innovations with KLUSA in construction on our journey with our customer BMW GROUP AG

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AGENDA

- About OPUS
- About KLUSA®
- Journey BMW GROUP AG and KLUSA®

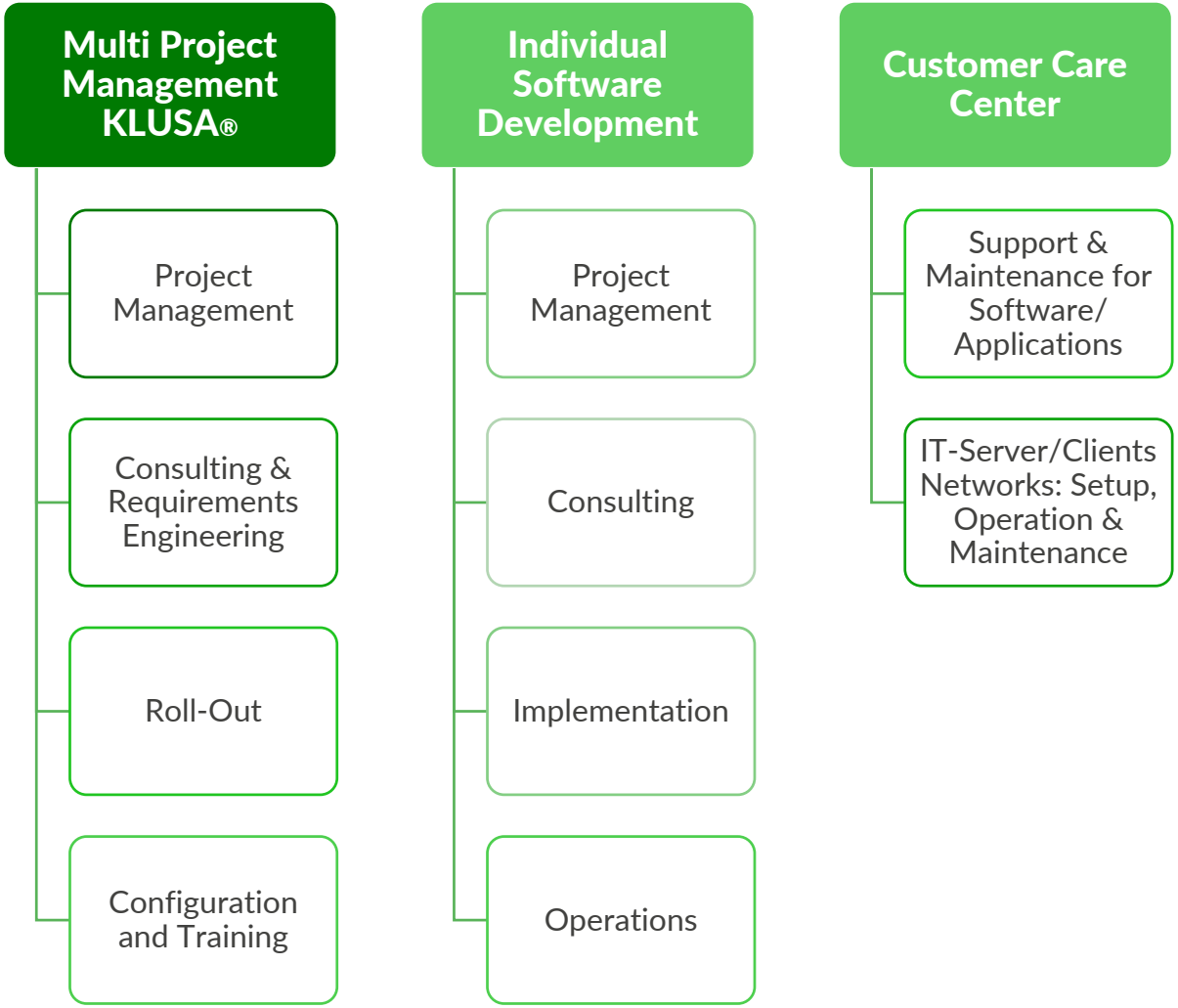
About OPUS

- Founded in 1991
- Location: Munich, Germany
- Employees: 35
- Legal entity is GmbH, privately held
- Developing software solution KLUSA® in Portfolio- and Multi-Project management
- Dev. Partner in Romania
  (Software Development, Support)

Our Mission:

Our target is to **provide** our cutomers **fast and simple** with all **information** in **Project Management Controlling** at **any time** and **any place** in order to finish successfully your projects in a **timely manner** and within your **calculated budget**.
We build Your Project Management **Framework** for **now** and **future**.

Business Areas



Business philosophy

Meet business goals & high customer satisfaction

- Target-oriented and fast implementation of customer wishes
- Deliver necesarry information needed to any client at any place
- Broad support in running applications

First Class service qualification

- Consulting for multi-project management processes & methods
- Consulting for software architecture
- Consulting and implementation of state-of-the-art programming

Build best of breed Project Management Software

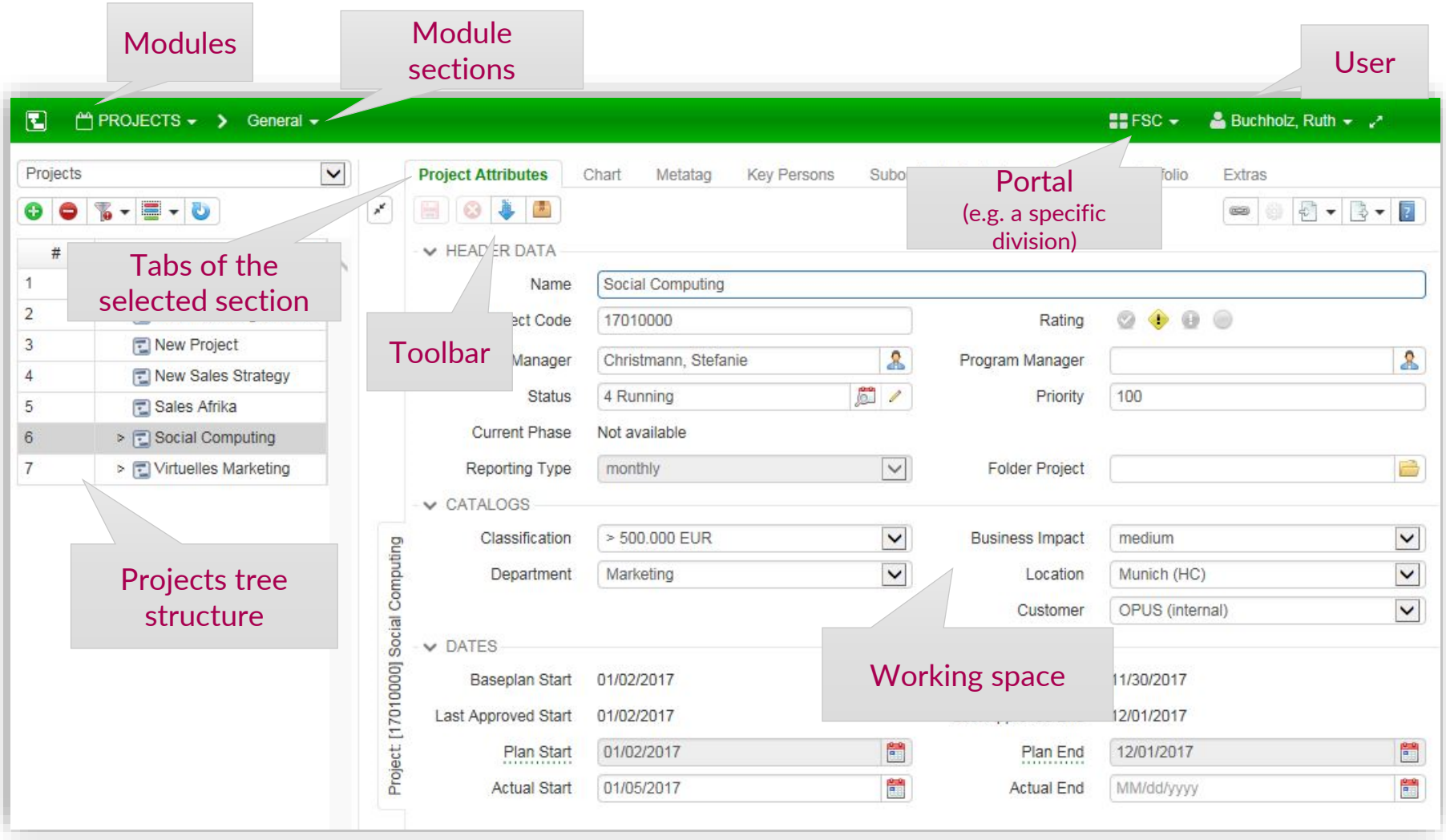
- KLUSA® multi project management tool
- Generic interface development
- Support regarding roll-out and operation

Individual software development

- Based on standard platforms
- Interface development
- Migration of existing applications to modern platforms & code languages

Customer references…

KLUSA® Interface and Navigation



MyKLUSA® - Dashboard

Number of open tasks in brackets

Clicking a tile redirects the user to the respective tab

...keep track of personal tasks.

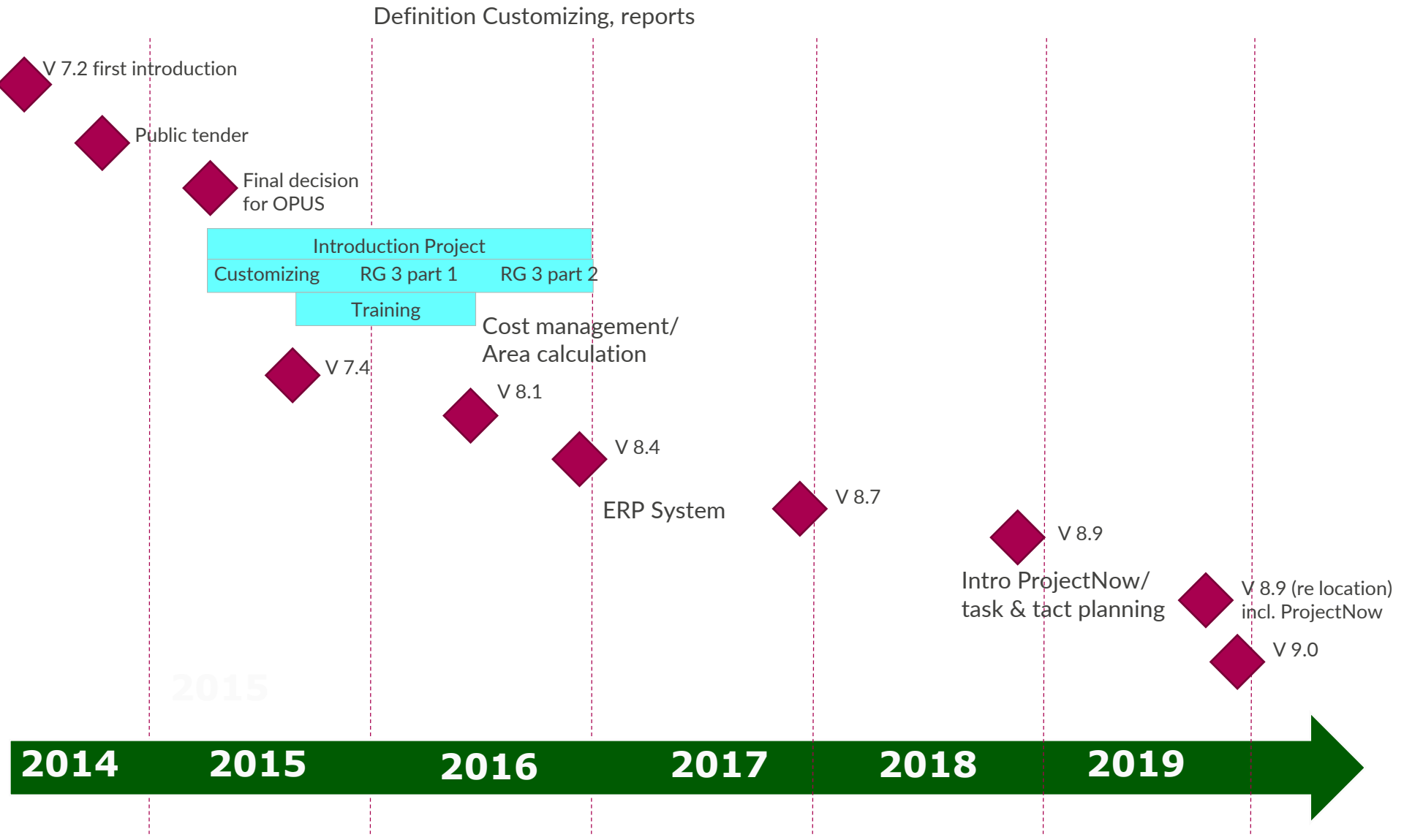
Let the journey beginn...

- BMW GROUP AG (customer since 2013)
  - Approx. 135.000 employees worldwide (2018)
  - 31 factories in 15 countries (2019)
  - 2.5 Mio. deliverd cars worldwide (2018)
  - 166.000 motor cycles (2018)
  - Fast growing and changing business behaviour depending on their competitors

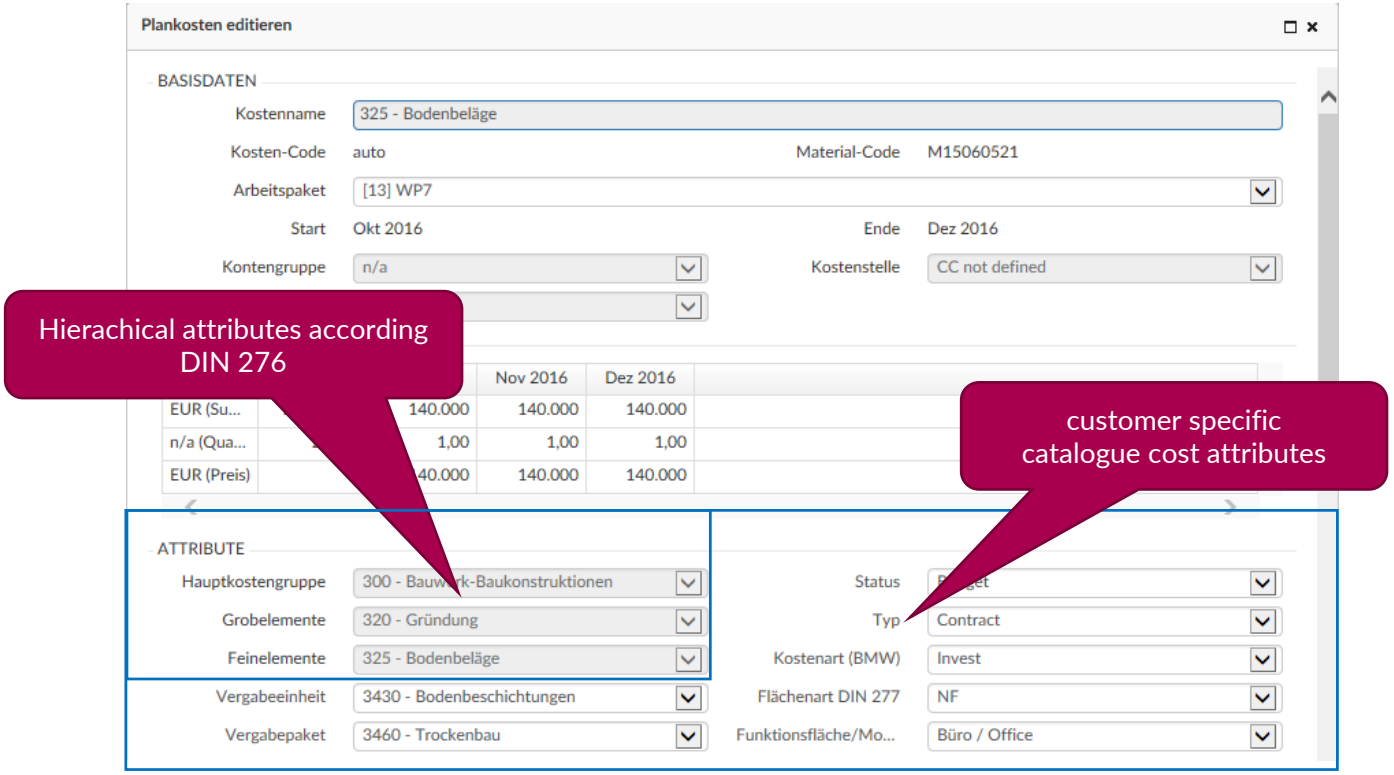
- BMW´s situation
  - Prev. PM tool still in place (since 2013)
  - Focusing on most important KPI´s - „Time is money..“

- BMW´s challenges within this situation
  - limited basic functionality for mile stones, cost over view and mandatory reports etc.
  - Task & tact planning
  - strong limited interfaces which could not be changed during software changes in BMW GROUP AG IT- environment
  - General tool for construction branch

the Journey...


Definition Customizing, reports
V 7.2 first introduction
Public tender
Final decision for OPUS
Introduction Project
Customizing
RG 3 part 1
RG 3 part 2
Training
Cost management/ Area calculation
V 7.4
V 8.1
V 8.4
ERP System
V 8.7
V 8.9
Intro ProjectNow/ task & tact planning
V 8.9 (re location) incl. ProjectNow
V 9.0
2014
2015
2016
2017
2018
2019

Cost Management (part 1)



- Situation
  - Branch specific special attributes needed, what KLUSA® nof out of the box offers
- Challenge
  - Cover all relevant and important attributes & mectrics like DIN 276
- Solution
  - customizing flexibility for such requirement

ERP Interface (part 2)

Comparison ERP SyncManager (classic) vs. ERP SyncManager (new)

	ERP SyncManager (classic)	ERP SyncManager (new)
Transfer format	BAPI, CSV-Import	CSV-Import
Import records	defined timeframe	delta load
Transferred columns (attributes)	16	47
Order of transferred columns	fix	variable
Set of default values	no	yes

- No significant change in general setup/installation

Att.: More attributes of imported actual cost records are editable

- Situation
  - Transfer of 16 pre defined attributes only
- Challenge
  - All attributes in cost management needs to be synced in ERP
- Solution
  - Adjustment to get necesarry attributes transfered

Area calculation for BMW GROUP AG - Real Estate

Übersicht | Flächen | Anforderungen

Wähle Flächenermittlung: DIN 277 | 1,00 | Ebene: 4

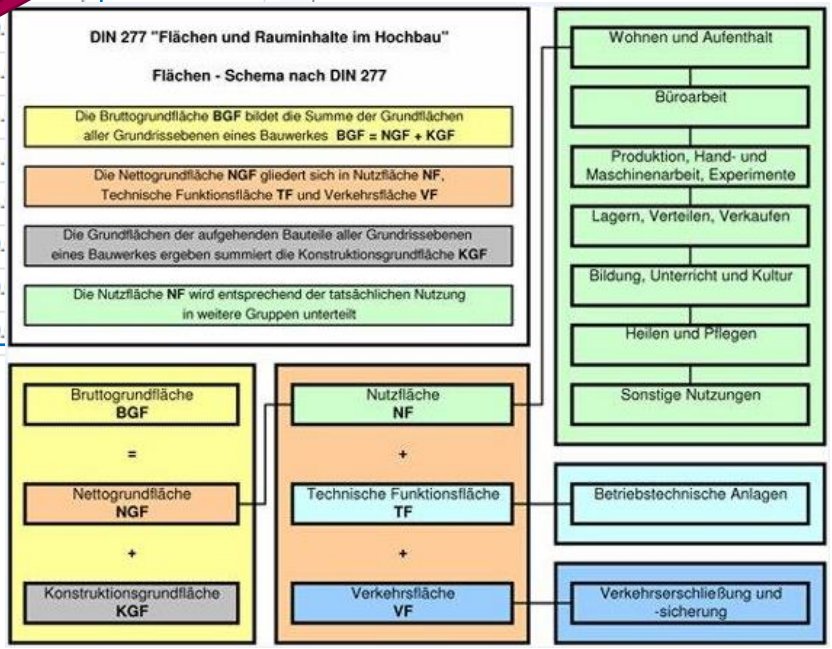
#	Flächen	Be...	Einheitspr...	Regional Faktor	Quantität[m2]
1	BGF		62,45	1,00	49.000,00
1.1	NGF		57,95	1,00	39.000,00
1.1.1	NF		56,45	1,00	31.000,00
			50,00	1,00	11.0
			60,00	1,00	20.
			30,00	1,00	5.
1.1....	TF		30,00	1,00	5.
1.1.3	VF		120,00	1,00	3.
1.1....	VF		120,00	1,00	3.
1.2	KGF		80,00	1,00	10.
1.2.1	KGF		80,00	1,00	10.
1.2....	KGF		80,00	1,00	10.

79,49

35,48

Select „Flächenermittelung/ metrics“

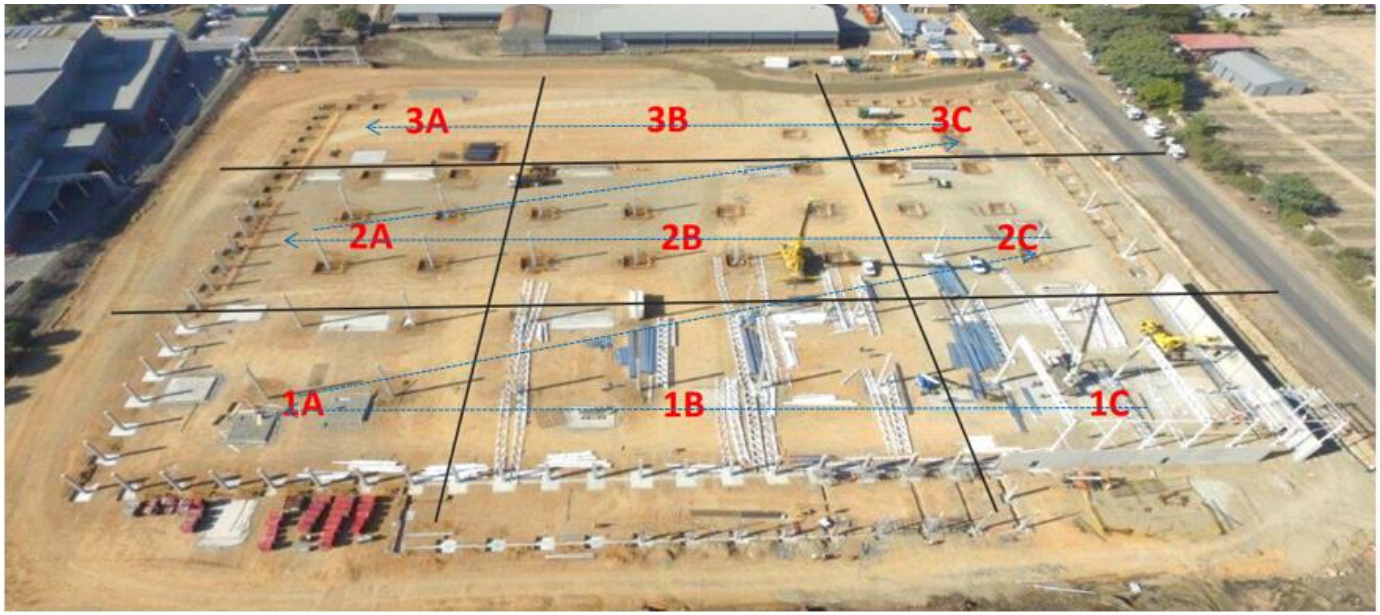
Areas/ spaces required by user



- Situation
  - Cost calculation one of the most important KPI´s in construction
- Challenge
  - Implementing a functionality of calculation sheet
- Solution
  - customizing calculation sheet incl. necessarry attributes

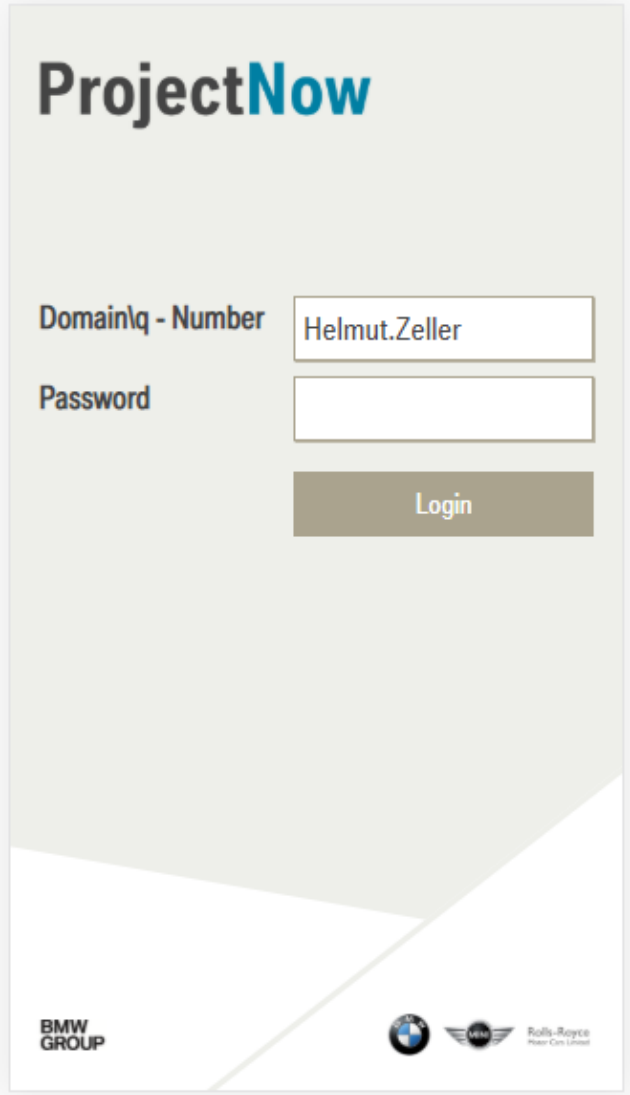
Task & Tact Planning

- Situation
  - Complete process depends on every single task finished – „step by step…“
  - Bottle neck in terms of failure
- Challenge
  - Get more up to speed in opening new Sub projects and work package
  - Just want to get more creative and productive ideas internaly
- Solution
  - More tasks handled simultaneously while increasing efficiency

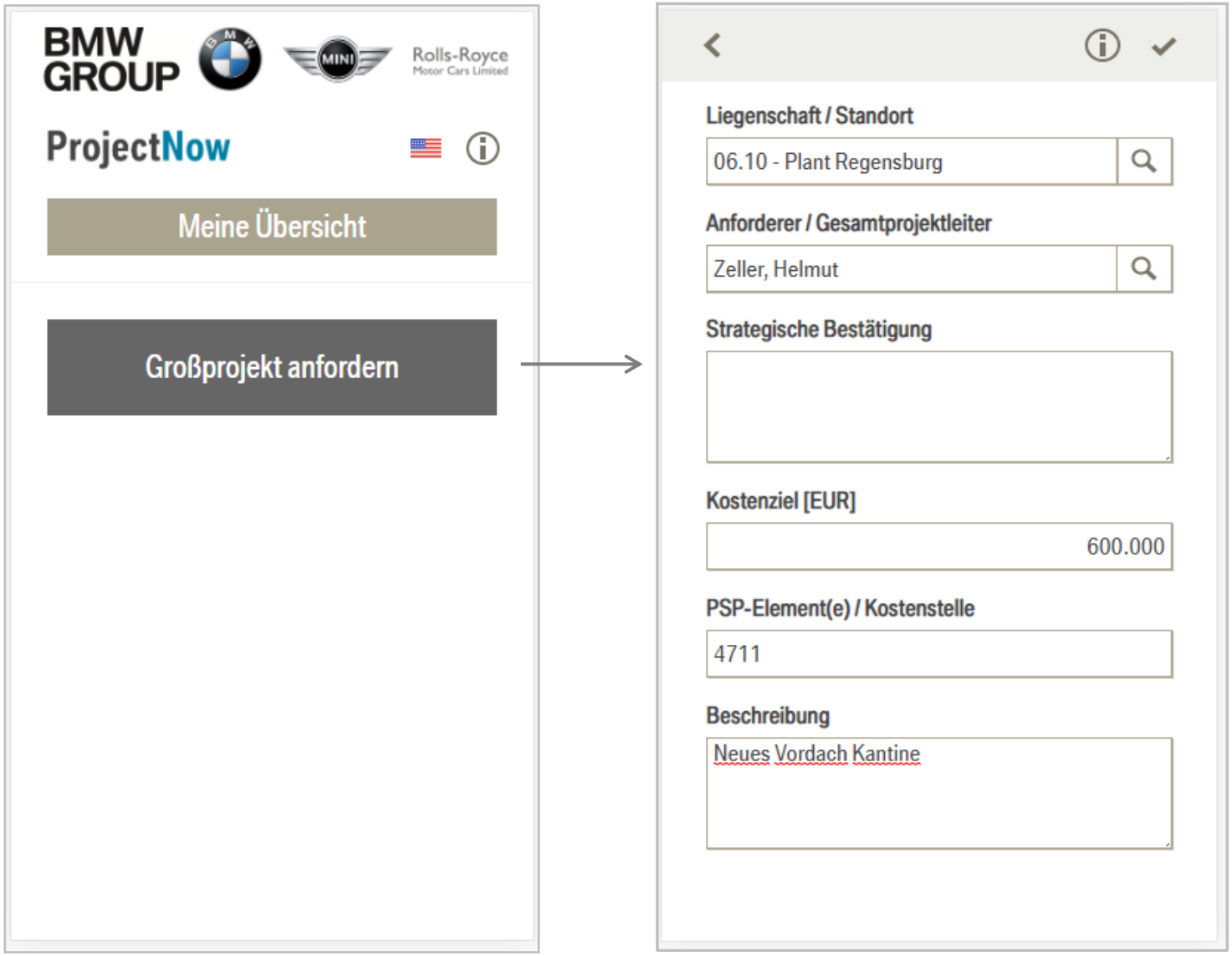


ProjectNow V1.0 starting in Oct/ Nov. 2019

- Situation
  - New projects needs to be open always in KLUSA® and takes often a long time
  - Access for registered users only
  - Complete Management of their re location (i.e. offices, part of factories, etc.)
- Challenge
  - Get more up to speed in opening new projects
  - KISS – keep it simple & stupid
  - Just want to get more creative and productive ideas internaly
- Solution
  - more poeple outside the project team involved with such mobile app



ProjectNow V1.0 starting in Oct/ Nov. 2019



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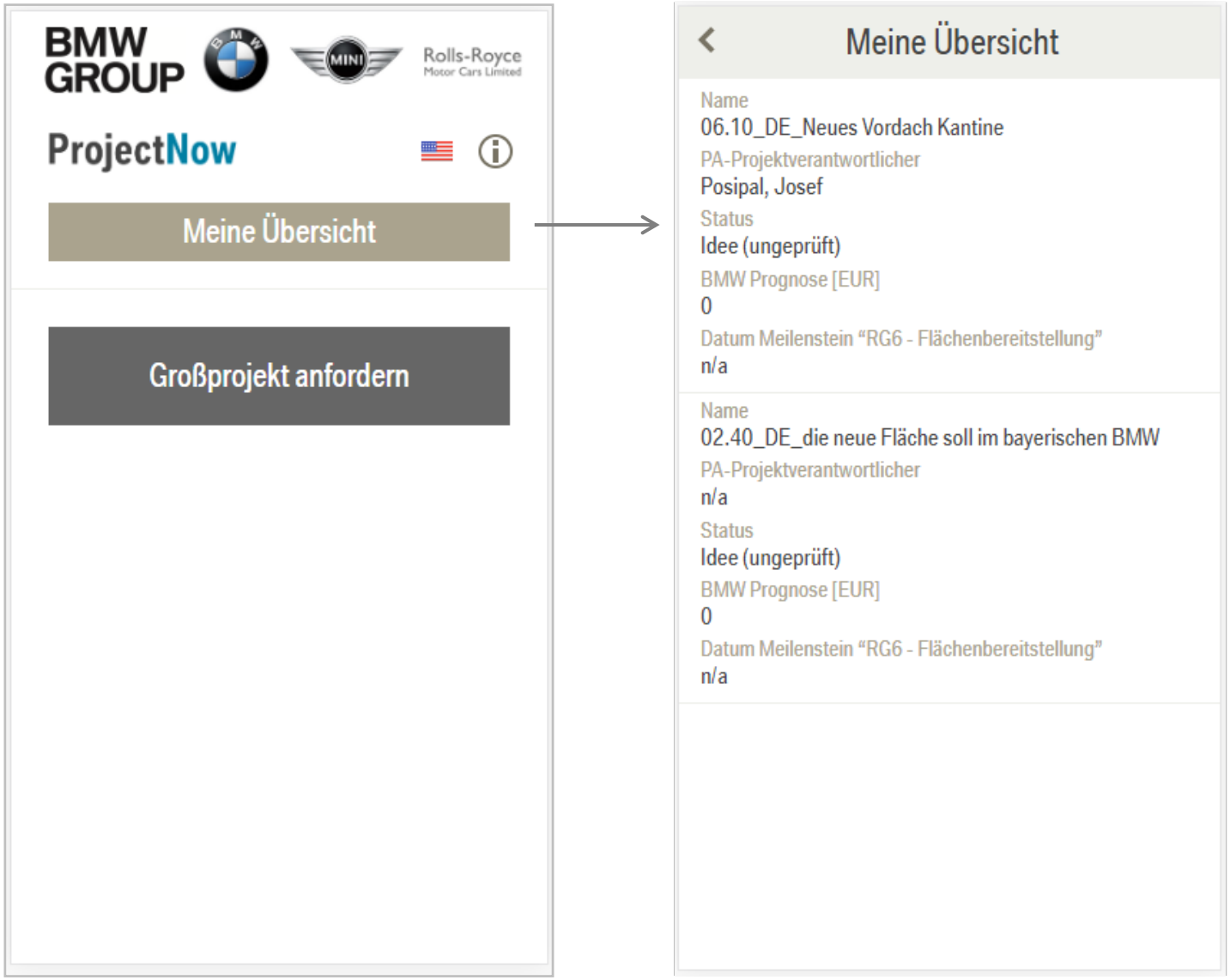

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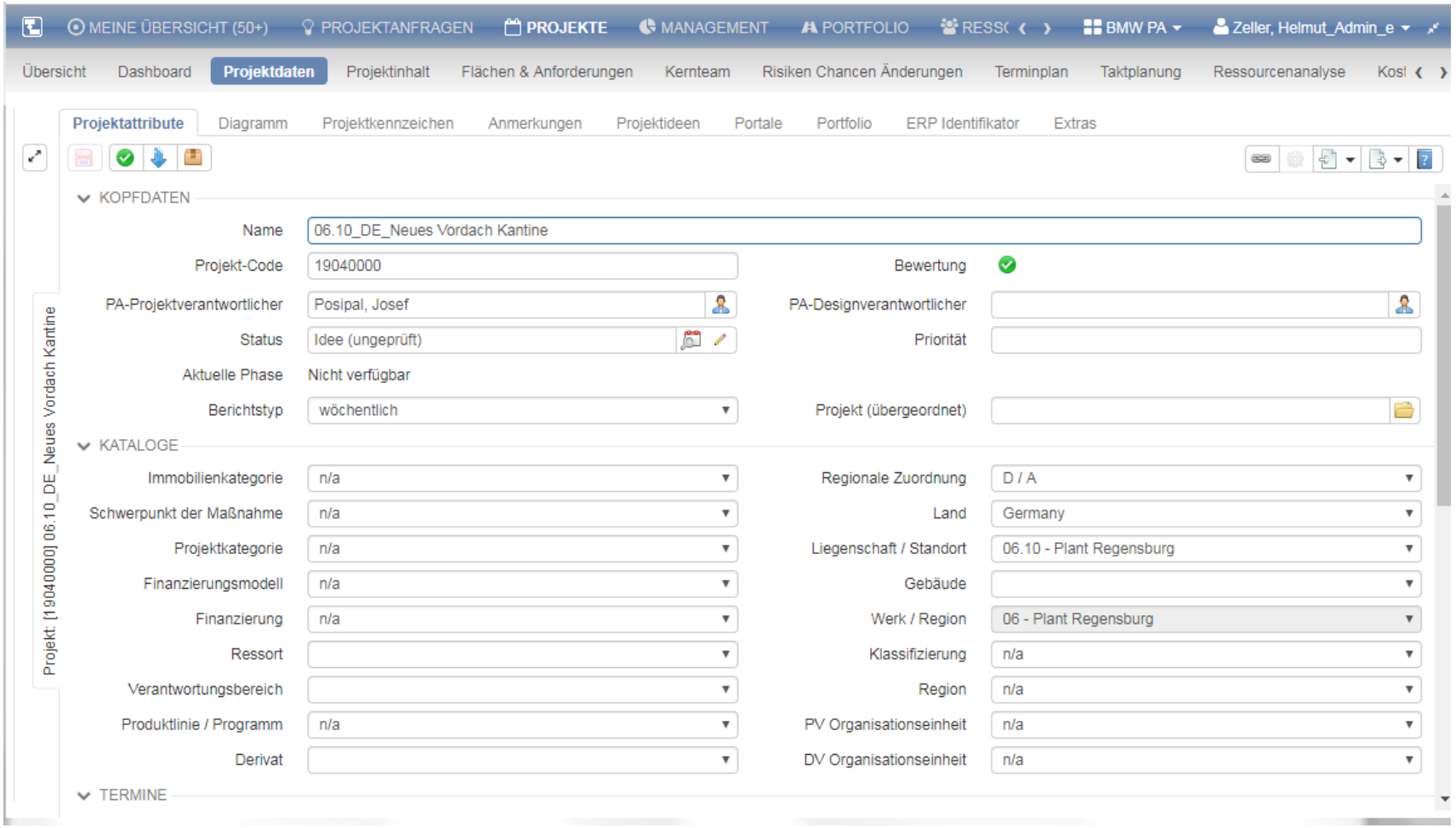

KLUSA® Features

Module, Interface	Essential	Professional	Enterprise
My KLUSA® General and user specific overviews	✔	✔	✔
Time Accounting Project time accounting and completion, maintenance of absences	✔	✔	✔
Demands Project preliminary phase with scope, dates, costs and resources, documents			✔
Projects Risks / opportunities, project structure and scheduling, tasks, resources, budget, costs / benefits, documents, reports, plan variants, change management	✔	✔	✔
Management Dashboards and multi-project views on deadlines, costs, resources, etc. Data exports to MS Office Excel, Word, PowerPoint (Report Designer)	✔	✔	✔
Portfolio Portfolio composition, portfolio scenarios, feedback to demands & projects			✔
Resources Company-wide resource management, representation of the line organization, departments, teams and employees with specialized profiles/qualifications and capacities			✔
Companies Supplier/vendor and customer management with their connection to projects offers/orders/invoices, competitor analysis			✔
Administration System administration, user and role management, catalog/list management	✔	✔	✔
ERP Sync Manager (Interface) Automated project-related import of actual costs from ERP systems		✔	✔
... **More Interfaces** AD/LDAP User Sync, MS Office Project Addin, customized interfaces			✔

Thank You...

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