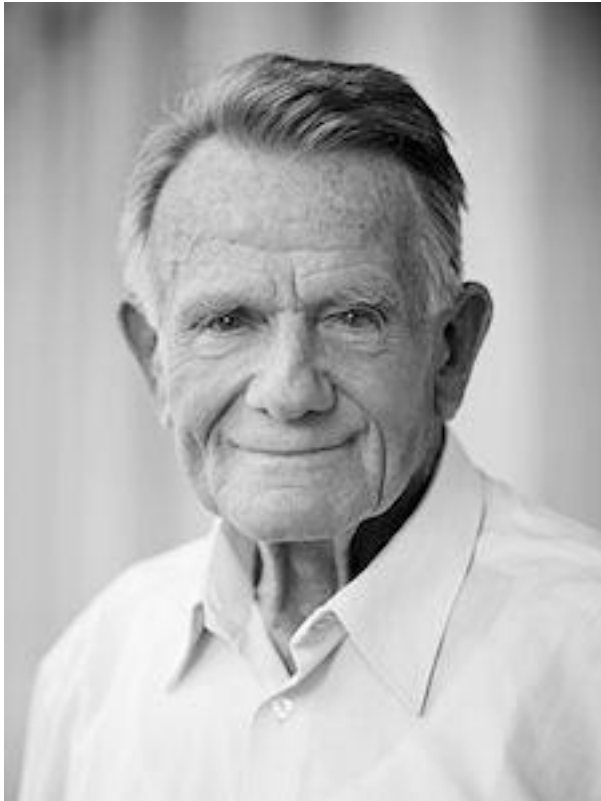


Profile: Wolfgang Dannemann Initiator of abas Business Software, lord of figures and mastermind of ABAS Software AG

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Press release from: [ABAS Software AG](#)



Karlsruhe – Wolfgang Dannemann, who is over eighty years old today, does not like to make a fuss about himself. If management and employees of ABAS Software AG talk about him they always do so with utmost respect. He always focuses on what is important and is valued for his talent to explain complicated issues in a compact and comprehensible way. His trademarks are quick, well-founded decisions. This is why he is still involved in the financial controlling of ABAS Software AG.

Mr. Dannemann himself always describes his life very matter-of-factly, "I went through three job developments, actually four if you include my studies. At first, I completed the two study courses Mechanical Engineering and Economics at the Technische Hochschule (technical college) in Karlsruhe. Then I got a job and thirdly, I worked as a management consultant. Finally, I founded a company. This involves a certain consistence."

In the mid-70s, Mr. Dannemann was reorganizing companies on behalf of a bank as a management consultant. In doing so, his requirement for a business software which would be independent of hardware providers was growing constantly. As a logical conclusion, due to his previous jobs, Mr. Dannemann had a financial basis to finance the development of the software that he wanted.

"In the sixties and seventies, software was developed with customers. This means, customers supported the development financially. This was already over by the time we started in 1980. Customers only bought software that was available. Of course, this cannot be compared to ERP software these days, with everything out of the box. Today, a software has to be almost perfect. In 1980, certain things had to be available and in 1960 nothing had to be available at all. This was the

development," remembers Mr. Dannemann.

As a man of action he involved a freelancer who was to create executable rapid prototypes for a modern software which was adapted to PCs. They formed the basis for the current ABAS Business Software at the end of the 1970s. Reinhard Harms was the developer of the very first hour with the "initial order for the software". Mr. Harms reports, "In 1979 I was working at the University of Karlsruhe as a research assistant. My first programming course at a US high school, where I spent a year prior to my university-entrance diploma as an exchange student, really fascinated me. Thanks to this exchange organization, just after my Computer Sciences studies, I became acquainted with a family, whose father was a management consultant. At a barbecue cook out, right at the campfire in his backyard, Wolfgang Dannemann Sr. sat next to me and said the words: 'You are a computer scientist, maybe you could do me a favor.' According to him, the software using which production companies are managed could be much better. If I wanted to look for a PC that could handle a task like this. With a sausage in my hand I had to admit my ignorance of business processes. However, Mr. Dannemann remained unimpressed by this obstacle. 'That doesn't matter, simply go through some magazines and look for a computer you think might be adequate. I will pay your hours. What are you doing next Sunday? My wife will make some tea and then we can talk about it in more detail.' - Who could say no to this?"

The software was developed and went on sale in 1986. The journey brought two companies together. „We, Systems 3, were never really interested in getting into sales. When I started I was only interested in how the product had to be in order to survive on the market. I never really thought about sales. I realized that we would never be able to exist as System 3 in the long run because we didn't sell. Here the synthesis with the former ABAS GmbH resulted - we needed their sales know-how to successfully bring the software on the market. Some employees of System 3 and ABAS already knew each other from their studies so that a cooperation was just natural," says Mr. Dannemann.

Therefore, today's ABAS Software AG actually has two roots: System 3, founded by Wolfgang Dannemann to realize his dream of a software which is independent of hardware providers, and ABAS GmbH, which made this dream come true through its sales know-how. Before meeting System 3, ABAS GmbH was mainly doing contract programming in many fields of business, from research projects at the Karlsruhe Research Center to software development using PCs, NCR, Wang and Kienzle computers. The idea to develop a standard package was also contemplated here early on, realization, however, was never consequently addressed due to the flourishing daily business, as was done at System 3. When ABAS got to know the solution by System 3, its quality and development status really impressed people at abas. In 1984, ABAS started to sell System-3-software. In 1989, the two companies became one. The know-how of both software houses is the basis for the success story of today's abas Business Software.(te/jj)

Company profile

ABAS Software AG is a leading provider of evolutionary and versatile ERP solutions for midsize manufacturers and distributors. More than 2,300 customers have chosen ABAS as their long term ERP provider and work successfully with the internationally applicable abas Business Software. ABAS, established in 1980 and once characterized by students, has now become a global network of companies. ABAS Software AG in Karlsruhe employs more than 115 people, and together with over 50 abas partners ABAS employs approx. 600 employees worldwide. The abas software partners provide a wide range of services including implementation, customization, hardware and network support. ABAS also provides on-site support and ensures short reaction times and high service quality. International partners in Germany, Austria, Switzerland, Hungary, Romania, Bulgaria, Turkey, Czech Republic, Slovak Republic, Poland, Ukraine, Russia, the Netherlands, France, Italy, Spain, Iran, Indonesia, India, Sri Lanka, Malaysia, Singapore, Vietnam, Thailand, China, Hong Kong, Australia, Mexico, and the USA represent the ABAS Software AG throughout the world. The partner network is continuously being expanded.

Product profile - abas Business Software

The brand name abas Business Software includes the products abas ERP for production, abas Distribution for distribution, wholesale, and service companies, and the eBusiness solution abas eB. abas ERP is an ERP application designed specifically for manufacturers in the Assemble-to-Order, Make-to-Order and Engineer-to-Order environment. abas Business Software is priced to fit most budgets while delivering full ERP functionality. It is flexible, adaptable, internationally applicable and a save investment for the future. The clear structure and well thought-out implementation strategy of the system enable a short implementation period as well as trouble-free integration into the company structure. New functions and technologies are constantly added to the standard software with each new upgrade. As a result, abas users are always using the most up-to-date product. abas Business Software is currently offered in 28 languages. ABAS has been a supporter of the open source operating system Linux since 1995. Approximately 80% of over 2,200 abas installations are based in Linux.

abas Business Software - range of services: Sales/sales order processing/shipping, purchasing/purchase order processing, warehouse management, scheduling, logistics, materials management/MRP, production/PPC, financial accounting, fixed asset accounting, cost accounting, controlling, eBusiness, portal, etc.

ONE GLOBE – ONE NETWORK – ONE ABAS

ABAS is uniquely qualified to successfully implement international projects. No other company has the combination of a unified partner network, strategic orientation, globally enabled software, and international implementation methodology that defines the roadmap to success. ABAS Software AG is a leading provider of evolutionary and versatile ERP solutions for midsize manufacturers and distributors. More than 2,300 customers have chosen ABAS as their long term ERP provider and work successfully with the internationally applicable abas Business Software. ABAS, established in 1980, has become a global network of companies. The global ABAS network has more than 600 employees and 50 software partners. abas software partners provide a wide range of services including implementation, customization, hardware and network support. ABAS also provides on-site support and high quality services. International partners in Germany, Austria, Switzerland, Hungary, Romania, Bulgaria, Turkey, Czech Republic, Slovak Republic, Poland, Ukraine, Russia, the Netherlands, France, Italy, Spain, Iran, Indonesia, India, Sri Lanka, Malaysia, Singapore, Vietnam, Thailand, China, Hong Kong, Australia, Mexico, and the USA represent the ABAS Software AG throughout the world. The partner network is continuously being expanded.

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