to address during the in-company training session.

Customer support

We are dedicated to making you a satisfied customer and keeping it that way. This not only requires software, but a high level of continuous support from us. We provide solutions and support through an extensive global network across more than 40 subsidiaries and via our qualified international partners. In return, you are guaranteed a high level of service and availability in multiple locations and languages wherever you are, as well as continued product improvements.

Custom-made solutions

Our standard products are designed to meet the most common automation requirements of today's businesses. However, we understand that different businesses have different automation needs. We aim to find the right solution for you. This can range from small adaptations of your standard package to newly developed solutions. As our custom-made solutions are based on our standard software, the development time required for a custom solution is relatively short and financially attractive for you.

Our product families
- Exact AEC
- Exact Alliance
- Exact Business Analytics
- Exact Compact
- Exact Cubic
- Exact Dimoni
- Exact Financials
- Exact Globe
- Exact JobBOSS
- Exact Macola
- Exact MAX
- Exact.LohnXL/XXL
- Exact Online
- Exact ProAcc
- Exact Synergy
- Orisoft

How the cornerstones support value creation

People, collaboration, structure and results clearly define the way in which our solutions are developed for you, and help you create value for your customers.

People

People are unique. With our solutions you put knowledge into the hands of the right people at the right time. By empowering them in this way, you release their potential and their ability to add value to your organization.

Collaboration

Working together enables people to exchange knowledge and create value. We facilitate communication between your departments, between you, your suppliers, and your customers. We can help you turn the company you are into the company you want to be.

Structure

A reliable structure enables people to organize information in a meaningful and productive way. Using our solutions will enable you to share information and eliminate duplicate work. You will transcend the old barriers between people, functions, departments and even countries.

Results

Every business needs results. Value needs to be created to enable a business to thrive. Our ability to provide you with instant access to vital company and customer data means you can make decisions based on accurate information. And ultimately, drive better results across your organization.

Fulfilling your needs today, and your ambitions tomorrow.

Key solution benefits for you

No two companies are alike. However our solutions are made to meet key requirements of small to medium-sized businesses.

1 | Designed for you

We develop business solutions for people like you based on our 25 years experience of serving the entrepreneurial world.

We understand the entrepreneurial mindset, the way people collaborate and the structure they need to achieve results. So, the challenges you face are reflected in our solutions, which are as simple as possible and as complex as necessary. And our people are focused on serving small to medium-sized businesses like yours.

2 | Growing with you

Our solutions are developed to grow alongside you whether you are hiring additional people, entering new markets or expanding internationally. And if you are planning to use software not only for financials, but also to manage sales and marketing, we adapt to your changing requirements and equip you with what you need.

Our solutions make sure you can focus on growth, not administration.

3 | Rapid results for you

For your business to thrive, you need a fast return on your efforts.

When developing software we always bear in mind that our solutions are meant to reduce complexity and costs, not only for your processes but also in terms of installation and acceptance. With a lot of functionality coming out of the box, we make sure you'll get the most out of your solution while investing minimum time and resources.

1 Designed for you

With Exact there's less paper work and more time for real work.

Companies of different sizes and structures present contrasting management challenges. But what all companies have in common is a need for software solutions that enable them to focus on their unique challenges.

Start-ups and entrepreneurs
You're an idea person, but you can't keep your business alive without spending time on administration and finances.

Our solutions help you minimize the time spent administrating your business.

It's the easy-to-use route to transparency and peace of mind. You're always on top of your finances, and always on top of your work.

Small and mid-sized companies
It's time to take control of costs, workflow and employee performance.

And the best way is through an easy-to-use, quick-to-implement solution that unites all company resources and business activities.

Our solutions integrate all processes so that you only enter data once, and all information can be accessed and exchanged faster than ever.

International companies
International companies face unique challenges. You need to do business under local legislations and in different languages, and make key decisions across borders every day.

Because our solutions are designed for small to medium-sized businesses and available in 40 languages and legislations, you can use the same one for all your subsidiaries across the globe.

2

Growing with you

Expanding in new countries, without adding complexity.

As business conditions change, so do your requirements. With the flexibility of our solutions your changing business needs are met and your investment in our software is protected.

Start-ups and entrepreneurs

Once you have successfully started your business you will quickly face the challenges of growth.

This requires more control over your finances and poses additional challenges to managing your business.

Our solutions for start-ups are as simple as you want when you start and as complex as you need them when you grow.

Small and mid-sized companies

The number of departments, functions, suppliers and customers that need to be managed will increase as your company grows.

Being entrepreneurial, you want to remain on top of your business activities while limiting your overhead.

Our solutions can expand to support all your business activities and adapt to your changing requirements.

International companies

Setting up a new subsidiary in a new country is one of the biggest, most complex challenges that any business can face.

Our globally standardized solution supports international business growth. It incorporates localized formats as you expand into new and unfamiliar markets. And our global structure matches yours, so we're always on hand to offer dedicated support.

3

Rapid results for you

Exact quickly turns a sales team into a sales force.

Our solutions are designed to be implemented quickly, delivering a rapid return on your investment, and a lower total-cost-of-ownership.

Start-ups and entrepreneurs
You're at a stage when every second, and every cent counts.

So, our solutions are designed to work for you right from the start.

This can require no installation at all. You simply use the software as a service in a secured internet environment and pay a monthly fee instead of making upfront investments.

Small and mid-sized companies
The idea of rolling out a new software solution across an entire company can raise many concerns.

Our solutions are equipped with out-of-the-box functionality while remaining low in cost and complexity.

It means that employees will learn how to use them quickly and easily. This leads to rapid acceptance across the company as you reap the rewards of integration more quickly than you would have thought possible.

International companies
You want to operate internationally but at the cost and speed of running your business locally.

Our globally standardized solution comes with a rapid, standardized implementation enabling a single solution to be up and running quickly across a network of international subsidiaries.

This facilitates local acceptance and accelerates consolidation, resulting in fast value delivery on a global scale.

Being there for your business

We enjoy helping companies like yours. Knowing that you're in control of your business frees up time to create value. This way, you can focus on doing what you do best – looking after your existing customers and looking out for new ones. And we can continue to look after you.

Small business. Big future
We understand the enthusiasm of a small business with a big idea.

We know that right now you need a solution that's small enough to handle today, but flexible enough to take on tomorrow.

This is what you'll experience with our cost-effective, scalable solution that takes the administrative burden off your mind.

Above all we are committed to supporting your entrepreneurial spirit.

A mid-sized company should feel like one
We understand that your company is one and not a collection of disparate entities.

You need one solution that supports all your business activities based on one single source of information.

You'll experience the feeling of being a single, coherent organization as you get a real-time overview of everything that's going on in your organization.

This puts you in complete control while giving you all the freedom you need.

Many subsidiaries, one solution
As an international company, we experience challenges similar to yours every day.

You'll feel the benefit of our global presence as you unite your subsidiaries in a single, coherent network.

You'll also have the peace of mind that comes with our combination of local attention and on-site support, backed up by international specialists.

Despite being spread over multiple countries, your people will feel like they are next to each other.

Exact. And it all comes together.

All about Exact

We are people with a hands-on mentality who work together and use information technology to serve the entrepreneurial world with freedom and control.

People, collaboration, structure and results are four fundamental aspects which we believe are essential to a business and that we can help our customers with.

We started serving the entrepreneurial world in 1984. We have grown from a student start-up to a global solution provider and have been listed on the NYSE Euronext Amsterdam since June 1999. Our entrepreneurial roots constantly remind us that adding value for our customers is what we are here for. With employees spread across subsidiaries in 40 countries we serve local and international companies in more than 125 countries and provide our solutions in more than 40 languages.

Serving entrepreneurial businesses is at the heart of what we do. We understand their mindsets, how they collaborate within their business community and the structure they need to achieve results. With this knowledge we provide software solutions that support every business activity and give real-time insight into the entire business. This gives our customers the freedom to successfully address challenges and opportunities, creating value for their customers and ultimately for themselves.

For all this to be possible we continuously invest in innovation and in the education of our people, to create value for our customers and give them a great experience. Based on our entrepreneurial roots each one of us takes on the responsibility to focus our efforts on delivering value to everyone we connect with.

= exact

And it all comes together.

- Exact's subsidiaries
- Countries in which Exact has customers

Global presence

With offices in 40 countries we serve local and international companies in more than 125 countries and provide our solutions in more than 40 languages.

Our people

More than 60% of our people are dedicated to research & development and customer services.

www.exact.com

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