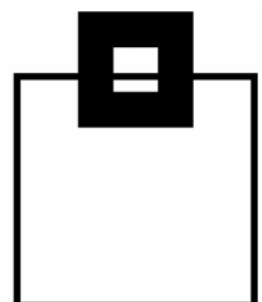
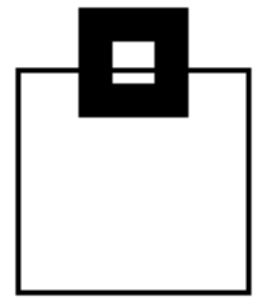


E N G I N E E R I N G
C O N S U L T I N G
P R O D U C T S

SOFTWARE ENGINEERING

D Ü S S E L D O R F W A S H I N G T O N D . C .





SOFTWARE ENGINEERING

SOFTWARE ENGINEERING (SE) is an IT Service company who has been supporting customers for more than 25 years. Our offer covers consultation, evolution and realisation of standard and specialised software, as well as customer specific IT tasks. Furthermore as a general supplier, we offer you complete solutions out of one hand, consisting of hardware, software, and IT services.

Engineering, one of our business groups, covers the intensive research work that is required for the goal-oriented development of new software products, the high performance service and the reliable support of our customer installations.

Consulting means for us consultation, project management and application development in the emphasis-areas Client/Server, Databases, SAP and RZ-automation, document management (DMS) as well as archiving. This is performed on-site or in one of our headquarters, according to the individual needs of our customers.

Our **Products** are distributed exclusively by our own companies in the German language areas of Europe. In the other areas, we cooperate with other software providers and distribution partners. Major tasks of the individual marketing units are to cultivate intensive contact with our customers and to expand the business.

Competent

Reliable

Successful

SOFTWARE ENGINEERING Business Groups

**SOFTWARE
ENGINEERING
GMBH**

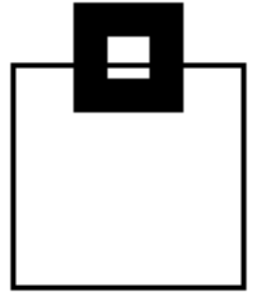
PRODUCTS

**SOFTWARE
ENGINEERING
GMBH**

CONSULTING

**SOFTWARE
ENGINEERING
VERTRIEBS-
GESELLSCHAFT
MBH**

SEGUS Inc
Washington D.C.
USA



CONSULTING

PHILOSOPHY

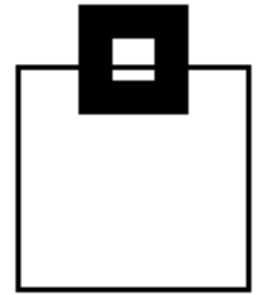
Within the scope of the SE structure, the CONSULTING business area has fixed the following general objectives:

- ▣ Strengthening the competitiveness of the consulting units/offices
- ▣ Technically grounded detail work from organisation to tool – supported realisation

We understand consulting to be a cooperation based on partnership and confidence on a high quality level. Our top maxims are to cultivate loyalty with the customer.

Our consulting activities are based on comprehensive know-how and continued education in commercial and technological respects. Our competence in organisational consulting and in the realisation of qualitatively demanding projects manifest itself in our references.

Quality is customer satisfaction



CONSULTING

The following main areas of emphasis have crystallised through our long experience gained as a DP service provider and through the increasing complexity of problems:

- Quality management – Conception, planning, and implementation of quality management according to DIN EN ISO 9001 in the DP service sector.
- Development of client/server applications on heterogeneous hardware and software platforms.
- Complete service for the SAP systems.
- Network systems, client/server consulting – Conception and implementation of heterogeneous network structures.
- Databases – Data modelling, DB-Design, application development, tool-supported redesign of old DP applications and tuning.
- Consulting and project implementation for archiving and workflow systems.

QUALITY MANAGEMENT

INFORMATION SYSTEMS
Distributed Application

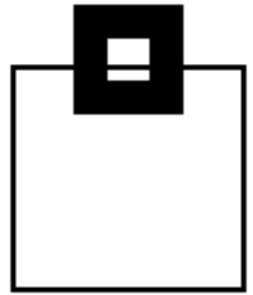
SAP Consultation

NETWORK and
ENTERPRISE COMPUTING

DATABASES

DOCUMENT
MANAGEMENT

We accomplish direction of the project/project management with middle and large IT projects as well as feasibility studies.



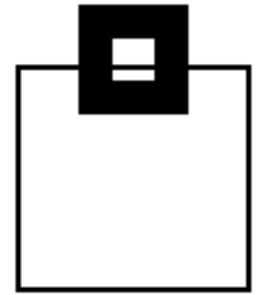
CONSULTING

QUALITY MANAGEMENT

QUALITY MANAGEMENT (QM)

- Analysis of existing procedures in the service sector
- Development of a QM framework
 - Responsibility of top management
 - Quality assurance system
 - Internal audits
 - Measures of adjustment
- Creation of a quality management system according to DIN EN ISO 9001:2000 Creation of a QM manual and a QM working manual
- Preparation and execution of internal audits
- Preparation of certification
- Certified selection support
- Designing, planning, and implementation of a DP-assisted QM system
- User training for the QM system
- Assessment of your process for ITIL (Information Technology Infrastructure Library)
- Assessment of your IT projects through project audits and reviews

**Our top maxims are
quality of service and
reliability for the
customer.**



CONSULTING

INFORMATION SYSTEMS
Distributed applications

INFORMATION SYSTEMS (distributed applications)

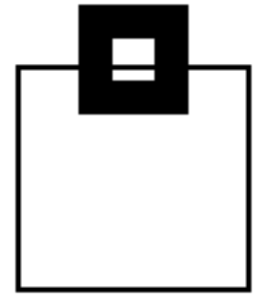
- Consultation, planning and realisation regarding
 - Structure of information systems (2-/3-level architectures, distributed software systems) and software infrastructures (application server, data bases, broker, messaging systems)
 - Structure of distributed databases and database clusters
 - Guidelines with the OO development (Coding style/Storybook/Modelling Conventions, Iterative/Generative/Evolutionary cycles)
 - Guidelines and standards for development and design of graphic surfaces
- Production of costing and use analyses (TCO, ROI, Payback)
- Direction of the project, project management and coaching of software projects
 - In the traditional phases of the requirement management, the modelling, the implementation, testing, the distribution and in the phases rationally of the Unified Process (RUP).
 - On the target platforms Windows NT/2000/.NET/2003, AIX, VMS, SUN Solaris and LINUX
 - In the programming languages JAVA, C/C++, NET (VB/C #), SHELL Scripting (bash, csh, ksh, Perl), REXX, COBOL.
- Quality, transparency and success by use of established standards:
 - Modelling language: UML
 - Procedural models: Rational Unified Process (RUP)
 - Case tools: Rational Rose, Together
 - Change management tools: Clear case, CVS and Source safe
 - Requirement management tools: Rational Requisite Pro
 - Quality management: Rational Clear quest, Keystone, Bugzilla
 - Development environments: MS Visual C/C++/C#/VB, IBM Visual Age for Java, JBuilder, Netbeans, IBM Eclipse
 - OO Standard methods: OO Design Patterns
 - Standard- Development-Frameworks: JAVA, Windows C++/MFC, .NET
 - Enterprise Computing: Enterprise Java Beans (Session/Entity-Beans, CMP/BMP), Corba, Java RMI)
 - Information exchange/transformation: XML, XSLT, XML Pattern
 - Network communication: Socket programming (TCP/UDP), Java-RMI
- Support the relational/object-relational database management systems
Oracle, SAP DB, Ingres/Postgres

Planning, selection and introduction enterprise information systems

OO- Software analysis, design and development

Standard of the software technology

Design and development



CONSULTING

SAP Consultation

SAP- CONSULTATION

■ SAP R/3 Enterprise

Consultation and introduction of the SAP components FI; CO; TO; SD; MM; PP, HR, introduction and migration on SAP Enterprise

■ mySAP Business Suite

Consultation and introduction of the products mySAP BI, mySAP BW, mySAP SEM (BCS, BPS), mySAP CRM, mySAP SCM, mySAP Financials

■ Industry solutions

We concentrate on the solutions mySAP Retail, mySAP Utilities, mySAP Telecommunications

■ SAP Business One

With the introduction of this new middle class solution of SAP, we have obtained first successes. Beyond that we offer the integration to our archiving solution EasyArc® with SAP Business One.

■ Our auxiliary products in the SAP surrounding field

▣Compress for SAP R/2

▣Robot for Transactions for SAP R/2

▣PiT Recovery® for R/3 z/OS

▣HSC for R/3 z/OS

▣EasyArc® Connect for R/3

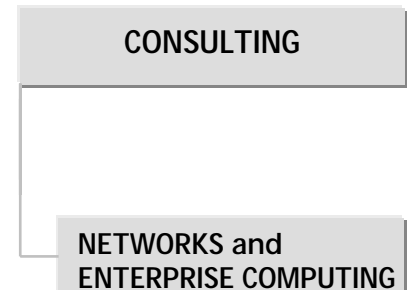
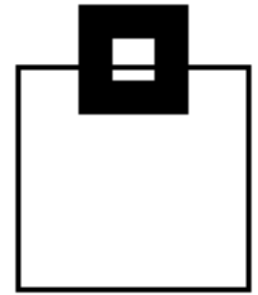
▣EasyArc® for Business One

Execution of SAP projects

Modifications and self-development with SAP development environment

Our power spectrum covers:

- the system introduction,
- the extension and the tuning,
- the release change,
- the implementation of the project and
- TRAINING for
 - Developers
 - System administrators
 - End-users



NETWORKS and ENTERPRISE COMPUTING

■ Consultation, planning and realisation with the structure of

- IP nets with special consideration of the OSI Layer II, III and IV:
 - ◆ Flat switched networks (Layer II, VLAN, haven Trunking, Translational Switching TOKENRING/ETHERNET)
 - ◆ Routing (Layer III, ACL, Policy based Routing)
 - ◆ Quality of services (Layer IV)
- SAN-Nets for IBM Netfinity, Compaq Proliant and SUN FIRE products:
 - ◆ Simple AL Nets (FC/SSA)
 - ◆ Fabric switched SAN Nets (FC)
 - ◆ STORAGE of systems SUN StorEdge, Compaq STORAGE Works, IBM 7133-Systems, among other things
- Enterprise width of data protection systems also Veritas Netbackup Data center, Legato networker, Tivoli Storage manager:
 - ◆ SAN protection
 - ◆ LAN protection
 - ◆ Data multiplexing
 - ◆ Two/more Data protection
 - ◆ High availability
 - ◆ Avoid redundancy/Repositories
 - ◆ Traffic structures

■ Production of feasibility studies, "Proof of Concept" and analysis of weak points with IT projects and IT systems

■ Support in the administration of complex IT surrounding fields

- With the operating systems Windows NT/2000/XP/.NET/2003, SUN Solaris, AIX, LINUX and Novell Netware
- In the products Lotus Notes, Microsoft Exchange Server, Microsoft Cluster Server, Sendmail/Postfix, Bind, Microsoft DNS/DHCP/WINS/ RAS, Microsoft Terminal Server, Citrix Metaframe, Microsoft Active Directory, Novell NDS, Checkpoint Firewall 1, Astaro Firewall, Microsoft Internet Information Server, Apache Webserver, Microsoft SMS Server, SAP R/3 Basis administration, Oracle (Failsafe/OPS/RAC), Networker, SUN Cluster Legato, Veritas Volume manager/Backup Exec/Netbackup Datacenter, among other things

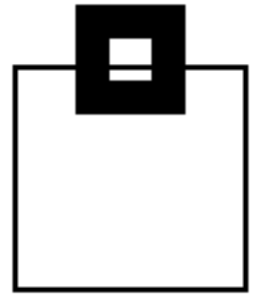
IP nets

Storage Systems/Nets

Data protection /
Recovery

POC

Administration



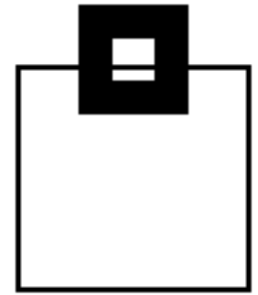
CONSULTING

DATABASES

DATABASES

- Analysis, design and implementation of process models, company-wide data models, and Function/process (AWD, Case, Bachmann)
- Application development for the DB2-Family in various languages, e.g.: COBOL, PL/1, CSP, MICRO FOCUS, Assembler and C
- Tool-supported optimisation of DB2 databases and applications e.g.:
 - ▣ RealTime DBAExpert for DB2 z/OS
 - ▣ SQL PerformanceExpert for DB2 z/OS
 - ▣ Bind ImpactExpert for DB2 z/OS
 - ▣ PiT Recovery for DB2 z/OS
- Creation and implementation of standards, application development, database design, graphical user interfaces, and documentation
- Optimisation of SQL applications in order to secure an efficient production environment, including creation and implementation of company-specific SQL guidelines
- Implementation of dynamic maintenance strategy concepts for DB2
- Implementation of quality assurance mechanisms for application development and database administration
- Running in-house seminars

**Productive and successful
database management**



CONSULTING

DOCUMENT
MANAGEMENT

EasyArc® for IDMS - Integrated archives - and documents management service for all ranges of application

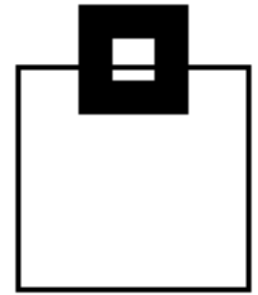
The objective of every enterprise is the bundling of information in order to enable time-near and efficient access to all relevant information, data and documents with consideration of given IT structures.

We develop systems that successfully include the entire spectrum of document management based on the EasyArc® product line since 1995. In addition, the following components are included:

Archiving

EasyArc® the ideal basis offers for the employment in all ranges of application as revision-safe archives system. It integrates scalably into existing IT topologies and adapts in all interests upward compatible to changes in the enterprise.

- Freely definable archive structures are adaptable depending upon setting of tasks
- Data archiving on all available media
- Distributed data and document reproaching, thereby location independence/ability to clientele processing
- Transparent supply of documents and description data
- Security management
- Migration management (document and data redundancy, recovery, restore, etc.)
- Central administration of all server components
- Almost unlimited number of archives and no archives limitation in terms of software
- Efficient input and output management technologies
- Adherence to the requirements the German and European law (HGB, BGB, AO, GDPdU, etc.)



CONSULTING

DOCUMENT
MANAGEMENT

Documents management - Office management

Based on the revision-safe archives component, EasyArc® offers a multiplicity of document management functionalities among other things:

- Treatment of post office entrances
- Forwarding and dispatching functionalities
- Office integration
- COLD Module
- Client accessed and Web use
- Document administration and treatment
- Re-submission

Engineering Data Management

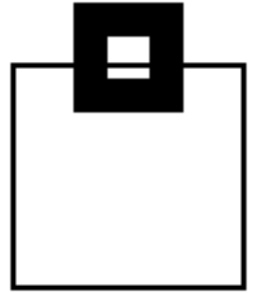
Within the range of the technical documentation, the job planning and/or planning & control in production, the technical areas of EasyArc® offer expertise in:

- CAD connections, e.g. ACAD, as well as the takeover and display of CAD formats
- Scanning of large sizes (scan to plot - scan to file - scan to copy)
- Display and editing of large sizes (Vector and rasters)
- Central plot management

JuriArc®

JuriArc® is a document management system specialised in law offices and legal departments. It considers all requirements of a functioning administrative enterprise and is at the same time is trusted as an expert in all legal functions and documents. JuriArc® offers a standard platform that takes all necessities of legal work into account and makes optimal chancellery and legal department management possible. It offers features like:

- The version treatment of contracts
- Procedure administration
- Full text search
- Re-submission functions
- Law conforming long-term archiving.



CONSULTING

DOCUMENT
MANAGEMENT

EasyArc® GovLine is the DOMEA standard product line. It contains administrative specific components, typical file-based record administration, event editing, archiving module, etc. Different integration has been realised according to guiding systems, SAP, KIRP, among other things. The product range is supplemented by workflow components for the automation of the existing administrative procedures.

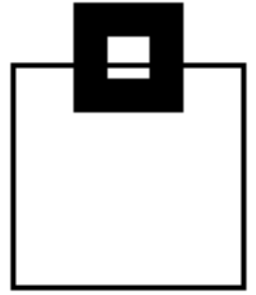
Workflow - Process automation

We use Workflow tools e.g., ULTIMUS or the SAP Business Workflow for the realisation of an integral enterprise of electronic and administrative processes. The centre of attention for any customer includes procedural optimisation, the homogeneous integration of the users' processes and, above all, the cost aspects of use.

The EasyArc® HIPAX line realises complete archiving and supply of patient data and supporting documents in an electronic patient file and offers the following functionalities:

- Scanning of patient and X-ray documents
- On-line archiving, directly from the clinical hardware (e.g., CT)
- Findings and results
- Patient CD
- Teleconference

EasyArc® SDK is a development tool for customer specific customization, with which the standard functionality of EasyArc®--also customer individualized-- can be extended, e.g. the production of an own Client surface. Further information can be found on our Web site www.easyarc.de.



CONSULTING

Selection of references: Consultation projects

ddg Gesellschaft für Verkehrsdaten GmbH

Emscher Genossenschaft

Hochtief AG

Itellium Systems und Service GmbH (Karstadt/Quelle AG)

its.on GmbH & Co. KG (Degussa AG)

Lentjes Shared Services GmbH

Ruhrgas AG

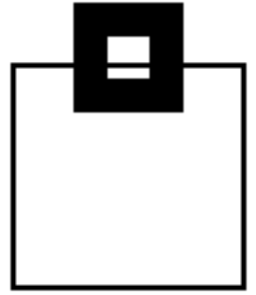
RWE Konzern (u.a. RWE Systems AG, RWE Trading GmbH, RWE Net AG)

Sicad Utilities GmbH

T-Systems, T-Mobile

Triaton GmbH (ThyssenKrupp AG)

Vodafone Information Systems



CONSULTING

Selection of References: DMS Projects and EasyArc® installations

Amerikanische Botschaft, Berlin

DANZAS Spedition, Menden - Duisburg

DVG, Duisburg

HKM Hüttenwerke Krupp Mannesmann, Duisburg

INODOR, Aachen

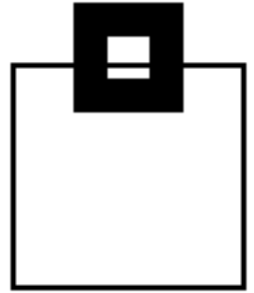
Kdvz, Frechen

Lurgi Lentjes Konzern, Ratingen – Essen – Duisburg - Frankfurt

Orenstein & Koppel, Dortmund - Berlin

Rütgers AG, Essen

Steag AG Konzern (Zentrale, Microparts, Fernwärme), Essen



PRODUCTS

For more than 20 years and with highly-qualified system engineers, SOFTWARE ENGINEERING has developed approved and recognised standard software for more than 1000 z/OS installations.

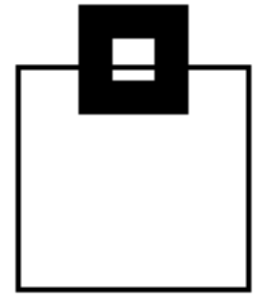
Combined with world-wide marketing, unique product and concept know-how for IBM-oriented mainframe installations has materialised.

In Germany alone, more than 450 z/OS installations use SE products and services for their daily DP production.

The experiences gained through close contact with our customers are reflected in the functionality and quality of our products.

Focal points are the optimisation of databases, data keeping and transmission, as well as data centre automation and the support of specific SAP procedures.

**System-oriented
standard software**



PRODUCTS

❏ SQL PerformanceExpert for DB2 z/OS

Within most companies, quality assurance is increasingly anchored as a central task for information processing.

Appropriate concepts are frequently missing, since the required organisational framework has not been created yet.

In the data centre production with DB2, bottlenecks are caused by applications with poor performance and the DBA has hardly any chance to implement enhancements.

❏ SQL PerformanceExpert for DB2 z/OS

Usually, application programs produce the expected performance levels in the development environment, but fail by far to reproduce them in production.

❏ SQL PerformanceExpert® and ❏ Bind ImpactExpert® tools support the task of the application development and integrates all life-cycles of a program in quality assurance aspects. Furthermore, the database administration is enabled to guarantee safe migrations, supervise and to log all relevant operations and, if necessary, to take any correcting measures.

❏ ProductionSimulator® for DB2 z/OS

❏ Analyze®+ for DB2 z/OS

❏ Analyze® for STROBE

❏ DBRM/Checker® for DB2 z/OS

❏ SeQualizer+ for DB2 z/OS

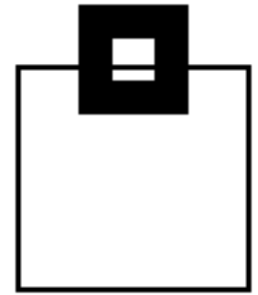
❏ IndexOptimizer® for DB2 z/OS

❏ Bind ImpactExpert for DB2 z/OS

❏ ConditionalBind

❏ PackageManager

❏ ImpactManager



PRODUCTS

RealTime DB2Expert for DB2 z/OS

Many companies rely on DB2 as a strategic database to adequately design the multi-layered tasks of their future-oriented organisation structures.

With IBM's DB2, complex information processing needs can be met. A 24x7 availability is no problem for DB2, but it is a challenge in practical operation that should not be underestimated.

Hitherto, successful in-house maintenance concepts needed regular adjustments, causing substantial costs.

RealTime DB2Expert tools support the database administration in executing these complex tasks by a far-reaching automation of maintenance operations.

RealTimeMaintain is an on-line component that is based on IBM's Real-Time Statistics. With RealTimeMaintain an autonomic maintenance of critical DB2 objects with urgent RUNSTATS, COPY or REORG needs during real-time is finally possible. The strategic goal is a continuous, 24x7 maintenance of DB2 databases with a gradual separation from classical batch windows

Maintain for DB2 z/OS

RealTimeMaintain for DB2 z/OS

- RealTimeInformationCenter

- RealTimeUtilityManager

- RealTimeExtentManager

SpaceManager for DB2 z/OS

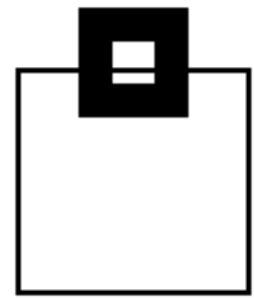
PiT Recovery® for R/3 z/OS

HSC for R/3 z/OS

BatchControl for DB2/Utilities

BatchControl for DB2/SQL

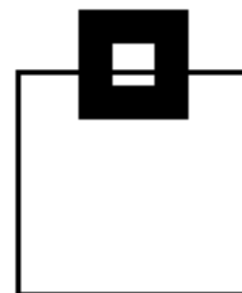
RealTime DB2Expert for DB2 z/OS



PRODUCTS

Selection of references: Products national customers

Aral AG
BASF AG
Bertelsmann GmbH
BMW AG
Citibank Privatkunden AG
AXA IT-Services GmbH
Deutsche Bank AG
Deutsche Bundesbank
Dr. August Oetker Nahrungsmittel KG
Dresdner Bank
Finanz IT
Esso AG
Gebühreneinzugszentrale
Hermes
HUK Coburg AG
Itellium (Karstadt RZ)
Kraft Foods
Linde AG
Lufthansa Systems GmbH
LVM-Versicherungen
MAN
Postbank Systems AG
Robert Bosch GmbH
RWE AG
Schindler Informatik AG
Triaton
E.ON AG

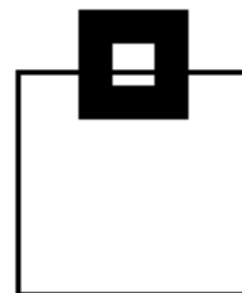


PRODUCTS

Selection of international references

Banking

Schweizerische Bankgesellschaft	CH
ABN AMRO Bank N.V.	NL
Allied Irish Bank	GB
Banca Credito Agrario Bresciano	I
Banca d'Italia	I
Banca Marche	I
Banca Nazionale del Lavoro	I
Banca Popolara di Milano	I
Banco Atlantico	E
Banco Commercial Portugues	Portugal
Banco de Santander	E
Banco di Sicilia	I
Banco Popolar Español	E
Bankernes EDB Central	DK
Bankgirocentralen BGC AG	S
Banque de France	F
Banque Paribas	CH
BNL FATT	I
Cassa di Risparmio di Firenze SpA	I
Cassa di Risparmio di Venezia SpA	I
Cassa Venete SpA	I
Citibank (Nevada)	USA
City of Newport News	USA
Credito Romagnolo	I
Deutsche Bank AG	D
Dresdner Bank AG	D
Dollar Bank	USA
Kreditbank	B
Generale Bank	B
FD Finassi Data OY	FIN
Federazione Cooperative Raiffeisen SOC.	I
Gruppo Credit Servizi SpA	I
Kredietbank Mechelen	B
National Westminster Bank Plc	GB
Nordbanken Data	S
Rabo Bank Nederland	NL
Rabofacet BV	NL
SE-Banken	S
Servibanca Empresa de Prestacao	Portugal
Société Générale du Banque	B



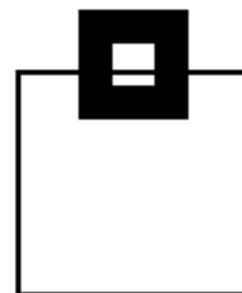
PRODUCTS

Insurance companies

AGF-SI	F
AGIS Allianz Gesellschaft für Informatik Service mbH	D
Schweizerische Mobiliar	CH
UGAP Union Groupement	F
Allied Dunbar	GB
Assurances Generales de France AGF	B
Meie Assicurazioni SpA	I
Nissin Fire & Marine Insurance Co. Ltd.	Japan
Standard Life Assurance Co.	GB
Unipol Assicurazioni	I
Blue Cross/Blue Shield	USA

Service industries

C&L Deutsche Revision	D
CA-IT Creditanstalt	A
T-Systems	A
HOTELPLAN	CH
IBM (Schweiz) AG	CH
Informations-Technologien Austria GmbH	A
IZASA SA	E
Raiffeisenverband Salzburg	A
Raiffeisen Datennetz Ges. m.b.H.	A
Schindler Informatik AG	CH
Carso Informatique	F
Computer Centre „ALB“	GB
Dan Computer Management A/S	DK
DC Datacentralen Syd AB	S
EDS	Argentina
EDS Electronic Data Systems Italia	I
EDS France SAS	F
EDS Italia (FATA) Fondo Assicurat.	I
Electronic Data Systems UK IPC	GB
Elektronisk Databehandling ASA	N
Manpower	F
Origin-E (Philips)	NL
Skandia Data AB	S
Yonden Information Network	Japan
+X A Hair	F
Ajinomoto System Techno Corp.	Japan



PRODUCTS

Public Utilities

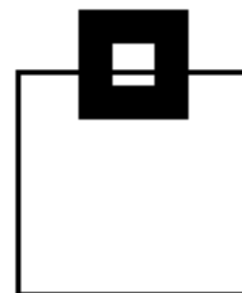
EKZ Elektrizitätswerke	CH
GE Lighting Limited	GB
KELAG-Kärntner Elektrizitäts-AG	A
N.V. Energieproductiebedrijf UNA	NL
Oberösterreichische Kraftwerke AG	A
American Electric Power	USA
Consorzio Servizi Elettrocontabili	I
RWE AG	D

Public Authorities/ Administrative Authorities

Ministerie van Justitie	NL
ADP Financial Information Services	USA
Army & Air Force Exchanges AAFES	USA
British American Financial Serv.	GB
Comune di Bolzano	I
JASRAC CO.	Japan
Ministero Interni	I
Ministry of Defence	Israel
Ministerium des Inneren	D
Bundesbank	D
diverse Kommunale Datenzentralen	D

Chemical Industry

Akzo Coating GmbH	D
ARAL AG	D
BASF Computer Service NV	B
ESSO Norge A.S.	N
Esso Production Malaysia	Malaysia
Henkel Austria Gesellschaft mbH	A
Hoechst International Services	E
Hoechst Marion Roussel S.p.A.	I
Mobil Data Services Limited	GB
Nycomed A.S.	N
REPSOL S.A	E
Shell Nederland Chemie BV	NL
Agip Petroli SpA	I
Bayer AG Leverkusen	D
Eastman Chemical Company	USA
Exxon Company	USA
IP, Italiana Petroli SpA	I
Mobil Corporation	USA



PRODUCTS

Mechanical Engineering

BYSE ELECTRODOMESTICOS, SA	E
Danfoss A/S	DK
HILTI AG	FL
MAN B&W Diesel A/S	DK
MAN AG	D
Linde AG	D
Maschinenfabrik Rieter AG	CH
SGP Verkehrstechnik GmbH	A
Aeronautica Militare	I

Automotive Engineering

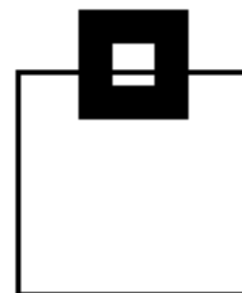
BMW AG	D
Daimler Benz AG	D
DUNLOP GmbH	D
Robert Bosch S.p.A.	I
Automobiles Peugeot	F
Canadian Tire Corp.	CAN
Peugeot Citroen DTII	F
Peugeot Talbot España SA	E
Renault V.I.	F
Renault Vehiculos Industriales	E
MAN Nutzfahrzeuge	D

Airlines

Alitalia	I
Japan Airlines Co., Ltd.	Japan
Lufthansa AG	D
Singapore Airlines	Singapur

Aircraft Construction Companies

DaimlerChrysler Aerospace	D
Boeing Aerospace	USA



PRODUCTS

Telecommunications

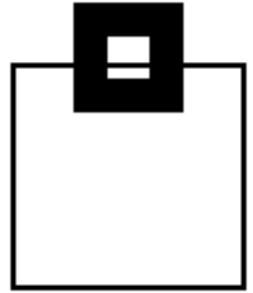
Alcatel SEL AG	D
LM Ericsson Data	S
PTT Telecom Informatievoorzorging	NL
Siemens AG Österreich	A
Siemens Plc.	GB
Swisscom AG, Bern	CH
Alcatel Sistemas de Informacion SA	E
British Telecom	GB
Telecom Eireann	Ireland

Commerce, Trading

Allied Domecq Retailing Ltd.	GB
Koyodo System Center Co., Ltd.	E
Rank Xerox SpA	I

Food Industry

MD Foods AmbA	DK
Danone SA	E
Heinz Service Company	USA
Lipton	USA
Moët et Chandon	F
Nestlé Beverage Company	USA
NV Kraft Jacobs Suchard SA	B



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