



**IFS—**

**FOR AGILE BUSINESS**

## OUR HISTORY

- IFS was founded in 1983 by five engineers from Linköping University, Sweden. They dreamt of starting a company that was different—somewhere people really wanted to work and that was a distinctive business partner for customers.
- When the company landed its first client, the young entrepreneurs literally pitched a tent and camped outside the customer's HQ, working double shifts until the job was done.
- Getting closer to customers is still at the heart of how IFS does business today.



## IFS—OUR VALUES

- At IFS our long-held values are:
  - Simplicity
  - Commitment
  - Professionalism
- These values form the basis of how we work—and guide the way we interact with customers, partners, the market and our colleagues.
- At IFS we really care about our customers and their needs—which is proved by the consistently high customer satisfaction ratings we receive.

## **IFS—FOR AGILE BUSINESS**

- We focus on one product line.
- Our success is due to our deep industry knowledge and partnerships.
- We get closer to our customers and are more agile to build what they really need into our business software.
- We are committed to product excellence through continued technology leadership, and quality software and delivery.
- As we are not a ‘pure-play’ technology vendor, we can integrate evolutionary innovations into our leading-edge technology.
- We bring good design to business software—to make systems which help improve productivity and are a pleasure to use.
- Our size means that every customer is important to us.

## FOCUS ON THE MANAGEMENT OF 4 CORE PROCESSES

- Service & Asset
- Manufacturing
- Projects
- Supply Chain



**Our customers include:** Absolut Spirits, Aker Yards, BMW, Dalkia, DuPont, Finnair, Heerema Fabrication Group, Horizon Utilities, Huf, John Deere, Lockheed Martin, Mercedes Benz, National Hydroelectric Power Corporation, Neste Oil, PepsiCo, Philips, Saab Microwave Systems, Seawell, Three Gorges, Volvo, Yoigo.

# NUMBERS

## 2009 full year results:

- License revenue amounted to SKr 426 million (US\$ 59 million).
- Net revenue rose to SKr 2,605 million (US\$ 361 million).
- EBIT improved to SKr 198 million (US\$ 28 million).
- Product revenue totaled SKr 1,215 (US\$ 169 million).
- 2009 saw a fourth consecutive year of profitable growth for IFS.
- Cash flow rose from SKr 98 million to SKr 186 million (US\$ 14 million to US\$ 26 million).

Based on IFS 2009 full-year figures

## STATISTICS

- IFS is an organization with a truly global reach—we have 79 IFS offices and work with over 40 distributors around the world.
- IFS Applications is available in more than 50 countries and in more than 20 languages.
- We have over 2,000 customers globally and more than 800,000 end users of IFS Applications.
- IFS has around 2,700 employees worldwide.
- With a major development center in Sri Lanka since 1997, IFS was among the first to realize the advantages of globalizing its operations.

Based on IFS 2009 full-year figures



[www.IFSWORLD.com](http://www.IFSWORLD.com)



# IFS APPLICATIONS™ — SOLUTIONS FOR AGILE BUSINESS



## **IFS APPLICATIONS— DELIVERING ENTERPRISE AGILITY**

- IFS Applications is designed for your organization—a complete suite of business components that includes industry-specific functionality in a standard solution.
- IFS Applications is component-based and developed using open standards, which means that it is easier and cheaper for you to implement, run and upgrade your system.
- IFS Applications can be implemented step by step so that you can install only the components you need to get a faster return on your investments.
- IFS Applications—seven generations of component-based architecture and two generations of SOA—the most stable platform on the market.

The screenshot displays the IFS Applications software interface for a 'Customer Order'. The interface is organized into several key sections:

- Left-hand Navigation Pane:** Contains icons for various business functions such as 'My Applications', 'My Tools', 'My Reports', and 'My Settings'.
- Main Data Entry Area:** Features a form with the following fields:
  - Order No.:** 1000
  - Customer:** 1000
  - Customer Name:** 1000 (Customer: 1000)
  - Order Type:** Customer Order
  - Order Status:** 010
  - Customer Code:** 1000
  - Customer Name:** 1000 (Customer: 1000)
  - Delivery Address:** Delivery address
  - Delivery Address:** Delivery address
- Summary Table:** A table at the bottom of the form with the following data:
 

Total Net Amount/Date	Total Net Amount	Additional Dis. Amount	Total Net Amount	Total Gross Amount
20000.0000	20000.0000	0.0000	20000.0000	20000.0000
Order Net Weight	Order Volume	Contributor Margin	Gross Margin Rate	Total Gross Net Charges
		0.0000 0%	0.0000	20000.0000
- Callout Box:** A yellow box contains a note: "Order called about this yesterday. They are asking if we have a bit bridge similar of traditional design, similar to this one" accompanied by an image of a wooden bridge and the text "They found it online at [www.johnsonbridges.com](#)".

IFS Applications—familiar, intuitive, user-friendly.

## PROJECT-BASED SOLUTIONS— MANAGE THE FUTURE NOT THE PAST

- To meet the challenges of an increasingly turbulent, global business environment, IFS Applications delivers enhanced project-based capabilities to manage in real time:
  - Risk
  - Cost
  - Cash
  - Time
  - Resources
- This provides full visibility and control throughout the whole organization and enables new ways of working—inspired by traditional project-driven organizations and industry sectors.



## **IFS—GLOBAL ALLIANCES**

### **BAE SYSTEMS:**

IFS Defence is a joint venture with BAE SYSTEMS that delivers solutions to the defense industry and armed forces organizations worldwide.

### **CENTRIC:**

IFS Retail is a joint venture with Centric to provide the most comprehensive solution for the European retail industry available today.

### **LOGICA:**

IFS and Logica collaborate closely within the several industries.

### **Microsoft:**

IFS is one of Microsoft's top-100 ISV partners. IFS and Microsoft collaborate closely in several areas, including .Net technology, development tools, and use of Microsoft Bing maps within IFS Virtual Map solution to enable service companies to plan driving routes efficiently.

### **NEC:**

IFS and NEC collaborate in several areas, including the high-tech and automotive industries.

### **ORACLE:**

IFS and Oracle have collaborated on database technology for more than 20 years. IFS is one of Oracle's biggest development partners.