

ISGUS

No. 35

News

**NEW T&A SOLUTION FOR
DE'LONGHI IN VIENNA**

**ISGUS-BAVARIA
25TH ANNIVERSARY**

**ROLLING STONES
LIVE IN CONCERT**

**PLANT DATA COLLECTION
ANALYSIS AND OPTIMISATION**

A woman with dark hair tied back, wearing a bright yellow cardigan over a white lace top and a blue and white striped skirt, is smiling in a kitchen. She is standing behind a wooden countertop where she is preparing food. There are several small glass cups filled with a dark, rich sauce or dip, and a wooden cutting board with some ingredients. In the background, there are kitchen shelves with various items like a white bowl, a blue cup, and a potted plant. A stick blender is visible on the counter to her right.

**De'Longhi:
Flexible Solution for
higher Commitment**

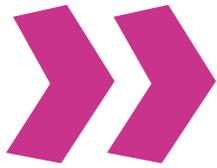
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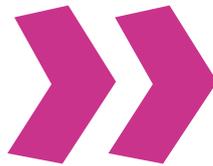


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PREFACE



Sylvia Martin-Knoch, ISGUS Export Manager

Dear Reader,

The final quarter leading us towards year-end has started with a spurt of activity. We are eagerly looking ahead to delivering a variety of presentations to our many new prospects and successful implementation of current projects, including increasing and strengthening our relationship with existing customers. Continuity, reliability and local presence are our strengths.

This summer, ISGUS-bavaria, the ISGUS sales and service centre located in the greater Munich area, celebrated their 25th anniversary. Their enthusiasm for customer care, a strong team and their continual innovation are the primary characteristics of the ISGUS subsidiary in Bavaria. With their over 30-headed team they are the „ISGUS competence centre“ for ZEUS® solutions with integrated digital locking devices.

From prospects and customers alike, I am proud and find it very reassuring to say we always receive very positive feedback to our innovative and extremely user friendly ZEUS® eXperience software solution. Currently, there is a strong trend for hosting Time & Attendance in the ISGUS Cloud, and more and more of our customers are choosing this option. Of course this opportunity is also available to our existing customers who wish to „outsource“ their data centre.

ISGUS is offering cutting-edge, webbased solutions which are worthwhile to look at. If you are thinking about converting your Time & Attendance system, our proven migration concepts and interfaces for the transfer of data will offer additional benefits.

Read about the benefits at De'Longhi in Vienna, the popular brand for coffee machines and kitchen appliances, since their change to ZEUS® X for Time & Attendance and Employee-self-service.

As always, we hope you will enjoy this issue and find it interesting reading!

Yours sincerely





25 YEARS ISGUS-BAVARIA



OUR TEAM IN MUNICH HAVE CELEBRATED A SPECIAL ANNIVERSARY

On April 29, 1993, ISGUS-bavaria was founded in Ottobrunn, southeast of Munich. This year, their proud team celebrated its 25th anniversary with long-term business partners & associates and now look forward to a bright future with the latest software generation ZEUS® eXperience.

More than 60 guests attended the jubilee celebration - at various info points they received the most current information about ZEUS® Time & Attendance. A golf taster course completed the supporting program. Guests were introduced to the world of golf by a Golf Pro. Subsequently, the guests were able to demonstrate their newly acquired skills in a competition.

Review

The early and rapid growth of the ISGUS distribution centre in Southern Bavaria was based on a very good sales strategy and the subsequent development of a framework agreement with the Free State of Bavaria. This relationship provided them with the opportunity to install the ISGUS solution to numerous federal state offices and authorities.

Our satisfied customers very much appreciate the personal support given to them over the years. Well-known companies from various industry types have been loyal to the ISGUS brand for many years.

Here are just a few names:

- » Bergader Privatkäserei GmbH
- » Danone GmbH

- » Linde AG (Gases Division Germany)
- » Christlich-Soziale Union in Bayern e. V.
- » Municipal administration Augsburg
- » Fraunhofer - Gesellschaft zur Förderung der angewandten Forschung e.V.
- » Max-Planck-Gesellschaft zur Förderung der Wissenschaften e.V.

An important milestone was the new building in Warngau. Moving to the present premises laid the foundation for further expansions in 1999. Also, ISGUS-bavaria developed its own solutions within the ISGUS Company Group. ZEUS® visitor is a visitor data management system. The visitor authorisation can be easily and quickly operated by the gatekeeper, security or the reception staff within the system. The pre-defined access authorisations limit public traffic from unauthorised areas/rooms and offices or can specify allocated paths to be followed by visitors.

In addition, with ISGUS-security Ltd. they implemented a specialist skilled centre for electronic locks. The innovative products have meanwhile been fully integrated into the ISGUS Group.

Continuity is also shown in the cooperation with the AKDB. As a municipal provider of IT products and services, the AKDB is the representative of local communities. The partnership in the field of Time Management and their Human Resources system (OK.PWS) with the AKDB has existed for some years now.

Initially, there were mutual recommendations, until an agreement was concluded in 2012. This includes the distribution of the ZEUS® product range for the public sector in Bavaria.

Competent consultancy, a strong team and a constant spirit of innovation characterises the 30-headed team around subsidiary manager Bernhard Schwaighofer. The entire company group warmly congratulates them on their 25th anniversary and looks forward to the next 25 years of this success story.



Informative discussions with their long-term customers regarding the latest generation software solution ZEUS® eXperience.



There was of course, many congratulations and anniversary gifts to mark the special occasion.

GENEROUS DONATION IN BERLIN



ISGUS subsidiary in Berlin supports the Federal Agency for Technical Aid (THW) Berlin-Reinickendorf with a donation of 2.500 €.

From left: ISGUS Sales Representative Christian Danziger, THW Association Chairman Markus Schneid and ISGUS Branch Manager in Berlin Stephan Lehmann proudly present themselves.



DE'LONGHI COUNTS ON FLEXIBILITY WITH ZEUS®



FLEXIBLE IN DAILY WORKING LIFE, PREDETERMINED IN LABOUR LAW

How does working only three days a week sound to you? Or are you interested in a yoga class? There is absolutely no doubt, that De'Longhi are very concerned about their employees work/life balance. Commitment and individuality contribute to their corporate culture extensively. This is the reason why flexibility was the most important requirement of the new system for Time Recording at the Austrian sales subsidiary. Therefore it is not surprising that they use ZEUS® from ISGUS.

De'Longhi enjoys an outstanding reputation especially amongst those whom appreciate good coffee. Founded in 1902, the company has developed from a small craft business to one of the largest suppliers of high-quality coffee and espresso machines. Since the company took over the British brand Kenwood and the German brand Braun, you will find kitchen, household, heating and air conditioning appliances from the Italian manufacturer in an increasing number of households.

Located in Wiener Neudorf, De'Longhi-Kenwood GmbH is responsible for customers throughout Austria. In addition to sales the subsidiary also provides accounting, marketing, after-sales and back-office functions. "We are currently establishing a human resource department", announces Tanja Bröckl from the accounts department. She is responsible for ZEUS® together with Gisela Wolf and head of department Sabine Hromek.

Flexible and predetermined solution

Two years ago, the headquarter in Treviso, Italy, decided to improve Time Recording from spreadsheet-only to a professional level, leaving the choice of system to each country's subsidiary. Just a few weeks after the start Tanja Bröckl confirms that their decision to choose ZEUS® was the right one: „Creating day and shift patterns and assigning them to individual employees was quick as easy.“ The system provides flexible and core working times, as well as full and part-time models but also special requests such as a three-, four- or even a six-day week. The latter for a colleague who frequently attends trade fairs.

At the same time, ZEUS® also ensures meticulously, that the permitted weekly working hours are not exceeded. The otherwise flexible system can also be predetermined if desired. For example when it comes to country-specific

specifications. „In Austria the working hours are strictly checked to ensure compliance with the legal regulations. This is the reason why every singly employee has to book, even managers. Complaints are subject to severe penalties“, reports Franz Hornbacher, Managing Director of ISGUS GmbH Vienna. „No one is allowed to work longer than ten hours a day. Otherwise the Managing Director is personally liable. “

Special national regulations

A standard system includes special national regulations which can be activated by a simple click. In Austria, for example, ZEUS® automatically adopts the „block-time regulation“, according to which employees can work tax-free for a maximum of three hours after 7 pm. The system also checks if the holiday request does not include too many days. This is a huge benefit for the employer because once a holiday request has been approved, it can no longer be denied in the Alpine republic, even if it was not granted to the employee.

At De’Longhi most employees use a chip to make their In/Out bookings at the terminal near the entrance. However, the managing directors and sales representatives are often away on business and therefore easily make a booking via the ZEUS® X app on their smartphone. Currently there are 15 mobile accesses.

In addition to Time & Attendance, the company also uses the Employee-self-service module. Thus, various reporting lists - such as vacation requests and approvals, absenteeism and overtime - can be easily edited from the PC or mobile with the smartphone app. To date, sickness notifications have been made via phone or e-mail. „Soon, however, there will be a new feature that enables employees to simply scan their sick reports, which will make the Employee-self-service even more efficient“, announces Franz Hornbacher.





Insurance during private training

Very employee-friendly: Even private training like yoga classes or language courses are organised by De'Longhi for more employee involvement. These activities take place in the same building and can be booked as unpaid absences in the Employee-self-service module.

The advantage of doing this: the employee is further insured by the company. „It is the same with the quarterly cooking sessions where we use De'Longhi kitchen appliances in our showroom“, says Tanja Bröckl.

Employees were very happy to use electronic Time Recording from the very beginning as the majority of them had already used Time & Attendance systems at other companies. In particular, they value their ability to access their monthly journals.

Talking about cooperation with ISGUS, Tanja Bröckl has only words of praise: „If you have a question you can be sure to receive a service call within the same day. Especially during installation, the engineers had a great deal of patience and explained everything comprehensively and in detail. They provided great assistance.“





ROLLING STONES LIVE IN CONCERT



ISGUS LOTTERY - TICKETS FOR LIVE CONCERT IN STUTTGART

“Learn more about trends, let yourself be inspired and above all, do one thing: the right deals.“ This year’s motto during CeBIT 2018. Dennis Fischer from Omega Technology Plastic GmbH & Co. KG was a lucky visitor of our ISGUS booth and enjoyed an unforgettable concert.

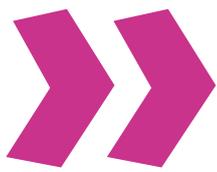
The new format of this year’s CeBIT was kind of a business festival. A mix of expo, conference and networking. Concerts and events competed with the genuinely ingenious benefits and added value that digitisation offers.

New prospects were acquired and existing contacts strengthened. Moreover, our ISGUS lottery gained a lot of attention - all visitors of the ISGUS booth had the opportunity to participate.

Two exclusive tickets for the Rolling Stones concert were redeemed in Stuttgart at the end of June. The Mercedes-Benz Arena was completely sold-out, presenting the cult band around frontman Mick Jagger. More than 40.000 fans were thrilled, and so was our lucky winner.

The picture shows ISGUS sales representative Sven Schameitat (left) from our subsidiary in Osnabrück and Dennis Fischer (right) from Omega Technology Plastic GmbH & Co. KG during the handover of the tickets for the „No Filter“ tour.





ZEUS[®] X PLANT DATA COLLECTION

Automated Plant Data Collection is an essential requirement within today's fast paced manufacturing companies. Scheduling, costing, process controls and up to the minute data analysis is now considered a necessity for maximum efficiency and cost control.

Information such as status reports, processing times etc. can only be reliable when data from production is available rapidly, complete and deficient of errors. Errors are automatically eliminated by comprehensive plausibility checks.

The correct sequence of individual order items, order status or qualification, for example, have already been verified at the point of data collection, consequently preventing any errors before they occur.

ZEUS[®] X PDC Information

This central part of the ISGUS solution is used to determine MES key figures in accordance with VDMA 66412 (German Engineering Federation).

| Order | Name | PLZ | PCZ | Quality | Area | Standard |
|-------|-------------------|----------|----------|---------|------|----------|
| M01 | Produktion Line 1 | 3.218.00 | 3.218.00 | 88.91% | | 88.72% |
| M02 | Produktion Line 2 | 3.282.00 | 3.282.00 | 88.77% | | 88.62% |
| M03 | Produktion Line 3 | 3.271.00 | 3.271.00 | 89.84% | | 89.60% |

Within the PDC information screen, data and results are summarised and displayed in the target / actual-comparison. ZEUS[®] X PDC offers extensive filter options and a „drill-down“-function for all PDC criteria, in order to provide the user with an explanatory result. Analysis with just one simple click.

For this reason, PDC provides different focuses, evaluating and displaying different views, e.g. in relevance to the order, personnel, machines and cost centres.

There are business indicators such as the OEE (Overall Equipment Effectiveness) and the NEE (Net Equipment Effectiveness) index for production efficiency. This allows for a large number of comparisons and conclusions and is an important basis for decision-making in production control.



- » Freely definable display of target / actual values as well as key figures for each order level
- » Display of processing-, fault-, transport- and idle times
- » Overview of the produced yield, scrap and rework quantity
- » „Drill-down“-function for flexible data analysis
- » Key figures according to VDMA 66412-1
- » Excel export of the current key figures with just one simple click



ZEUS® X PDC Order Data

In the PDC Order Data screen all data is clearly organised and available according to different filter criteria. The following job statuses are displayed: created, scheduled, released, in progress, partly-finished, finished, break-down and locked.



- » Recording or import of all relevant order data
- » Management of default / target values
- » Display of the current status of orders and operations
- » Current display of target / actual comparisons for times, quantities, costs
- » Definition of GPS coordinates for projects and cost centres for automated bookings

ERP Communication

ZEUS® X PDC and ZEUS® X Cost & Activity Monitoring communicate with ERP solutions from all manufacturers via file, database, XML and web services. The bidirectional exchange of orders loaded in ERP systems and the feedback with evaluated actual times, quantities and status from the ISGUS solution are time-controlled and completely automatic.

Adapting the ERP communication to different ERP systems is totally flexible and requires no individual programming in addition to the customising.

Another benefit of the ISGUS solution is that within a ZEUS® X PDC license, communication with several different ERP systems is achievable. Wherever an introduction or replacement of different ERP solutions are pending or where different ERP systems are used in different production areas, ZEUS® X PDC adapts seamlessly to the respective situation.

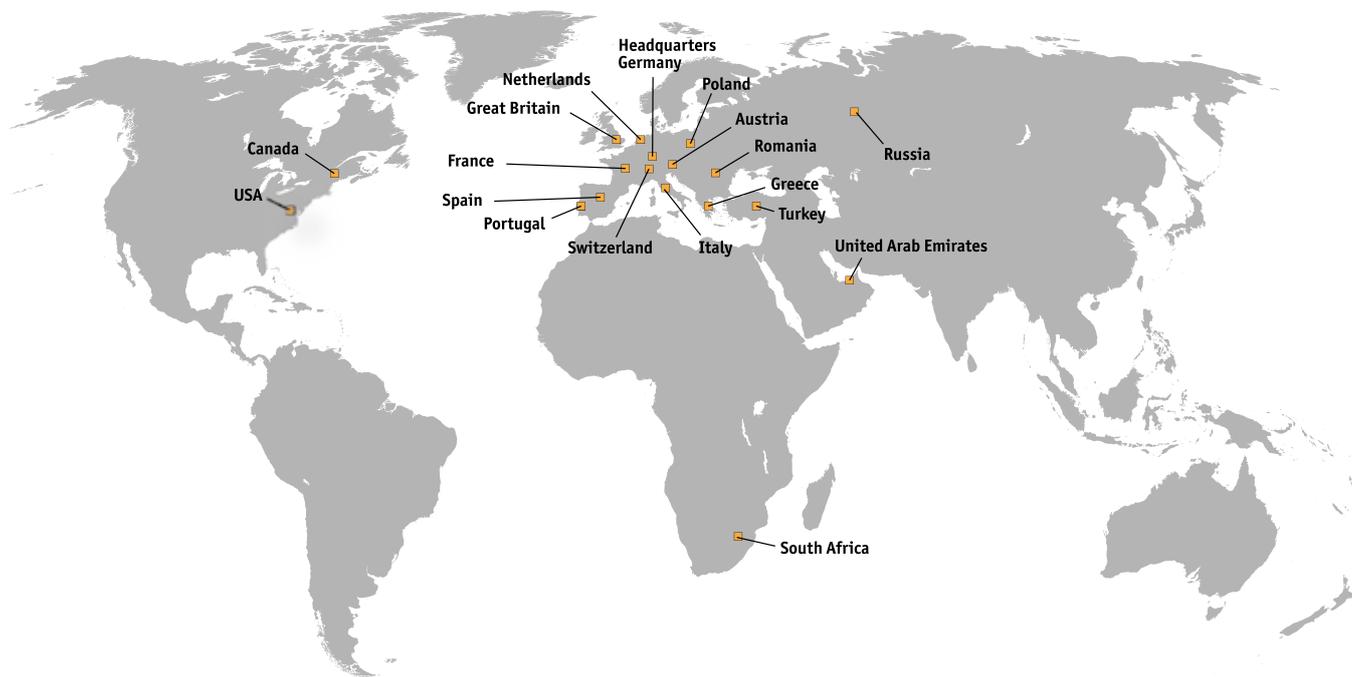
Use the ISGUS multifunctional terminal IT 8260 for your Plant Data Collection. With its 15" touch-screen, the IT 8260 is predestined for: Plant Data Collection, Time & Attendance, Information and Employee-self-service.



ISGUS - AS INTERNATIONAL AS ITS CUSTOMERS AND ITS SOLUTIONS

ISGUS with its close net of distribution partners, its entirely customer orientated and excellent service and training concepts, is your strong and reliable partner now and in the future.

Benefit from our longstanding experience resulting from over 14,000 installations worldwide.



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