

***Fabasoft***<sup>®</sup>

[www.fabasoft.com](http://www.fabasoft.com)

**PR-Kontakt**

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## 1 About Fabasoft

Fabasoft is a European software manufacturer and cloud provider with over 25 years of experience in document management. Fabasoft's software products ensure the consistent capture, process-oriented handling, secure storage and context-sensitive finding of all digital business documents. These functions are used in both on-premises installations in customer data processing centres, as well as SaaS and cloud services. Fabasoft digitalises and accelerates business processes in the course of informal collaborations and structured workflows both within companies and beyond organisational limits and national frontiers. Our customers benefit through access that is independent of both location and equipment, faster and more cost-efficient work completion, and improved compliance.

Via an efficient and flexible development environment, special customer modifications, specialist applications and branch solutions are implemented on the basis of Fabasoft products. The Fabasoft eGov-Suite, which was developed in this manner, is the leading application for electronic records management in the public sector within the German-speaking region.

The Group is represented by subsidiaries in Germany, Austria, Switzerland, Great Britain and the USA. Furthermore, it maintains sales and project partnerships in these and other countries. Fabasoft AG, with its headquarters in Linz, Austria, acts as the Group's administrative body. [www.fabasoft.com](http://www.fabasoft.com)

### **Short version:**

Fabasoft is a leading European software manufacturer and cloud provider with its head office in Linz, Austria. Fabasoft has offices in Germany and Switzerland. Fabasoft software products and services ensure the consistent capturing, organizing and archiving of all digital documents and records within a company (enterprise content management). On this basis, Fabasoft accelerates the full digitization of business processes, both via informal collaboration (social B2B collaboration) and structured workflows – internal and across company and country borders. Fabasoft combines passion for innovation at the cutting edge of technology with uncompromising product quality and the highest speed of implementation. This brings important competitive advantage through more agility in business and smaller IT costs. [www.fabasoft.com](http://www.fabasoft.com)

**Managing Board Fabasoft AG**



v.f.t.r.: Dipl.-Ing. Helmut Fallmann, Leopold Bauernfeind

**Supervisory Board Fabasoft AG**



v.f.t.r. Prof. (FH) Univ.-Doz. Dr. Schaumüller-Bichl Dipl.-Vw. Hans Spitzner, Prof. Dr. Friedrich Roithmayr (Chairman of the Supervisory Board), Dr. Peter Posch, Dipl.-Vw. Hans Spitzner until 30 June 2014.

From 30 June 2014, Dr. Andreas Altmann is the new Member of the Supervisory Board.

## 2 Business Model

The Fabasoft Group's business model includes distributing its own software and cloud services, as well as providing related services. Products, online services and other services are sold to both private customers and public sector customers. In the public sector, successful participation in tender procedures is an essential part of its distribution activities, especially in new business. The subject is typically electronic file and workflow management, as well as e-government solutions. In the private sector, the focus is on business-to-business collaboration, digital business processes and electronic records (e.g., personnel records).

Fabasoft addresses the market both directly, through its own sales and service organisations, and in collaboration with sales and implementation partners. Its direct business is predominantly through own subsidiaries in Germany, Austria and Switzerland. These companies also have their own project organisations. Where required, these organisations assume the general contractorship for project implementation and implement additional and subsequent projects. In addition, the company seeks to establish and develop sales and implementation partnerships with local providers in new geographies.

Based on the customers' requirements profile, either the Fabasoft Group's enterprise products (Fabasoft Folio, Fabasoft eGov-Suite, Mindbreeze Enterprise Search and Fabasoft app.telemetry), the Fabasoft Cloud or even hybrid models are selected. Enterprise products run either on the customer's systems, or as Software-as-a-Service (SaaS) services operated by Fabasoft or partners. "Appliances" are a new marketing model: Within this model, standardized turnkey systems (hardware and software) of various performance categories are pre-installed and made available to customers for use in their datacentres for an annual fee and a defined term. The first Fabasoft Group offering in this category is Mindbreeze InSpire.

### 3 Key Data

**First 6-months of the fiscal year 2014/2015 (1 April 2014 – 30 September 2014)**

<b>in EUR tsd</b>	<b>30/09/2014</b>	<b>30/09/2013</b>	<b>Change</b>
Sales revenue	12,364	12,134	1,9%
Result before income taxes	800	1,143	-30,0%
EBIT (operating result)	770	1,153	-33,2%
EBITDA	1,527	1,975	-22,7%
Result for the period	485	928	-47,7%
Equity	11,933	12,601	-5,3%
Cash flows from operating activities	1,484	-1,577	194,1%
Cash and cash equivalents at end of period	12,032	11,273	6,7%
Employees, as at 30/9	206	199	3,5%
Basic earnings per share (in EUR)	0.10	0.20	-50,0%

## 4 Product Portfolio

### **Fabasoft Folio**

Fabasoft Folio is a European business software product for secure electronic content management, records management and case management for all digital data and also for informal collaboration and the digitisation of workflow. Fabasoft Folio ensures greater transparency and traceability in fulfilling compliance requirements in digital business processes.

Clients can choose between installing and running Fabasoft Folio on a Microsoft Windows platform or on an open source platform (Linux). Fabasoft Folio is particularly convincing thanks to the efficient modelling and implementation of individual, content-centric specialist applications and business processes on the broad performance spectrum of the standard product functionality with the greatest possible flexibility, speed and solution quality.

### **Fabasoft eGov-Suite**

Fabasoft eGov-Suite is a proven product in a wide range of European countries and a leading product in the German-speaking world for electronic records management in the public sector. Documents are collated, processed, comprehensively documented and stored so that they are audit-proof and forwarded using workflows. The product is used to increase the speed, efficiency and transparency of administrative processes in central administrations (federal ministries and federal administrations), and regional and local authorities. Fabasoft eGov-Suite is the backbone of citizen-oriented eGovernment processes. The product is based on international standards and has been evaluated and certified by administrative authorities in Germany, Austria and Switzerland. Fabasoft eGov-Suite is based on Fabasoft Folio.

### **Fabasoft Mindbreeze Enterprise**

As a full-text search Fabasoft Mindbreeze Enterprise enables relevant information to be found quickly. Data containers such as email systems, file systems, databases, document management systems, intranets and the internet are processed and searched. With Fabasoft Mindbreeze Enterprise external data sources can also be integrated into the overlapping information access. Thanks to the uniform company-wide information access, contexts are shown in a clear and easy-to-recognise way. Existing user rights and the application context are always maintained in the process. Search tabs and facets structure the results and ensure users have an overview quickly. Actions can be executed based on

search results so that a hit can be immediately processed further. Fabasoft Mindbreeze Enterprise can be integrated as a classic full-text search in Fabasoft Folio and Fabasoft eGov-Suite.

**Fabasoft app.telemetry**

Fabasoft app.telemetry measures the performance of transactions in distributed software applications and allows the analysis of this data in the context of the respective use cases. Fabasoft app.telemetry forwards user queries to servers and locations and records detailed information via every instrumented application (service) involved. Such information includes, for example, execution time, the time spent within a service or query and the duration of a database query. In this process Fabasoft app.telemetry describes the appropriate path through the system, whereby the application management, user support or help desk can locate the time-critical points quickly and precisely and take the appropriate measures.

**Fabasoft Mindbreeze Enterprise**

Fabasoft Mindbreeze Enterprise offers a professional full-text search feature for fast retrieval of relevant facts. Connectors exist for Fabasoft Mindbreeze Enterprise to support indexing and searching of and in data sets from the Fabasoft eGov-Suite and Fabasoft Folio. Unified access to information presents correlations in a clearly and easily recognizable way. The existing user rights and the application context are always kept. Search tabs and facets structure the results and provide a quick overview. Actions can be performed against search results, allowing the user to continue working immediately with one match.

**Mindbreeze InSpire**

Mindbreeze InSpire is an appliance (hardware and preinstalled software) that provides a turnkey solution for secure enterprise information searching with a low configuration and installation overhead. The appliance will be integrated into the existing IT infrastructure. After configuring the connectors for all relevant business sources, such as email systems, document management systems, archives, and specialist applications, Mindbreeze InSpire semantically analyses the data, generates links, and creates a search index to efficiently handle queries. In addition to the search feature, the editor developed by Mindbreeze, allows information from different areas found by search applications to be linked and viewed. Information on a specific topic is displayed directly, e.g., as a dashboard, and not



as a hit list, unlike classical search queries. The view can be customised using the editor. The editor provides a selection of design elements (widgets) that can be arbitrarily combined without any programming knowledge. This means that varying needs in specialist departments can be met through individual search applications. In addition to this, Mindbreeze InSpire offers a complete set of interfaces, thus giving software manufacturers, software integrators and developers the ability to use proven Mindbreeze technology in their own products and solutions. The comprehensive possibilities offered by Mindbreeze InSpire – particularly for semantic search applications in connection with the amazingly short time needed for implementation due to its appliance character – make the product especially well-suited as an essential part of an enterprise's private and hybrid cloud infrastructure.

### **Fabasoft Cloud**

In the Fabasoft Cloud, companies exchange business data and manage mobile collaboration. The core competence of the cloud service lies in the three areas of security, search functions, and service.

**Security:** Data is stored in three cloud locations: Germany, Austria and Switzerland. In each of these locations, the data is secured synchronously at two geographically separate computing centres. The data is encrypted both during transmission and during storage at the computing centre. Collaboration takes place in “team rooms”. A team room is an online workplace to which only users with explicit permission are allowed to enter upon invitation and after secure authentication. Two-factor authentication as well as login per digital identity protect the business data against unauthorised access. With the Fabasoft Cloud, businesses operate in the cloud as an organisation. This allows for business-wide administration of cloud resources and security configurations including reproduction of the specific organisational structure of the company in the cloud.

**Search:** The Mindbreeze search function included in the service package sifts through the information and document contents stored in the Fabasoft Cloud. Therefore, with a simple search field, users can immediately find the relevant information from the team rooms for which they have been given access permissions. By way of contextual, dynamic information elements (filters), the user navigates quickly and efficiently through the information (guided navigation).

**Service:** For Fabasoft Cloud users, support is available via support button, telephone, and e-mail within the framework of specified support service levels.

The time-travel function gives users the ability to view the documents and metadata at a specific point in time in the past. Beyond that, the Fabasoft Cloud also offers auditing, dynamic watermarks for documents, and the modelling of business processes according to the BPMN 2.0 standard.

## 5 Product Development

Within the Fabasoft group, dedicated product teams are responsible for product-related research and product development. The development activities of these teams are based on “Scrum”, a method framework for agile software development. The aim here is to create innovation and add value in short iteration cycles, in line with the principles of “Quality, Usability and Style”. New professional-quality features are available at the end of each sprint (working period of two weeks). This allows for gradual optimisation, while reducing the risk, and empowering a faster response to customer needs and market opportunities. In the past fiscal year, Fabasoft specifically focused its research and development activities on the products Fabasoft Cloud and Mindbreeze InSpire.

Fabasoft Cloud as the successor product to Folio Cloud was redesigned with a consistent focus on simplicity, accessibility and design. The state-of-the-art and intuitive user interface offers all the amenities of a sophisticated, contemporary cloud solution, empowering customers to leverage high-end features on the spot without training overhead. Designed as an enterprise solution, Fabasoft Cloud meets the highest quality and security standards for professional requirements.

Mindbreeze InSpire, as a complete solution for the rapid introduction of a search application in the enterprise was deployed by numerous key accounts and further optimised on the basis of customer feedback.

The high innovation and quality standard of the products is also reflected in numerous awards: At European level, Fabasoft won the EuroCloud Europe Award 2013 with Fabasoft Cloud and a solution for central certificate management in the automotive industry, while at national level Fabasoft was awarded the EuroCloud Austria Award 2013 and the EuroCloud Germany Award 2013 for Fabasoft Cloud. Management consultants Detecon

International, in cooperation with the Federal Ministry of Economics and Technology (BMWi), presented Fabasoft with the performance award for Fabasoft Cloud. In the Best in Cloud award by Germany's "Computerwoche" magazine, Fabasoft Cloud was acclaimed the most innovative cloud product in the German-speaking area.

Talks with analysts served to identify market trends at an early stage, and integrate them into product development. In the past fiscal year, the uninterrupted trends of Cloud Computing and Big Data continued to dominate the scene. Specifically taking the eavesdropping scandal revelations into account, Fabasoft also took further actions in its development and product areas to guarantee the highest security standards for its customers. To allow this to happen, Fabasoft was the first Austrian company to successfully complete TÜV Rheinland Security Certification, on top of its existing certifications, such as ISO 27001 and ISO 20000. The "Certified Cloud Service" certificate officially confirms the excellent quality and security of the Fabasoft Cloud and Fabasoft's compliance with the value promise to its customers.

The product marketing teams within the Fabasoft Group are responsible for strategic and operational marketing. In close cooperation with Product Development, they develop appropriate roadmaps for the various products. Talks with experts and comprehensive analysis of the market environment are incorporated into our decision making process. The team members themselves take responsibility for implementing and validating the defined actions.

## 6 Service Business

The services in direct sales activities range from consultancy and project management, through user support, training, support, creation of customised pre-configurations, development support, systems integration, and implementation of customer-specific test procedures, to management and management support. These services can be called off either continuously, for example, in the form of annual contracts for support services or management services, or on a project-related basis. Project-related services are provided both on the basis of fixed price quotations, as well as on the basis of "Time & Material" agreements. General contractorship services are often provided for projects.

In addition to services for direct customers, Fabasoft also provides support services for its partners. The focus in partner support is on product-related know-how transfer, technical support and training, and product training services.

## 6.1 Certified Security

Fabasoft is certified and tested according to the relevant standards for security and reliability. Compliance with these standards is reviewed via regular external audits.

- ISO 27001: The ISO 27001 standard is a globally recognized standard for the assessment of the security of IT environments. For customers, the certification guarantees the adherence to clearly defined technical and security based standards concerning all IT and business processes and all sensitive company information.
- ISO 20000: The ISO 20000 standard is an internationally recognized standard for IT service management which documents the requirements for professional IT service management. The central idea of the standard is to improve quality and reduce costs through higher efficiency.
- ISO 9001: ISO 9001:2008 represents a process and system oriented approach to quality management and continuous improvement. Since 2005 the entire Fabasoft group has been ISO 9001:2008 certified. A particular focus is placed on customer satisfaction.
- ISAE 3402 Type 2: The International Standard on Assurance Engagements (ISAE 3402) is the new international testing standard that assesses the effectiveness of internal control systems (IKS) of service providing organizations. the standard was created by the International Auditing and Assurance Standards Board (IAASB) as a successor to the SAS 70 Standard. Up until 2011 Fabasoft was tested according to the AICPA's reporting standard SAS 70 Type II.

## 7 Download links for images and graphics

- Newsroom: <http://www.fabasoft.com/en/newsroom.html>
- Press Kits: <http://www.fabasoft.com/en/press-kits.html>
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