



SOFTWARE SOLUTIONS

Introducing ERP and application software
securely and affordably

Efficient Technology Management



MORE SECURITY, FEWER COST, AND MAXIMUM REDUCTION OF STRAIN

What every software implementation officer
has always wanted

ERP or CRM solutions, CAD systems and virtualization software – the introduction of complex application software is setting huge challenges for companies. Selection, costs, implementation, security are just a few key words. Here at CHG-MERIDIAN we provide answers – with highly efficient, comprehensive user concepts for license management and financing, proven in use, international and all from one source: For increasing project security and the maximum reduction of strain on our customers.

A man with grey hair and a woman with brown hair are looking at a tablet together in an office setting. The man is holding the tablet and they both appear to be smiling and engaged in a discussion. The background is a bright, modern office with large windows.

MORE THAN
8,000 CUSTOMER
PROJECTS

**A STRONG
PARTNER**

MORE THAN 30 YEARS
OF EXPERIENCE

ADDING VALUE AND PEERLESS FLEXIBILITY

Or everything you should remember about CHG-MERIDIAN software solutions

1

INDIVIDUAL UTILIZATION PLANS FROM AN INTERNATIONAL FINANCIAL ADVISOR AND TECHNOLOGY MANAGER

As an internationally recognized financial advisor and technology manager, we directly launch your new software efficiently – with the combined experience of more than 8,000 customer projects.

2

VALUE-ADDED COMBINATION OF MARKET, FINANCIAL AND TECHNOLOGICAL EXPERTISE

You benefit from an unusual mixture of know-how, expertise, and international project experience – starting with software and service provider evaluation, the taking into account of taxation and accounting issues, right up to the provision of hardware.

3

UNIQUE FLEXIBILITY IN THE FINANCING OF SOFTWARE IN COMPANIES

The leasing of software has many advantages. CHG-MERIDIAN also offers additional opportunities. The meeting of all costs required for activation, more security in the project process and additional financial leeway are just a few of them.

4

MAXIMUM REDUCTION OF STRAIN FOR THE ENTIRE SOFTWARE LIFECYCLE

From strategic consulting, bidding support and soliciting of offers to cost allocation, financial controlling and the marketing or updating/upgrading of obsolete licenses – we add value and increase customer benefits across every phase of the software lifecycle.





THE USE OF OUR SOFTWARE SOLUTIONS HAS MANY FACETS:

Licensing, taxation, efficiency, commercial and financial

EFFICIENT UTILIZATION PLANS

CHG-MERIDIAN offers individual and efficient utilization plans for the commercial and technical management of software and technology investments. As a financial advisor and technology manager we ensure maximum relief and an increase in project security over every phase of the software lifecycle – straight-forwardly, flexibly and completely independently of banks, system vendors, and manufacturers.

It's not just customers with investment projects in the IT and telecommunications, industry, and healthcare sectors that benefit from our single point of contact support. Over 800 employees work for more than 8,000 customers at CHG-MERIDIAN – major corporations, SMEs and public authorities. The technology investments supported by us are worth more than €3.5 billion. The company headquarters are in Weingarten, Germany. We are now represented in 19 countries and at 33 locations worldwide.

THE DECISIVE EXPERTISE MORE THAN OTHERS

The secret of our success lies in the intelligent bundling of market, technology, and financial expertise – enriched by comprehensive project and practical know-how. Our customers benefit from a variety of advantages thanks to our comprehensive strategic consulting and operative support: Licensing, taxation, efficiency, commercial, and financial.

This begins early with us. Our objective assessment of implementation partners from comparable projects improves your project quality; just as our detailed market knowledge improves your negotiating position. You receive valuable price transparency when it comes to licenses, consultation fees, project discounts, and maintenance-related tax exemptions.

We are also the first port of call when it comes to hardware. We are happy to provide you with your hardware and software at one fell swoop – simply, straight-forwardly and with optimum conditions. Or we can organize the temporary supply of devices for your development and training environments – including software installation, rollout/rollback and, secure data erasure.

62% of CIOs estimate the economic cost of counterfeit licensing as being up to €30 billion per year (study by Software Initiative Germany). The potential consequences of both over and under-licensing are to be taken into account. In the former, considerable amounts of money are wasted – in the latter, there are possible legal consequences.

In any case, we are always on your side, for example, with systematic license management and strategic support in license determination for the reduction of software costs. You can choose from a variety of managed services over the entire software and license lifecycle, in order to increase your security, and to reduce costs.

INTERNATIONALLY POSITIONED

CHG-MERIDIAN has high equity, experience, and is globally positioned. Well-established processes connect us to 77 international financing partners. Our international financing expertise is worth hard cash to many customers, particularly when it comes to accounting – be it based on IFRS or US-GAAP – or tax savings.

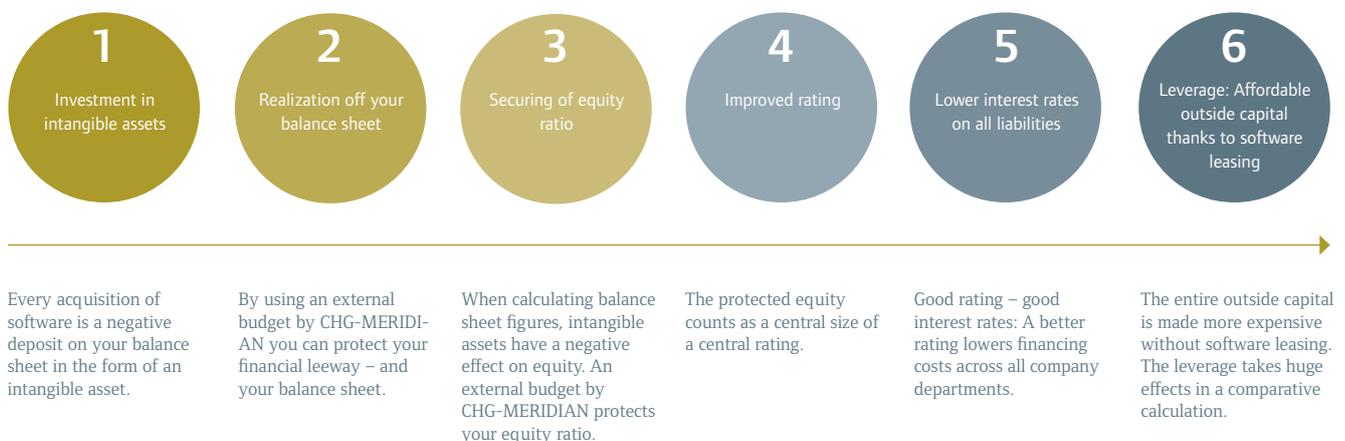
Our ability to precisely itemize project expenses by foreign companies plays an important role, for example, in the determination of transfer prices for license and project costs. As a neutral third party, we provide an invoice itemized by cost centers. This supports the controlling department, auditors, and inspections.

ADDED VALUE IN MANY DIFFERENT DEPARTMENTS

Various departments in the company benefit from our solutions. Those in charge at the company have a strong partner at their side, who is available whenever a problem might arise. Controlling is pleased about the demand-based invoicing of licenses and project costs. IT receives support in software selection, annual budget planning, and the cutback of surplus licenses. The financial accounting department benefits from transparent monitoring, individually adaptable cash flows, flexible harmonization with project changes, and budget-friendly leasing models.

SOFTWARE SOLUTIONS PROTECT YOU AGAINST RATING TRAPS

Better use an external budget by CHG-MERIDIAN for your intangible assets, with the following result:
More liquidity, better figures, and cheaper outside capitalization for your company.



ADDITIONAL LEEWAY FOR YOUR PROJECT SUCCESS

And consistent added value in every phase of the software lifecycle

MORE INVOLVEMENT, MORE POSSIBILITIES

Naturally, the software implementations of CHG-MERIDIAN include every benefit of the leasing model: Balance sheet neutrality and a higher liquidity, for example – or a better equity ratio, lower taxes and optimized company figures.

Furthermore, our projects offer quite a lot more, for example, the inclusion of complete costs in the leasing rate. In concrete terms: Not just licensing costs, but also the implementation costs and internal customer costs are assumed by CHG-MERIDIAN. For example, the implementation includes the costs for consultants, and system vendors, as well as training and travel costs. The internal costs (goods on own account) that are directly related to acquisition and implementation are a special topic. For these are to be activated and amortized as additional acquisition costs for all employees, even those only temporarily involved in the project. Personnel costs are to be completely allocated to the project budget.

We are at your side from A to Z. That's why we offer a financing commitment over the entire period of the project as well as the

subsequent duration of use. And we will also stand by you in the event of delays, alterations or budget adjustments over the course of the project.

INDIVIDUAL PLANNING LEEWAY

You have extended planning leeway in every project phase, such as in the form of flexible adjustments of financing and cash flows for project alterations. The same applies to leasing models. Most market competitors offer a single, standard model. CHG-MERIDIAN offers an individual solution for every customer. Some prefer higher liquidity, others want to pay when they are using their system, and yet others want an invoice depending on the implementation of various locations – we have something to suit every requirement.

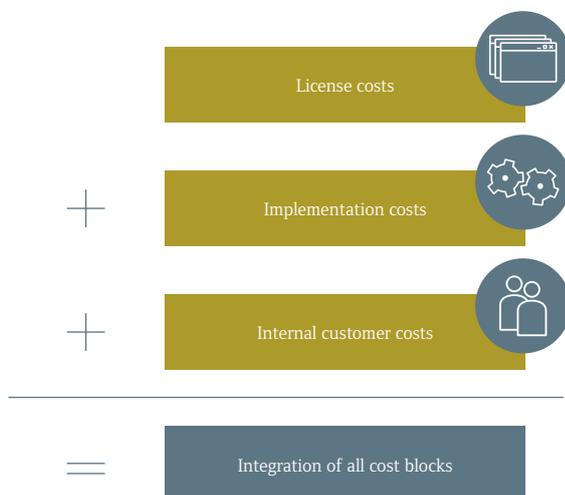
INTELLIGENT CONTROLLING AND PRECISE INVOICING

Our options for intelligent controlling are fascinating. Our Internet-based Technology and Service Management System TESMA® Online is the tool we use. It gives CHG-MERIDIAN customers full technical and commercial transparency of all costs and cash flows.

You can identify, budget and report licenses and project costs down to the last detail, simply and straight-forwardly. The options available in this sustainable finance management ease the determination and simple calculation of transfer prices.

INTEGRATION OF ALL PROJECT COSTS

More transparency over your overall cost budget



TESMA® Online



FINANCIAL CONSULTING

- Financing, cash flows, accounting
- Integration of internal project costs

ERP CONSULTING

- Actual quantity taken from contract/license inventory
- Selection of software and implementation partners
- License models

CONSISTENT STRUCTURING OF CASH FLOWS

- Structuring of cash flows in the introductory and usage phase
- Modular and individual leasing models
- Electronic payment authorization

SUPPLY OF INFRASTRUCTURE

- Supply of hardware for development and training
- Data center resources

FINANCIAL MANAGEMENT

- Comprehensive invoicing possibilities
- Automated invoicing
- Intelligent controlling
- Sustainable financial management
- Breakdown of expenses from foreign companies
- Simple calculation of transfer prices

ORDER PROCESS MONITORING

- Request for proposal (RFP) development and invitation to bid
- Negotiations support

ANNUAL LICENSE DETERMINATION

- Updating of license status
- Optimization of licensing model
- Regrouping of licenses between legal entities (license moves)
- Adjustment of financing

LICENSE TRANSFER

Possibility of license transfer at the end of the contract period

INDEPENDENT, AMBITIOUS, WORLDWIDE.

Exemplary references from our international
sphere of influence.



SUPPLY OF INFRASTRUCTURE FOR ERP IMPLEMENTATION

OPERATIVE
PROJECT SERVICES

INFRASTRUCTURE AS A SERVICE

1,000 EMPLOYEES
69 COUNTRIES

CHALLENGE: One of the globally leading manufacturers and suppliers of car and truck parts is looking for the right ERP provider and integration partner. For planning and budget security reasons, the customer wants a binding commitment for the entire project implementation. In addition, the IT department is to be unburdened in order to create leeway for the operative implementation of the project.

SOLUTION: Adoption of a temporary project infrastructure (development/training environment), provision of 65 computers, as well as presentation technology for user training. Installation of required software, logistical implementation and commissioning. Disassembly and certified, secure data erasure in time for the go-live date of the ERP solution.

CUSTOMER BENEFITS: The project team is unburdened by administrative responsibilities and gains valuable time for the operative implementation of the project. Implementation expenses are reduced.

COMPREHENSIVE PROJECT SUPPORT FROM SELECTION TO REAL OPERATIONS

CHALLENGE: An internationally leading supplier and manufacturer in the aviation and railway vehicle industry is on the lookout for a new, sustainable ERP system. The project is tied to high investments and considerable manpower requirements. For strategic reasons, the company is going back to professional support and an external budget by CHG-MERIDIAN. The compensation fee is to be aligned to the balance sheet figures of the very profitable company.

SOLUTION: Professional support in the selection of software, licensing and tax structure of the ERP project, as well as commercial validation of the supplier contracts. Financing commitment across the entire project investment according to customer requirements.

CUSTOMER BENEFITS: Flexible financing structure (off-balance approach according to HGB), saving of 15% of the project costs thanks to market price expertise.

ERP SELECTION AND
IMPLEMENTATION

ERP CONSULTING

SAVING OF 15%
OF THE PROJECT COSTS

FLEXIBILITY IN
PROJECT IMPONDERA-
BLES

FINANCIAL CONSULT- ING & MANAGEMENT

SECURITY FOR COMPANY-
CRITICAL APPLICATION

FLEXIBLE FINANCING MODELS FOR A DYNAMICALLY GROWING COMPANY

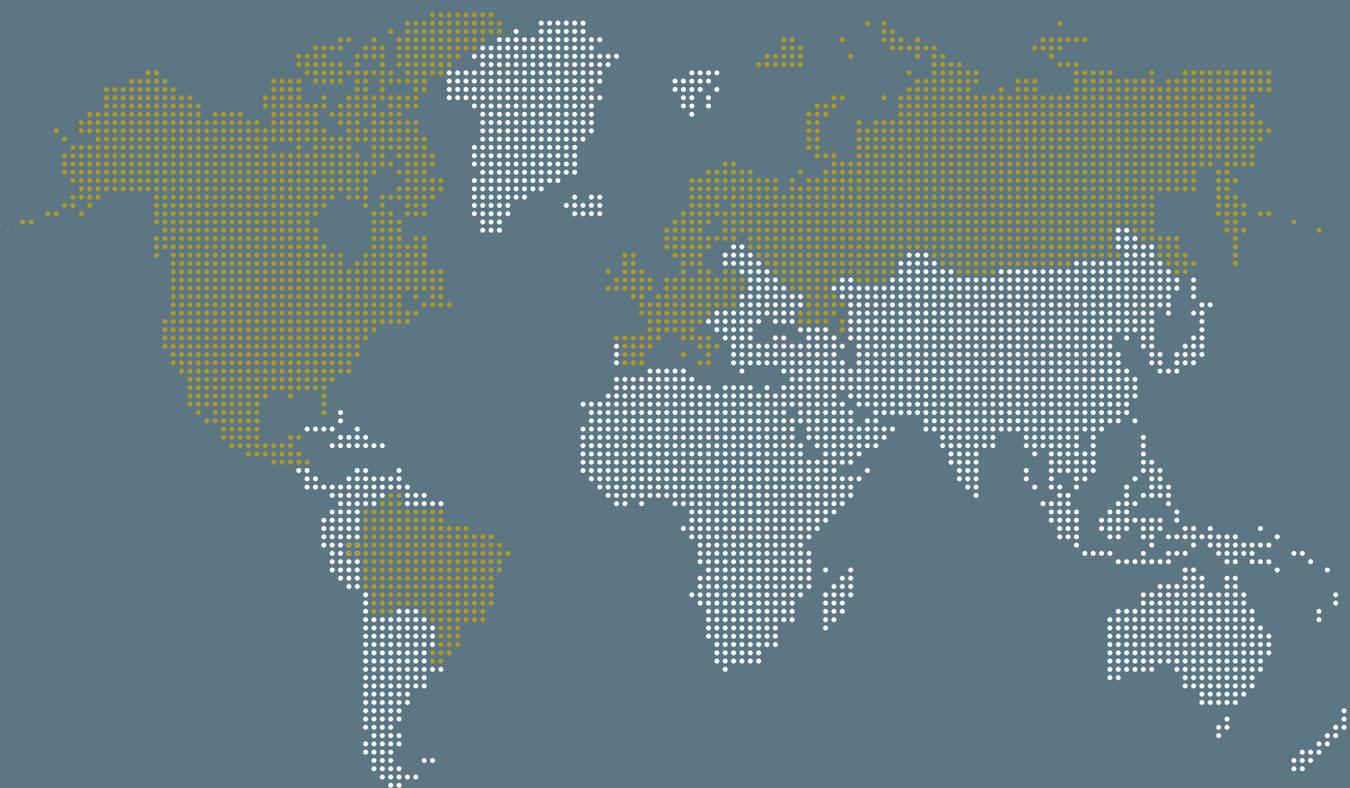
CHALLENGE: A family-run SME with around 5,000 employees in 70 countries produces and distributes sensors, controls and systems for the industrial automation around the world. The heterogeneous application environment of the company is to be replaced with an integrated, sustainable ERP system.

SOLUTION: Consulting regarding off-balance investments (IFRS), controlling of the entire project costs, numerous budget updates on the fly. Continuous extension and adjustment of the project scope; agreement with the customer's auditor.

CUSTOMER BENEFITS: High budget security, meeting of all costs for internal customer project employees, reliable basis for overseas transfer price calculation.

CHG-MERIDIAN AROUND THE WORLD

OUR LOCATIONS



GERMANY

Weingarten (HQ), Munich, Nuremberg,
Dusseldorf, Groß-Gerau, Hamburg, Berlin

EUROPE

Paris (FR), Lyon (FR), Monza (IT), Rom (IT),
Barcelona (ES), Madrid (ES), Baden (CH),
Vienna (AT), Grimbergen (BE), Egham (UK),
Daventry (UK), Dublin (IE), Rotterdam (NL),
Moscow (RU), Ljubljana (SI), Prague (CZ),
Warsaw (PL), Bratislava (SK), Oslo (NO),
Skien (NO), Stockholm (SE), Helsinki (FI),
Copenhagen (DK)

AMERICA

New York (US), Woodland Hills (US),
Chicago (US), Dallas (US), Boston (US),
Windsor (CA), Monterrey (MX),
Mexico City (MX), Guadalajara (MX),
São Paulo (BR)

OUR COMPANY

CHG-MERIDIAN is a globally leading supplier of customized business concepts for efficient technology management. As a financial advisor and technology manager, the company offers maximum relief over the entire technology lifecycle. Customers with investment projects in the IT and telecommunications, industry, and healthcare sectors sustainably benefit from reduced costs and risks, as well as from intelligent controlling to technical and commercial monitoring of their device environment.