



Every Angle

Customer Day 2011

Fred Hermans, CEO Every Angle
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Customer Day - Program (1)

10:30

Welcome

Fred Hermans, CEO Every Angle

10:45

Workshops:

- 'Product Roadmap Session'
Hans Veltman, Product Manager, Every Angle
- FiCo, Nanne Sluis, Consultant, Every Angle
APO, Linda Benner, Consultant, Every Angle

12:15

Lunch

13:10

Every Angle at **Bridgestone**

Niek Vaessen, General Manager Business Transformation & Supply Chain Unit, Bridgestone

13:45

Every Angle named **Cool Vendor**

John Hagerty, VP Distinguished Analyst, Gartner

14:20

Every Angle at **ASML**

Ralph de Pagter, Project Engineer, ASML

Peter van de Burgt, Material Planner, ASML

Customer Day – Program (2)

- 14:50** Break
- 15:20** Every Angle at **Coca-Cola**
Brett Frankenberg, Director Supply Chain Planning, Coca-Cola
- 15:50** About **Every Angle**
Fred Hermans, CEO Every Angle
- 16:30** Presentation of the nominees for the
Business Process Improvement Award and Award ceremony
- 17:30** Drinks
- 18:15 - 21:00** Dinner

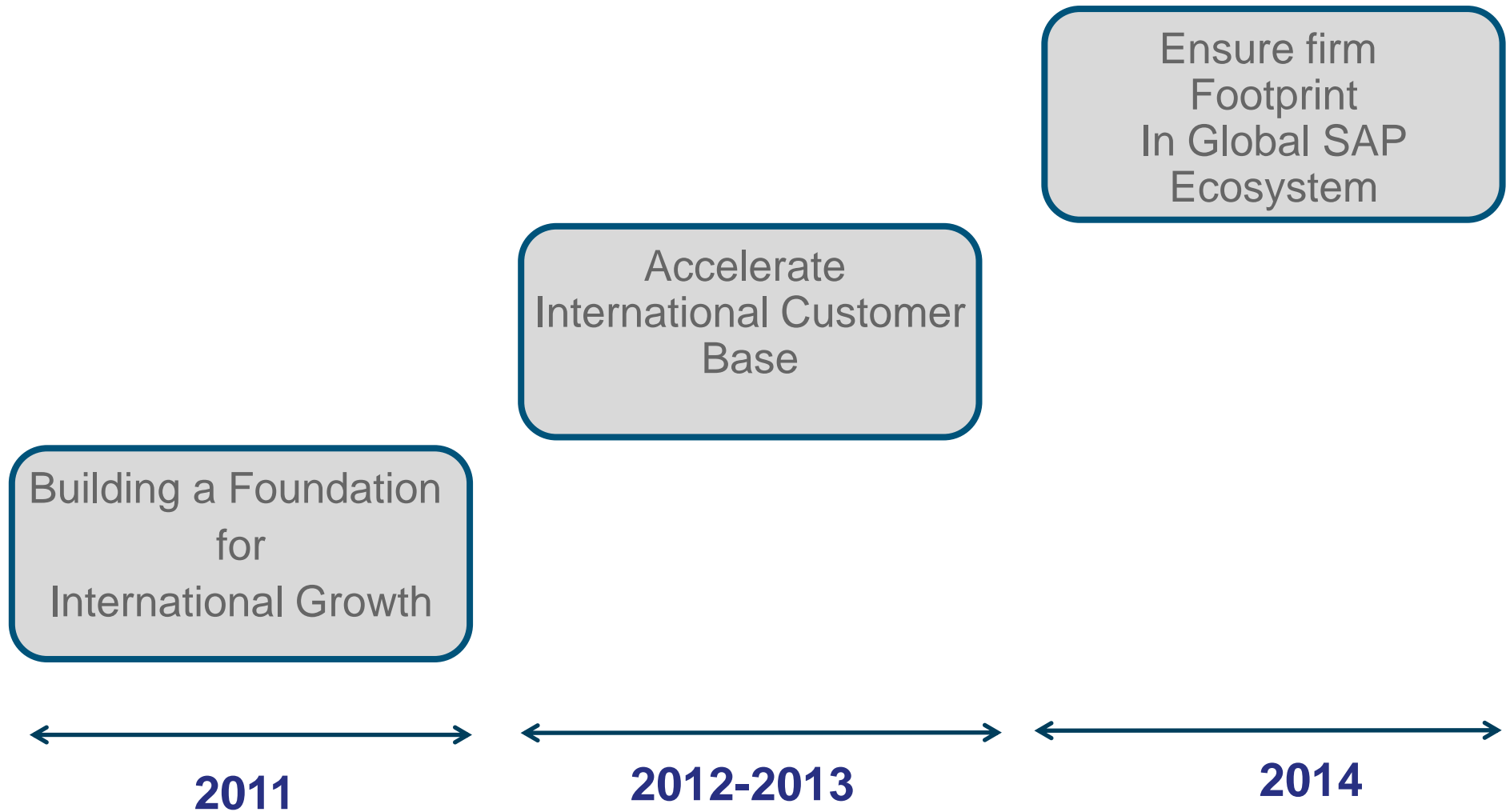


Every Angle

About Every Angle

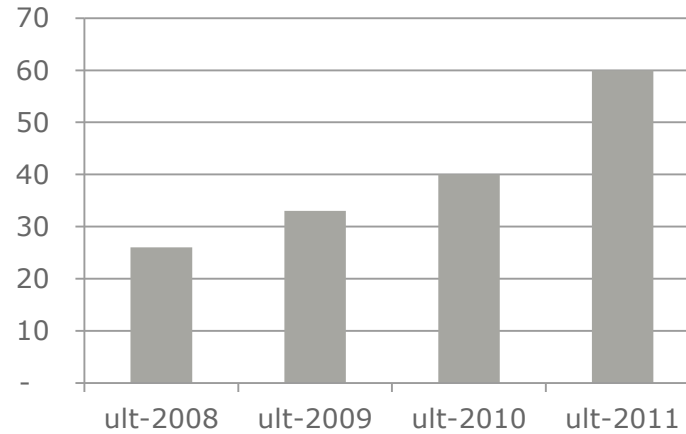
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Internationalising Every Angle – a 3 phase strategy



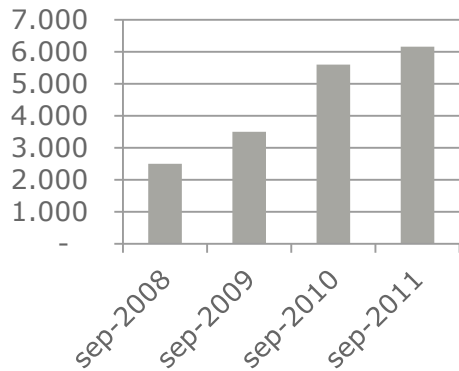
Every Angle Grows in revenue, customers and users

Nr of customers

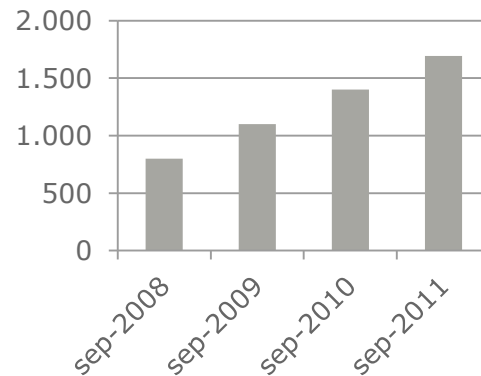


Nr of Users

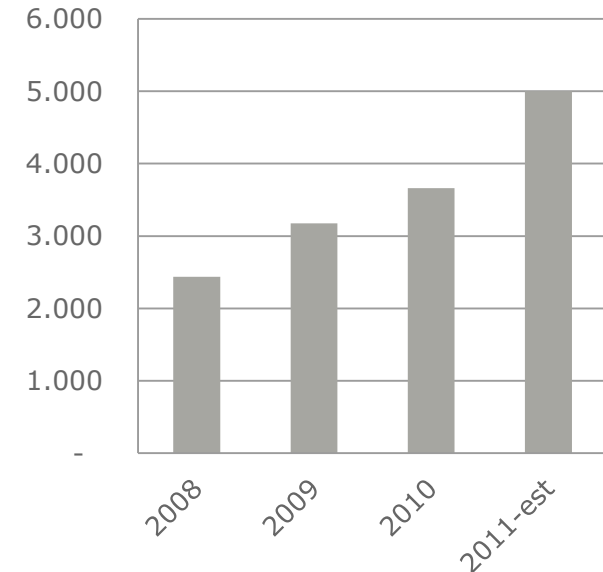
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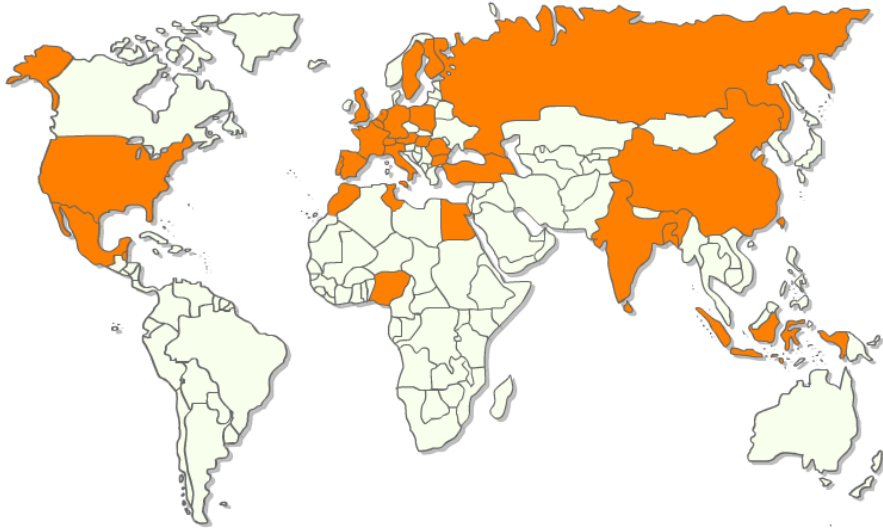


Revenue (in mln €)



Every Angle is already international

Geographical User Coverage



Geographical Sales Coverage

Sales office

- Netherlands
- Belgium
- Germany

Agents

- North-America
- Asia Pacific
- Scandinavia

Currently under discussion

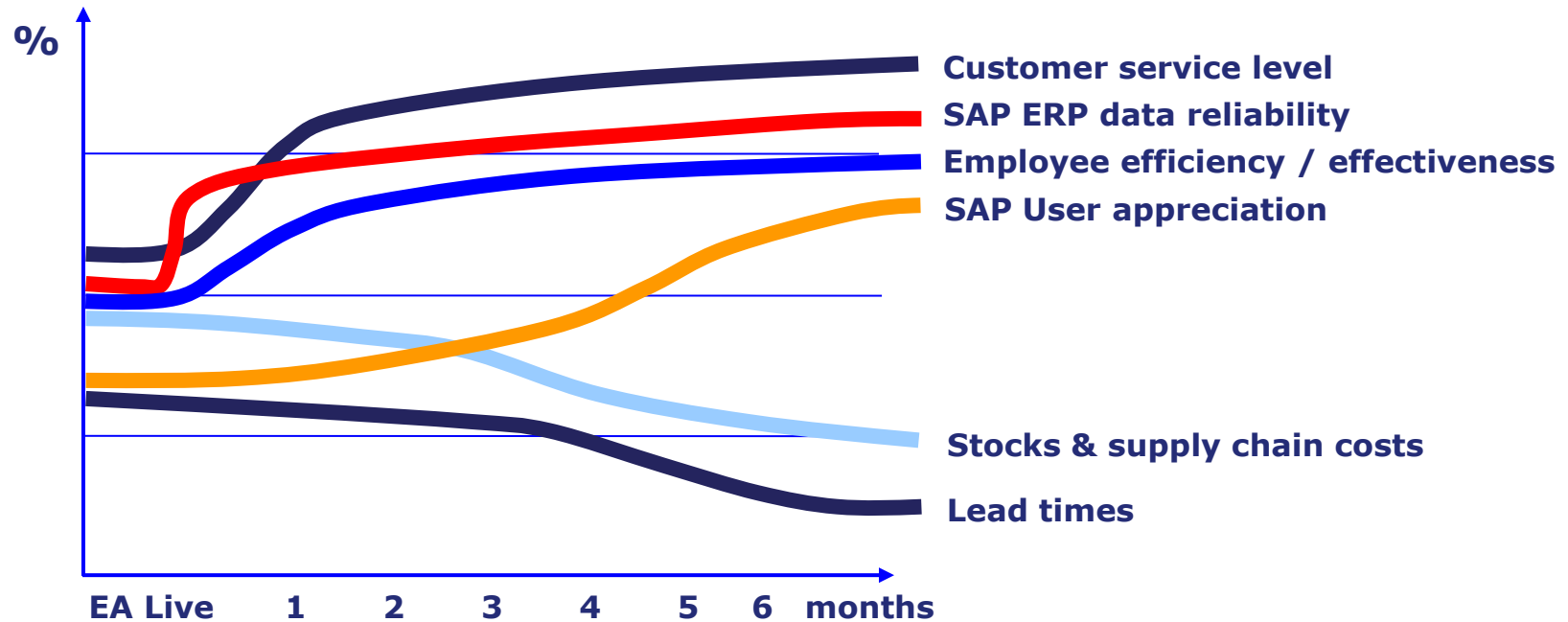
- South-America
- United Kingdom
- Spain
- France

Every Angle Customer Satisfaction Survey – 2011

The Results

The Every Angle benefits – what do customers say?

- Every Angle benefits



- Low Installation Effort
- Excellent support – high availability/quick response

Customer Satisfaction Survey - approach

- Over 50 organizations were contacted
 - 41 anonymous Responses
- Including open questions, there were a total of 60 questions defined to 3 types of people:
 - Business Sponsor
 - Business Power User
 - IT Power User
- Online "Survey Monkey" tool and respondents were told not to respond on topics which were not relevant to their role



Key Findings from the survey

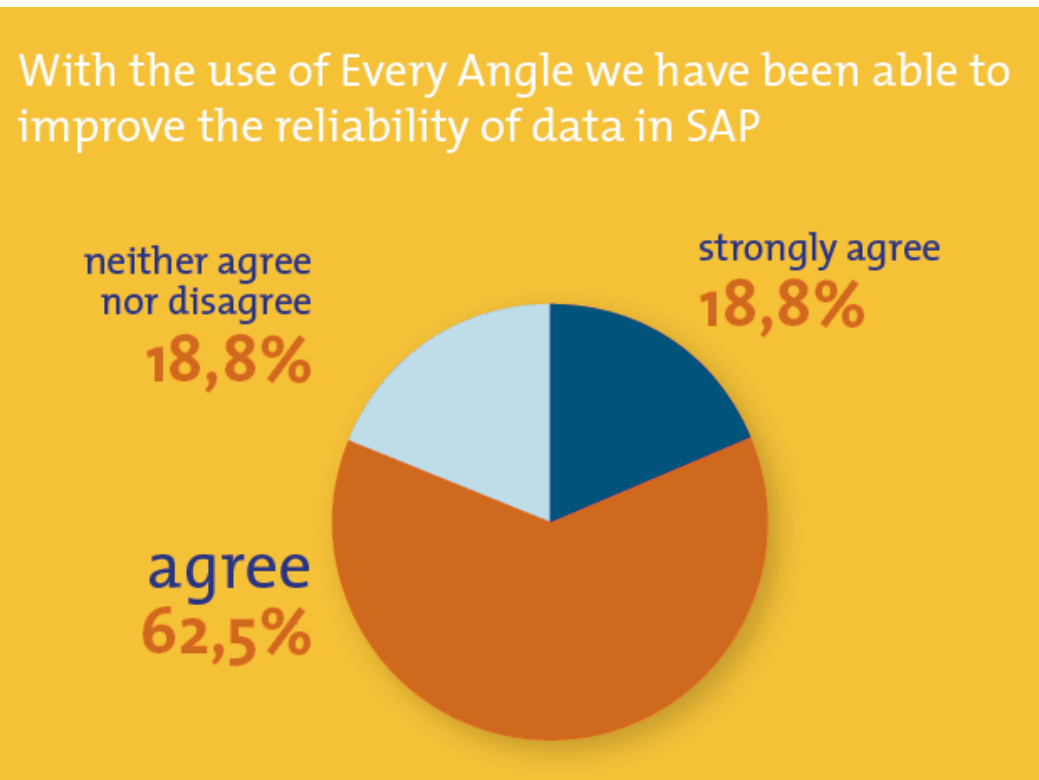
- **Cost Reduction:**
 - 100% believe Organizational Costs were reduced
 - 50% believe stock levels reduced by 5-10%
 - ABAP development costs have been reduced according to 46,6%
- **Quick Implementation Time:**
 - Average time, installation to fully operational = 5.4 Days
- **High Up-time:**
 - The uptime of the Every Angle system is 98,75%
- **Low Maintenance:**
 - It takes IT managers 2,5 hours per week to keep Every Angle running

Every Angle reduces the cost of the organization

**100%
Agree**

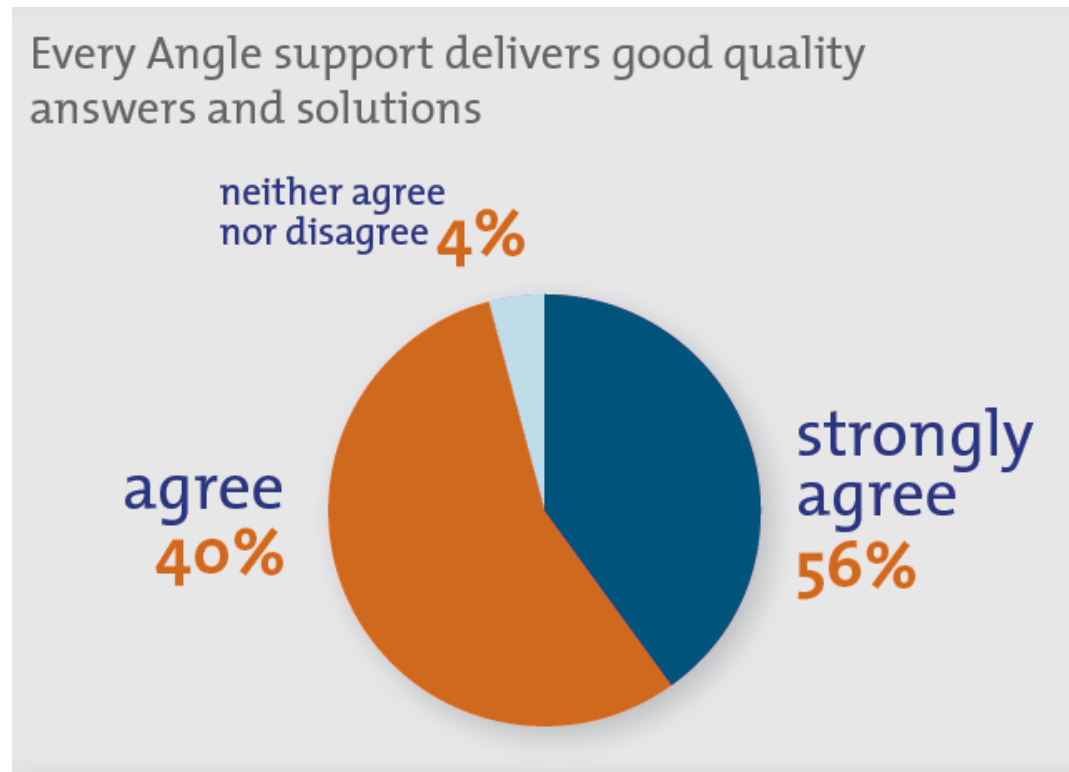
Every Angle delivers added value to SAP

- Improves the data reliability in SAP at 80,3 percent of our customers
- Reducing data pollution in SAP at 80 percent of our customers
- Reduced the load on SAP at 73,4 percent of our customers.

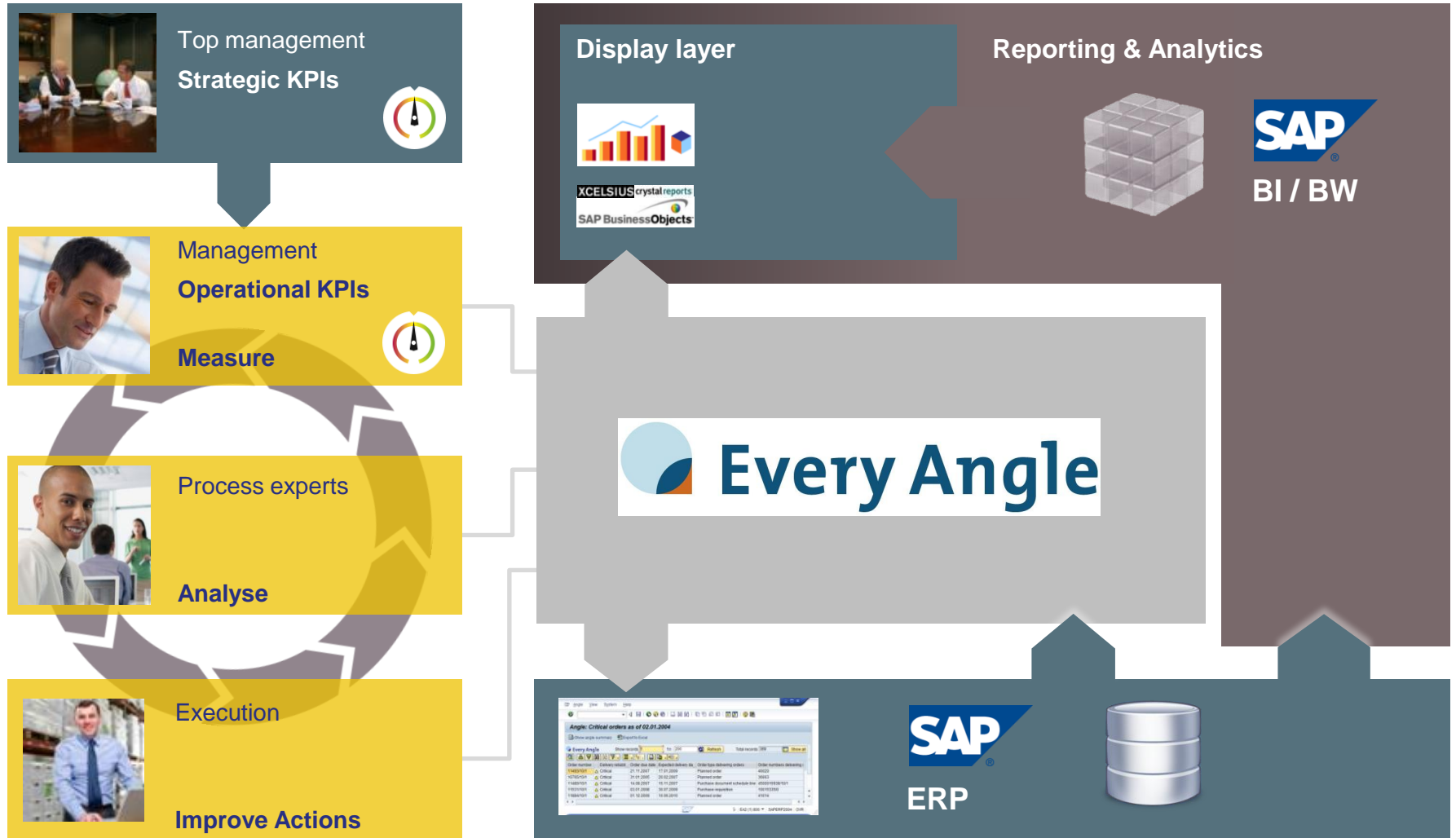


Every Angle Support

- Every Angle is quick to respond, according to 92% of customers
- However many customers report rarely needing support – 81,8%
- Additionally, 96 percent of customers believe Every Angle delivers quality support



Every Angle as Operational Performance Man. - tool



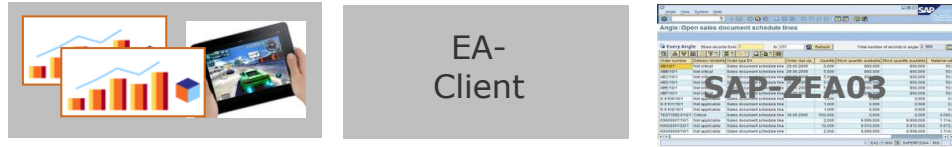
Every Angle product strategy

User Groups



Clients

Improved ease of use
Automated clients
Web clients



Server

M4: new architecture
Extended functionality
More speed

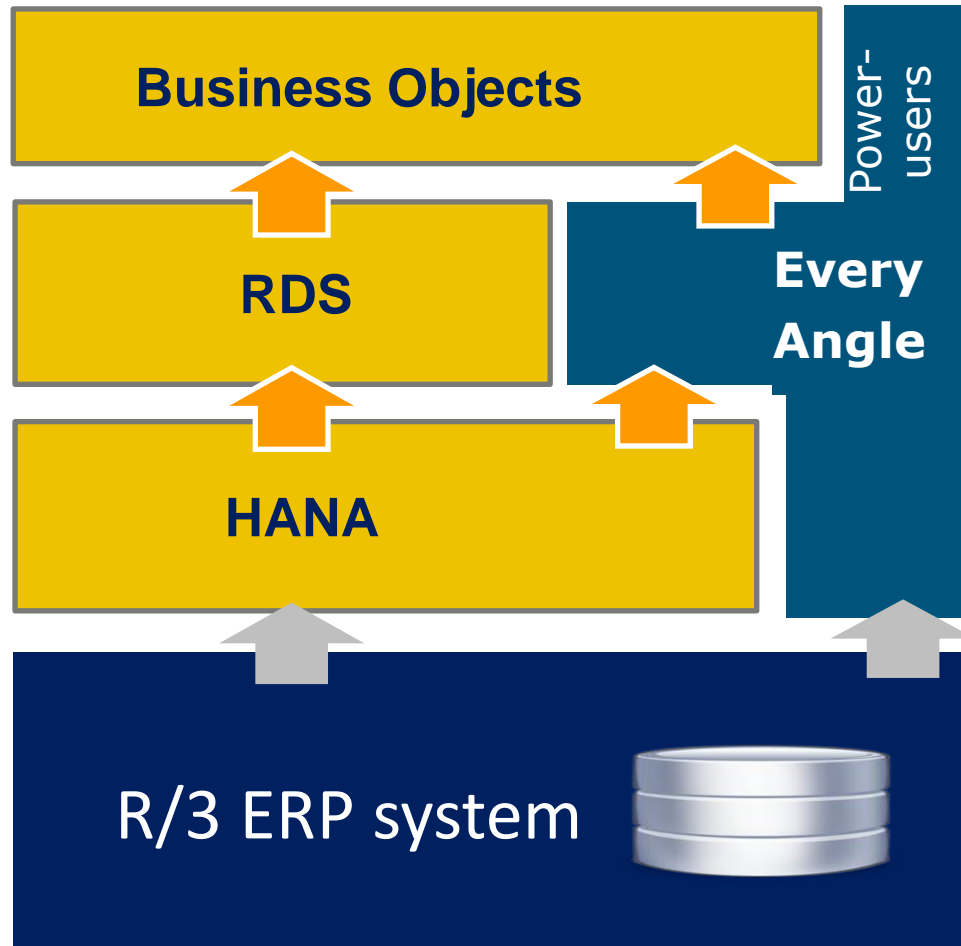


Data sources

ERP+ HANA
Other sources



Every Angle in the SAP landscape with HANA and BO



Every Angle features

- ✓ Build-in business logic
- ✓ Hundredths of build-in building blocks
- ✓ Business users can create their own overviews. Easy & fast.
- ✓ Build in advanced analytics of stocks, supply chains and Financials.
- ✓ Every Angle is an application, ready to use, not a toolkit.

HANA: SAP® High-Performance Analytic Appliance

When the HANA partner program opens, we want to be in '*pole position*'.

The development path:

- Now: connecting to HANA via ODBC (fast download!)
- Next: Native connection to HANA database
- Then: Run in HANA environment
- Finally: have a Real-time EveryAngle system on HANA

Every Angle – key priorities for 2012

- Customers – Continue to improve upon implementation & support
Ensure existing customers realise even more benefits
- Product
 - HANA, EA-application areas, multi-mode publication, New architecture
 - + useability improvements
- Marketing
 - Heavy investment in international marketing
- Sales
 - Getting worldwide coverage with Agents