

The background of the page features a large, stylized clock face with red hands and numbers. The clock is partially obscured by the text. The numbers 1 through 7 are visible, with the number 7 being particularly large and prominent. The hands of the clock are also red and have a thick, brush-like appearance. The overall aesthetic is industrial and dynamic.

BUSINESS PERFORMANCE

IFS/Business Performance™

IFS/Business Performance™ is an integrated strategic performance management and control system that includes Reporting, Analysis and Scorecard capabilities. By the use of proven Data Warehousing techniques business information can easily be accessed from IFS Applications as well as other data sources. The IFS/Business Performance is available as a web solution that enhances communication of strategy and performance management in distributed settings. The IFS Scorecard enables organizations to apply a Balanced Scorecard framework, which supports the execution of strategies by aligning strategic objectives and performance measures to vision and strategy. From the IFS Personal Portal, users can easily access relevant Business Performance information in IFS Scorecard, Analysis and Reporting. Furthermore, in the Personal Portal Business Performance information can be presented in speedometers, tables and graphs providing performance feedback in a Management Dashboard fashion.

*MULTIDIMENSIONAL VIEW
OF YOUR BUSINESS PROCESSES*

The integrated solution of IFS Business

Performance includes the following parts:

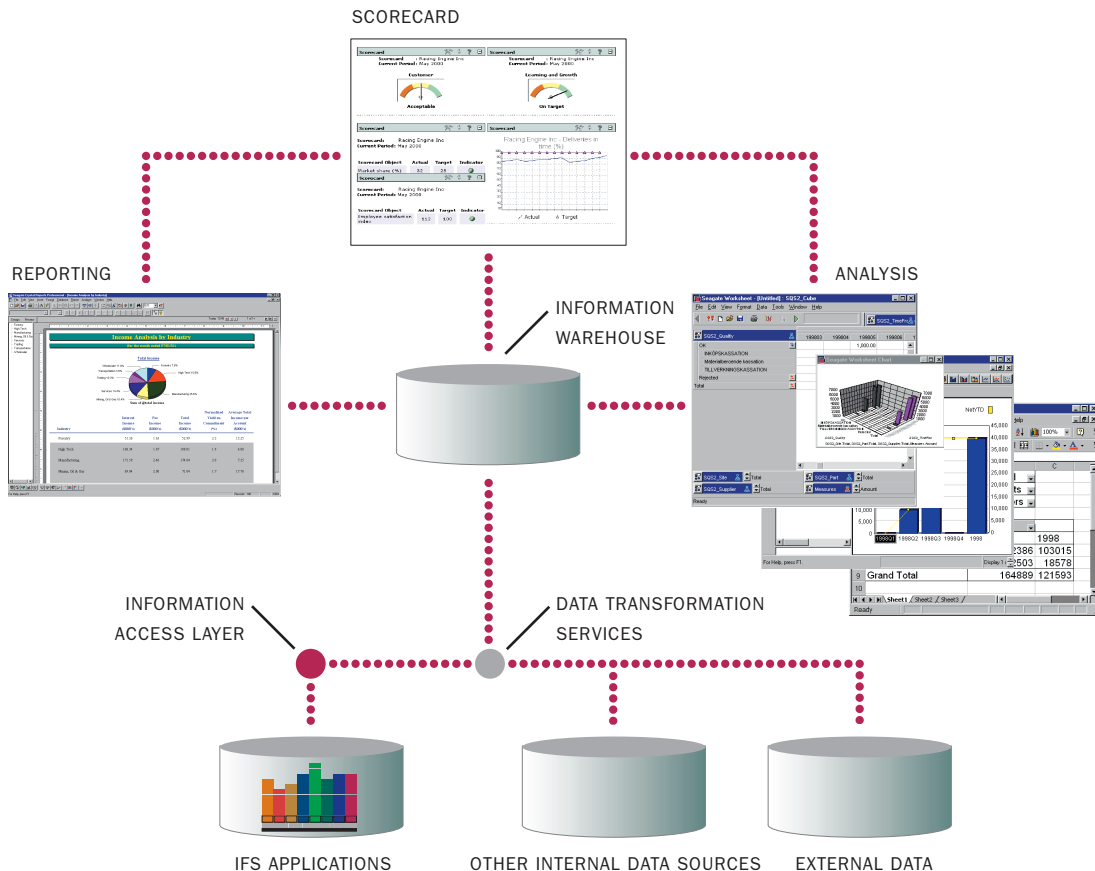
The **Information Access Layers** provide an easy-to-understand interface to IFS Applications, enabling the user to view and access Applications data. Here data is structured around the major subjects of the company (e.g. customers, products or suppliers) and then summarized and presented in a way that makes sense to business users. Hence, presenting data in a business-oriented fashion, restoring the vital business logic that can be lost in relational databases, creates information.

Data Transformation Services is an IFS developed tool for extracting and transforming operational data from IFS Applications and/or other major data sources to an Information Warehouse. Scheduling the transfer of data from the operational system ensures that consistent data are retained without interfering with daily business or affecting operational performance. The tight integration with the Information Access

Layers facilitates identification of data relevant for reporting, analysis and performance management purposes and subsequently the transfer of that data to the Information Warehouse.

The **Information Warehouse** enables the integration of information from many data sources, which will support the adoption of a multitude of business perspectives for performance reporting, management and analysis. The Information Warehouse allows efficient management of large amounts of business-oriented information that is time-stamped, which means that the information is non-volatile to changes. This ensures information consistency.

Business Performance Reporting makes use of Crystal Report that is a very cost efficient reporting tool. With the help of user friendly wizards, users can create reports quickly and easily. It is also easy to highlight important values, add pictures or text, and customize the look of the reports with powerful

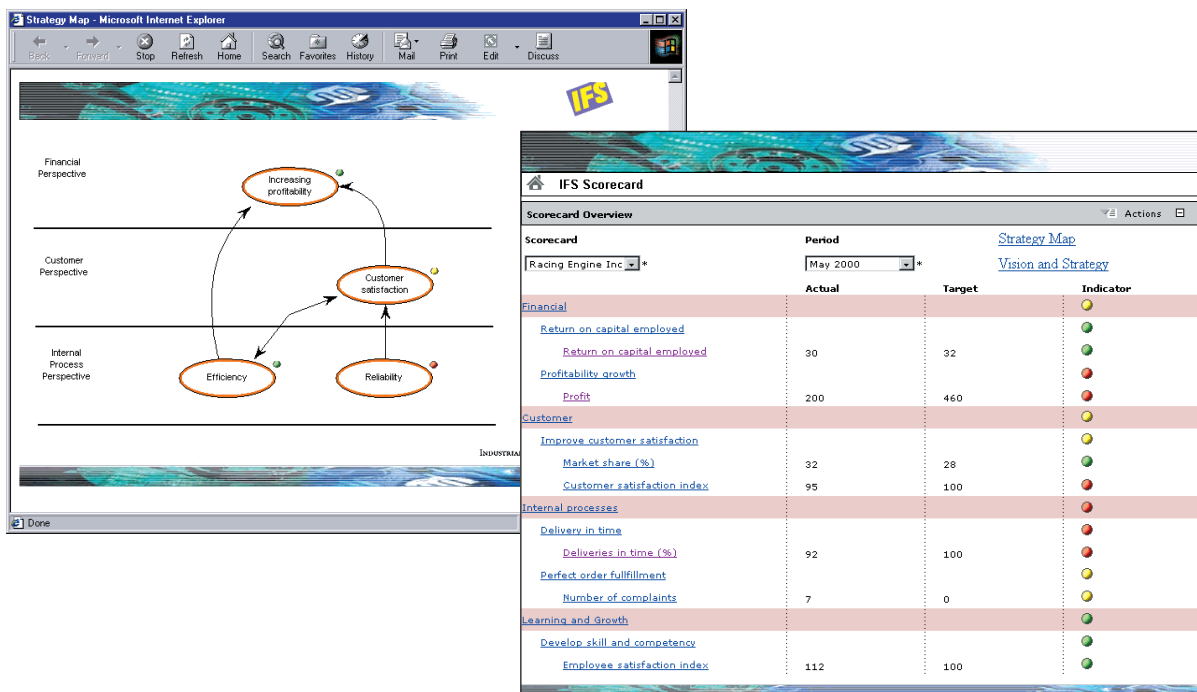


formatting features. Crystal Report enables flexible distribution of reports in a variety of formats including Microsoft Word, Excel, text, HTML, e-mail and/or over the Web.

For **Analysis Business Performance** component uses the Microsoft® Analysis services to build and run the so-called OLAP info cubes (multi-dimensional analytical models). In order to easily retrieve business-critical data for key decisions from the business application system, predefined and easy-to-access multi-dimensional information cubes are required. This functionality is provided in the analysis solution together with administrator support for design, configuration and distribution of cubes to other users. The configuration support easily allows tailor-made and case-by-case abilities for analyzing data from different perspectives. IFS/Business Performance can be used with several OLAP-clients that have incorporated OLE DB into their products. For many users Microsoft® Excel 2000 will be sufficient to cover the need for analyzing and presenting data. For advanced users with higher requirements, we recommend the client ProClarity™.

The IFS Scorecard is a flexible Web-application

that allows organizations to implement performance management from many perspectives. It enables implementation of the Balanced Scorecard framework, which supports the execution of strategies by linking strategic objectives and performance measurement to the long-term vision and strategy. The IFS Scorecard follows the leading Balanced Scorecard standard “Balanced Scorecard Collaborative Functional Standards 1.0” developed by Robert S. Kaplan & David P. Norton. In the Scorecard application strategies can be visualized in a Strategy Map that is an important tool for identifying the critical success factors and communicating strategy in the organization to support the creation of business value. Other Scorecard frameworks are easy to apply. Including frameworks that hold a functional or process control perspective, but also customized perspectives used for Quality or Environmental Scorecards. The IFS Scorecard is also highly suitable for more “traditional” performance measurement that draws upon the use of Key Performance Indicators. In essence, the Scorecard component helps organizations to manage and control the critical business issues that lead to success.



IFS/Business Performance supports the creation of value in the business

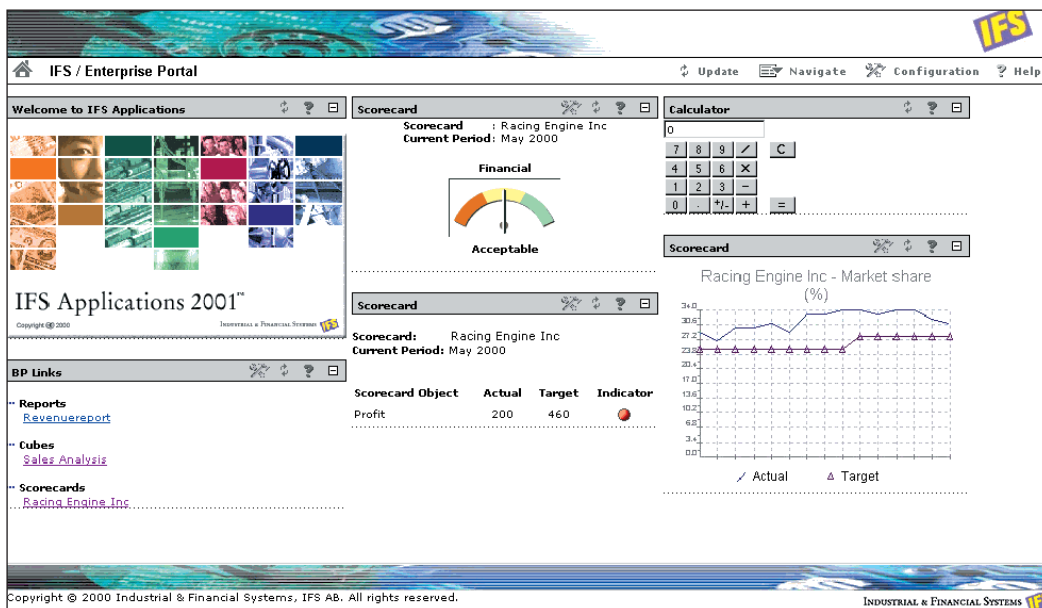
To stay competitive in today's business environment it is essential to manage and control a wide array of factors that drive the success of the company. To succeed companies have to adopt a holistic and multidimensional view of problem solving and analysis. This creates a need for a performance management system that allows the user to view the business processes from many different perspectives. A modern performance measurement system, thus, has to allow for a multitude of business perspectives. Executives, managers and blue-collar workers have all their specific needs for information that will help them make the right decisions and to take the right action. As a consequence, a performance management system has to incorporate measurement models that support strategic and operative processes, short and long-term perspectives, financial and non-financial perspectives, functional and/or process-oriented measurement, and externally and/or internally focused business processes.

Whatever the perspective, performance management boils down to a need to identify, collect, store, analyze and distribute critical business information that will

help to continually improve the business and ensure that high value is delivered to shareholders, customers, employees and other major stakeholders. Thus, the focus of IFS/Business Performance is on understanding and measuring the revenue and cost drivers of the business in order to effectively manage and control the creation of value.

IFS/Business Performance allows for many input and output sources that enable performance management from many perspectives

The most recognized solution to support an organization with relevant business information from many perspectives is Data Warehousing. This is a separate environment that focuses on the technical handling of data from different sources and effectively supports ad hoc queries, analyses and reports. IFS/Business Performance provides a Data Warehousing solution, which we label Information Warehouse, that incorporates reporting and analytical capabilities, allowing users to efficiently manage and control performance of critical success factors at the business, process and/or activity level.



From the IFS Personal Portal users can easily access Business Performance

About IFS and IFS Applications

IFS develops and supplies component-based business applications for medium and large enterprises. IFS Applications, which is based on web and portal technology, offers 60+ enterprise application components used in manufacturing, supply chain management, customer relationship management, financials, engineering, maintenance and human resource administration. IFS provides customers step-by-step evolution to the extended

enterprise with e-business solutions that offer partner, customer, and supplier collaboration.

A top global business applications supplier, IFS has 3,200 employees, with sales in 43 countries. The company is listed on the Stockholm Stock Exchange (XSSE:IFS).

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