GLOVIA G2

ENTERPRISE RESOURCE PLANNING

CrescentOne | 2022

ENTERPRISE RESOURCE PLANNING

As a manufacturer, your needs have grown more complex and increasingly urgent. Competition is increasing faster than ever due to the new emphasis on manufacturing.

You must manage a rapidly growing product base. You must respond to customer demands quickly and accurately, on time and on budget. You must gain visibility into all your operations, and synchronize your supply chain and provide immaculate service. At the same time, you are expected to reduce costs.

CrescentOne's extended ERP suite, GLOVIA G2, can help you achieve these objectives and resolve your business issues.

With GLOVIA G2, you can improve your operations no matter if your business spans the world or only a few time zones. Our solution, deployed strategically, scales to meet the enterprise-wide needs of global corporations. Deployed tactically, GLOVIA G2 is a cost-effective platform for managing enterprises, divisions or individual factories.

Now powered by Microsoft.NET architecture, GLOVIA G2 is an open, powerful, flexible system to support your business needs. Because our customers have customers, suppliers, and operations around the world, GLOVIA G2 supports multiple languages, multiple currencies and both simple and complex business structures.

GLOVIA G2 is a proven, comprehensive, integrated, and flexible solution that world class manufacturers use to manage all of their operations— from product design, sales and procurement to production, order and engineering management and post-sales service.

We welcome the opportunity to discuss your business issues with you and our potential solutions to those issues. In the interim, we invite you to visit our website at **www.CrescentOne.com**.

Sincerely,
Your CrescentOne Team

CrescentOne
HERITAGE

With more than 40 years of world-class manufacturing experience, we are unique among all ERP providers. Originally, Xerox created the solution for its manufacturing facilities—and it is still the only one developed by manufacturers for manufacturers. Now part of Fujitsu, CrescentOne continues to benefit from a manufacturer's expertise and knowledge.

Timeline

1970
Founded as Xerox Computer Services, introduced inventory, manufacturing and financial applications

1975
Released software commercially as a timesharing application

1984
Introduced XBMS, fully integrated with database, MRPII and Financials for discrete manufacturing companies

1990
Introduced Xerox Chess, Industry's first client server ERP system

1995
Enhanced Engineering capability and relational database

1997
Contracts and Projects release with PRP and Seiban

1999
Automotive release with Customer Supplier, and Tools & Gauge

2002
Factory Planning, Customer Portal, Web Client and Kanban

2004
Supply Chain Planning, lean support, consignment, ans collaboration

2006
Availability and Opportunity Planning, granularity, substitution, Componezation

2008
Web services Configurable UI DRP

2010
Microsoft NET, End User Productivity and Insights

2011
Mobile Workplace Fast Ship, SOX and JSOX Compliance

2012
Support both MS-SQL and Oracle RDBMS, IFRS and XBRL

2014
BYOD - Device Independence

2015
Workflow HTML5

2016
CRM, Sequencing, PDM Interface, PMI, Call Center, Debugger, Version Control

2018
Shop Floor Dispatch, Contract Agreements, Enterprise Search

2020
AP Automation, Shop Floor Scanning, Machine Integration Postgres

2021
GLOVIA is acquired by Constellation and is now part of the FOG Software Group

CREATED BY MANUFACTURERS
FOR MANUFACTURERS

From the very beginning, we studied what manufacturers needed to support their operations and we designed a solution to meet those needs.

Manufacturers needed a solution to manage their core business, so we put products and production at the heart of GLOVIA G2. They needed a solution to support all their operations, so we made GLOVIA G2 flexible enough to manage a wide range of manufacturing styles and strategies at the same time. They needed a solution dynamic enough to respond to intense change, so we built GLOVIA G2 on a real-time database.

Production as the Foundation
Manufacturers need a solution that supports core business processes: managing product definitions, tracking inventory, coordinating resources, fulfilling orders and synchronizing operations.

We made products and production the foundation of GLOVIA G2—instead of the general ledger—to help you manage and improve the processes that truly impact your profitability.

Operational Flexibility
We anticipated your need to be flexible, so we designed GLOVIA G2 to change as your business changes. Whether you need to support a new product or new business strategy, GLOVIA G2 works out of the box and never boxes you in.

You need to run multiple manufacturing environments simultaneously, so we designed GLOVIA G2 to support the entire spectrum of manufacturing modes simultaneously: Project- Based, Engineer-to-Order, Make-to-Order, Configure-to-Order, Make-to-Stock, and High Volume/Repetitive as a single solution.

We also added capabilities to support advanced manufacturing strategies such as Lean, Demand-Driven, Kanban, and Just-in- Time, as well as specialized functionality for the Automotive, ETO/A&D and Electronics industries, among others.

Real-Time Responsiveness
Manufacturing is a dynamic environment. Since your customers will not wait for you, you should not have to wait for your ERP system. We built GLOVIA G2 on a real-time database to support today's real-time businesses. Our solution tracks activities as they happen- orders placed, materials consumed, supplies delivered, and shipments sent. With GLOVIA G2, you know what you see on screen is what is happening right now, so you can make the right decisions.

DELIVERING VALUE
AND RESULTS

For more than four decades, CrescentOne has helped manufacturers around the world to manage, strengthen, and grow their businesses. We designed our solution to deliver tremendous value to our customers— including a rapid return on investment and low total cost of ownership.

A Comprehensive Solution

GLOVIA G2 is the next-generation of enterprise solutions: an open, extensible, user-friendly system that powers the Enterprise and empowers your people. GLOVIA G2 addresses the pressing business issues that manufacturers face today such as the complete and seamless coordination of global supply chains, with the management of complex product lifecycles, and the growth of profitable service offerings.

GLOVIA G2 provides manufacturers with advanced capabilities to manage and improve your entire business—from product design, procurement, planning and manufacturing to sales, fulfillment, installation and support. The solution streamlines operations within the four walls and beyond, and integrates disparate internal systems, eliminates functional silos, and brings you closer to your customers and suppliers.

ESSENTIAL GLOVIA G2 BUSINESS BENEFITS INCLUDE:

- **Enterprise-wide Visibility**
  GLOVIA G2 provides you with true supply chain transparency as it eliminates information silos, integrates systems and business processes, and links you to your customers and suppliers

- **Unmatched Flexibility**
  GLOVIA G2 supports your business, no matter what your industry or manufacturing mode, without forcing you to change your business processes - GLOVIA G2 is an investment in your future

- **Real-time Responsiveness**
  GLOVIA G2 slashes order-to-fulfillment cycle times and helps you get the right product to the customer at the right time

- **Improved Efficiency**
  GLOVIA G2 helps you reduce costs as it eliminates excess inventories, boosts productivity and effectively manages resources

The advantages for you are enormous. For example, you can respond quickly and accurately to customer demands, compress both cycle times and information flow throughout your company and supply chain, transform your business into a lean organization, and allow demand to trigger downstream production and procurement activities.

Naturally, all of these benefits eliminate costs and time while they improve your standing with customers and against competition. CrescentOne's extended ERP suite includes more than 70 seamlessly integrated modules that allow you to run and refine key business processes including:

1. **Product Management**
2. **Manufacturing Management**
3. **Financial Management**
4. **Customer Management**
5. **Supplier Management**
6. **Project Management**
7. **Service Management**
8. **Supply Chain Management**
9. **Connectivity And Business Intelligence**
10. **Tools And Technology**

❶ PRODUCT MANAGEMENT

GLOVIA G2 Product Management helps you define and manage your products and allows you to respond to your customers while it minimizes the disruption to downstream processes.

Product Management, the core of GLOVIA G2, provides you with the control you need over product costs, estimates, and configurations so you can better deliver products on time and on budget. You can manage, track, and control all product-related information using multiple Bills-of-Materials and routings—including revisions and alternates—as well as support for the progressive engineering process.

Other Product Management business benefits include:

- Reduced time-to-market for new products

- Improved manufacturability and lowered manufacturing costs

- Reduced product and engineering changes costs

- Improved speed and accuracy of estimates for configured and engineered productssynchronization, impact analysis, and simulation

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ERP Suite

Product Management
Manufacturing Management
Financial Management
Customer Management
Supplier Management
Projects Management
Service Management
Supply Chain Management
Connectivity
Business Intelligence
MES
Tools & Technologies

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❷ MANUFACTURING MANAGEMENT

The factory floor is the center of your supply chain where customer demands, production resources and supply shipments meet—and sometimes clash. Orders are changed, supply deliveries are missed and you have your own problems like machines breaking down. You need strength and you need flexibility.

GLOVIA G2 Manufacturing gives you the control you need over all aspects of production planning and materials management so you can focus on increasing profits.

This flexible solution supports the entire spectrum of manufacturing styles—from High Volume to Engineer-to-Order—and coordinates orders, equipment, facilities, inventory, and work-in-progress to minimize costs and maximize on-time delivery. The solution includes powerful shop floor functionality to track and manage each step of the manufacturing process.

Manufacturing translates your supply chain plan into an achievable production plan that balances the needs of sales, manufacturing, finance, and your customers. The solution includes both finite and infinite capacity planning capabilities that help you develop realistic schedules.

Other Manufacturing business benefits include:

- Reduced finished goods, work-inprogress and component inventories

- Increased resource utilization and lowered manufacturing costs

- Reduced production bottlenecks and idle equipment

- Improved on-time delivery performance

③ FINANCIAL MANAGEMENT

We are all in business to make products—and profits. On top of all your complex manufacturing responsibilities, you need to pay debts, get paid, manage assets, comply with regulations, and execute global transactions.

GLOVIA G2 Financials is a powerful financial management solution that enables you to manage your entire business profitably. The solution supports multiple currencies as well as complex multi-location business structures so you can better manage your global operations. Financials helps you record, consolidate, and analyze your finances and provides complete visibility into enterprise-wide transactions.

The solution includes powerful real-time analysis and advanced reporting options. Financials simplifies all aspects of accounting including cash management, billing, accounts receivable and accounts payable. The solution comes with a powerful integration tool that coordinates and consolidates all financial transactions between GLOVIA G2 applications and the general ledger.

④ CUSTOMER MANAGEMENT

Every manufacturer wants to forge lasting and profitable relationships with customers and managing relationships is the key. Given today's cutthroat competition, you need a comprehensive solution to help you manage every interaction with your customers.

GLOVIA G2 Customer Management helps you manage every customer-facing business process from new customer acquisition and product configuration to order entry, tracking and shipment. Our advanced architecture supports real-time order promising and allows customers to configure products, place orders, and check their status simply using only a web browser.

The solution helps manufacturers streamline sales activities including tracking sales contacts and potential opportunities, and managing customer bids, quotes, sales orders and contracts. GLOVIA G2 also provides comprehensive customer self-service functionality to improve satisfaction levels while reducing costs.

⑤ SUPPLIER MANAGEMENT

Your supply chain does not stop at your delivery docks and neither should your ERP system. To synchronize supply with demand, you must pass forecast and order information to your suppliers quickly, strengthen and automate business processes, and coordinate the complex flow of materials from suppliers to your facilities.

GLOVIA G2 Supplier Management helps you to manage your suppliers, control inventory levels, and improve supplier relationships. The solution supports the entire procurement process including developing and executing supplier contracts, managing purchase orders, coordinating supplier shipments, and executing outsourcing strategies.

Supplier Management provides you with visibility and control over the financial impact of your purchasing decisions and supports a wide range of procurement strategies including centralized/decentralized and global networks of suppliers. The solution allows you to analyze supplier performance for cost, quality, and on-time delivery so you can continually improve your performance.

Other Financials business benefits include:

- Improved reporting and visibility of assets and costs
- Streamlined financial processes, including collection, financing, payment, and settlement
- Reduced overhead
- Increased liquidity and improved cash management

Other Customer Management business benefits include:

- Increased customer loyalty and retention
- Improved sales force productivity and efficiency
- Increased responsiveness to changing demand
- Reduced quote-to-delivery cycle times

Other Supplier Management business benefits include:

- Reduced inventory levels & costs
- Lowered procurement costs through aggregated purchases and negotiated contracts
- Automated procurement processes
- Improved responsiveness by compressing lead times

⑥ PROJECT MANAGEMENT

Planning and tracking resources to meet customer demands is hard enough with standard products, but it is truly difficult when you are building products from scratch. In addition to managing machinery, tooling and materials, you also have to account for non-plant resources such as people and information.

If you manage complex, engineered products with long manufacturing lead times, GLOVIA G2 Projects will help. While the GLOVIA G2 Project Management capabilities can be applied in any industry, the solution was designed to address the unique needs of Engineer- to-Order manufacturers. It enables you to manage complex projects profitably as it coordinates program tasks, resources, and activities while helping to tightly control costs.

Project Management provides you with complete visibility into your manufacturing activities. The solution is seamlessly integrated with Microsoft Project and provides dedicated tools to help you synchronize dates, track project status, avoid missed deadlines, and ensure profitability whether you are managing a single project or a complex, multi-project program.

Powerful cost accounting enables you to determine the impact that changes will have on project completion and profitability.

Whether you are a project manufacturer, or just need to control internal projects, such as new product development, Project Management will provide insight and enable control.

Other Projects business benefits include:

- Improved profitability and customer service
- Optimized use of valuable personnel and equipment
- Decreased project management costs and inefficiencies
- Improved accuracy of service-based estimates and quotes

⑦ SERVICE MANAGEMENT

With exploding product proliferation and ever-shortening product lifecycles, customer service is becoming a key competitive differentiator for complex manufacturers. Increasingly, your success is determined by how well your service team responds, performs, and is managed.

Manufacturers are realizing more and more that in addition to installation support, aftermarket product support including field services is critical to win further business and is a major revenue opportunity. Product complexity and channel proliferation have increased the difficulty of maintaining organizational knowledge and
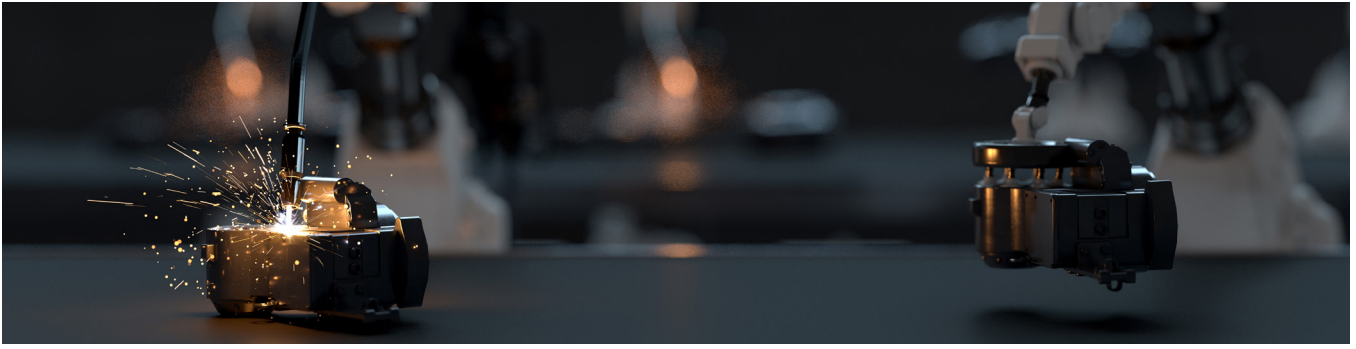
competency in all relationships at all times. Still, competition in this area is cutthroat and the slightest edge in services can mean all the difference in acquiring—and retaining—new and existing customers.

GLOVIA G2 Post-Sales Service helps manufacturers manage all servicerelated processes using a single, integrated system. The solution provides you with complete visibility into your service activities, status, and even costs.

The solution has a unique strength in post-sales service, an increasingly critical competitive advantage and growing profit center for many manufacturers. GLOVIA G2 helps you manage all post-sales service activities, including call handling, service quotation, service order handling, field service dispatch, installation management, preventative maintenance, service contract management, resource planning, warranty management, and more.

Other Post-Sales Service business benefits include:

- Improved customer satisfaction and loyalty
- Improved first-call issue resolution rates
- Increased field service productivity and efficiency
- Increased service-related revenue and profits

⑧ SUPPLY CHAIN MANAGEMENT

To be competitive, manufacturers must look beyond their individual manufacturing plants to synchronize global supply with global demand. They need to allocate finite resources and capacity properly, manage costs, and ensure on-time delivery— all while adapting to constantly changing customer demands.

GLOVIA G2 Supply Chain Management is a comprehensive solution that helps manufacturers manage global supply chains efficiently and cost effectively. The solution creates a detailed, constraint-based plan that synchronizes enterprise-wide demand with current plant conditions while respecting strategic business objectives such as cost and customer service. Supply Chain Management supports real-time order promising, including both Availableand Capable-to-Promise, and improves order management and fulfillment by matching demand with available global supply.

Through sophisticated "what if" modeling capabilities, our real-time planning solutions help you determine the best way to meet demand, whether for your entire business or an individual factory. The solution provides you with the flexibility you need to react quickly to changes such as rush orders, unplanned maintenance, and other production disruptions.

Other Supply Chain Management business benefits include:

- Reduced costs and lowered inventory levels

- Improved customer service through accurate, real-time order promising

- Increased visibility and responsiveness to changing demand and supply

- Reduced quote-to-delivery cycle times

⑨ CONNECTIVITY & BUSINESS INTELLIGENCE

As advancements in technology and the Internet continue to be adopted by businesses, it is important that these businesses have access to the right information at the right time in order to improve their operations and realize the full potential of IT.

Manufacturers searching for solutions to improve the linking of operations and collaboration with trading partners realize the need for accurate knowledge and insight about their products, customers and strategic partners.

The "Connectivity" aspect of GLOVIA G2's Connectivity and Business Intelligence solution (CBI) is designed as a web-based set of e-business applications aimed at eliminating information silos, mapping/automating business processes, linking disparate systems, and collaborating both internally and with their customers and suppliers.
The "Business Intelligence" side takes vast amounts of data and transforms it into meaningful, actionable information, facilitating more sound management decisions.

CBI, based on CrescentOne's XML Framework with SOAP connectivity, delivers advanced technology including XML, ebXML and J2EE and is fully compliant with industry standards such as RosettaNet, OAIG, and SWAP.

CBI also includes GLOVIA G2 Insights, a powerful event and exception management tool, and Transform Foundation Server, our web based document management system.

Other Connectivity and Business Intelligence benefits include:

- Increased supply chain responsiveness

- Optimized information flow and visibility

- Improved decision making accuracy and cycle times

- Easy access to critical business information and documents
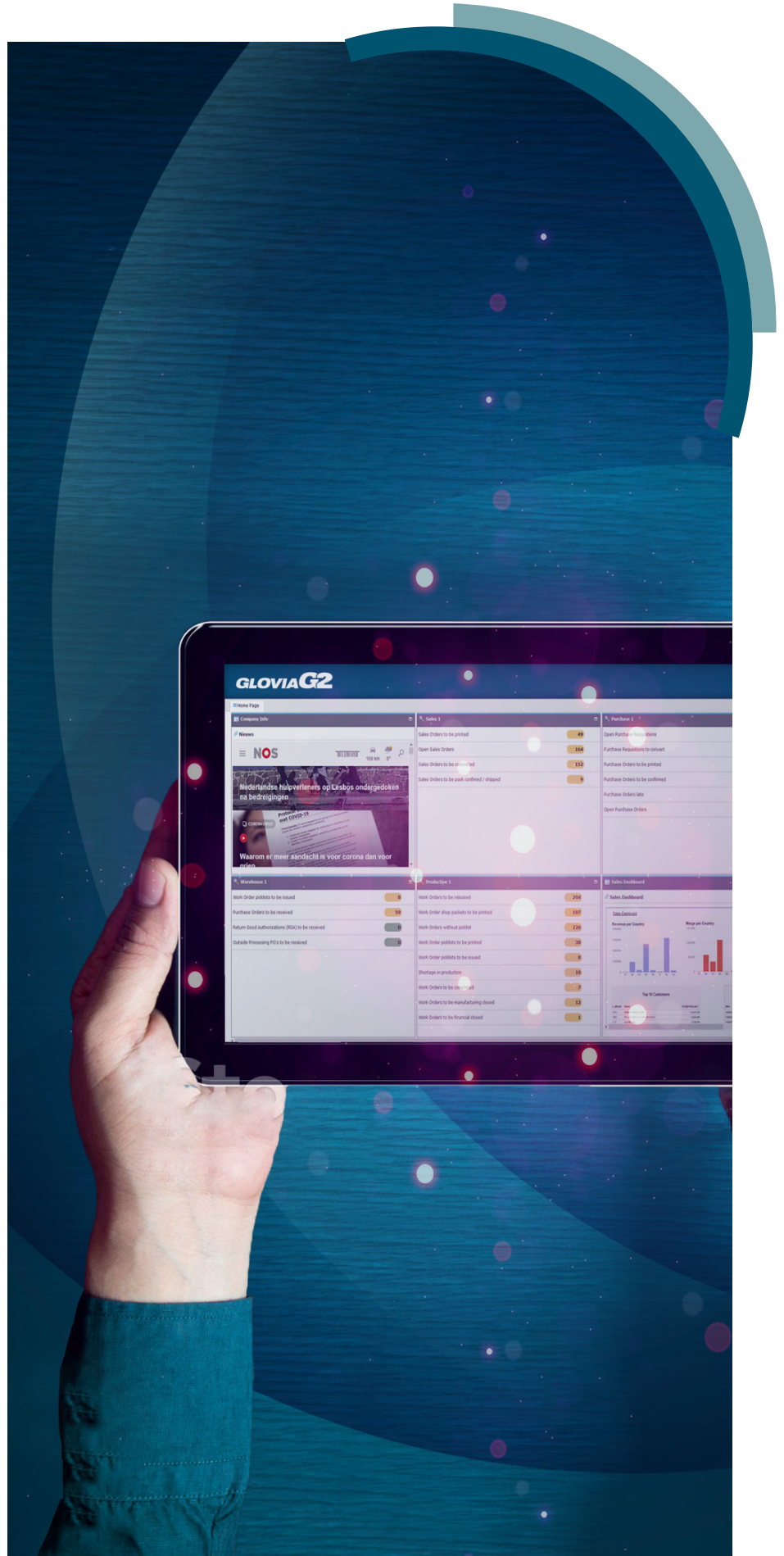
⑩ TOOLS AND TECHNOLOGY

An extended ERP system, at the most basic level, is simply a tool that supports your business. Manufacturers often overlook the costs of proper management and maintenance for these tools when they choose a solution.

GLOVIA G2 Tools & Technologies is a supporting package of core technologies and application development tools that allow you to easily manage and customize your GLOVIA G2 investment.

Beyond providing you with access to GLOVIA G2 source code, Tools & Technologies allows you to apply security to the level of detail you require, audit database transactions and changes, identify application modifications, and customize and extend functionality cost-effectively.

Other Tools & Technologies business benefits include:

- Increased data integrity and security

- Reduced total cost of ownership

- Reduced application management

- Reduced customization and migration costs

CrescentOne
ARCHITECTURE

Our solution is the result of over forty years of continuous effort by some of the best developers in the world. GLOVIA G2 architecture is the foundation for superior, long-term functional depth and breadth, which provides key advantages to you:

Ease of Use
No amount of Enterprise data is worthwhile unless users can access it easily and quickly to find the issues and exceptions and identify and analyze the trends. With this User Experience, GLOVIA G2 unleashes the power of your most valuable resources, your people.

Integration
All modules are seamlessly integrated. You can add new functionality as your needs grow with no worry about costly integration procedures.

Scalability
GLOVIA G2 is designed to grow as your business grows. Our n-tier architecture and powerful core technology support large scale, high transaction-volume businesses. You can scale from a handful of users to thousands of users and support thousands to millions of transactions. You will never outgrow your investment with us.

Flexibility
While other solutions are parametrically driven, GLOVIA G2 is data-driven. Rather than lock you into one mode of operation, we natively support multiple manufacturing modes simultaneously. GLOVIA G2 can change as your processes and strategies change—with no need for re-implementation.

Real-Time
Manufacturing is volatile and you need to be able to support that volatility. With GLOVIA G2, transactions are recorded real-time regardless of where they originate. Suppliers, Customers and Planners are all using real time data and transacting in real time. True customer responsiveness and proper planning and collaboration with partners depend on accurate, up-to-the second information.

GLOVIA G2
PRODUCT SUITE

GLOVIA G2 Modules Chart

Product Management	Manufacturing Management	Financial Management	Customer Management	Supplier Management	Projects Management	Service Management	Supply Chain Management	Connectivity	Business Intelligence
Asset Lifecycle Management	Inventory	Accounts Payable	Bid Process Management	Contract Purchasing	Program Cost Accounting	Call Center	Distribution Requirements Planning	Application Adapters	Ad-hoc Analysis
Configurator	MPS	Accounts Receivable	Contract Management	Material Supply	Project Accounting	Field Service	Factory Planning	EDI	Business Metrics
Costing	MRP	AP Automation	CRM	Purchase Orders	Project Definition	Installation Management	Forecasting	E-RMS	Enterprise Search
Engineering	Physical Inventory	Billing	Customer Portal	Supplier Portal	Project Mgmt. Interface	Service Orders	Sequencing	External Interface Facility	Workflow
Engineering Change	Quality Management	Cash Management	Customer Releasing	Supplier Quotes	Project Resource Planning	Service & Repair	Supply Chain Planning	Transform Foundation Server	
PDM Interface	Repetitive Manufacturing	Contract Agreements	Estimating	Supplier Releasing				XML	
Tool & Gauge	Work Orders	Expense Reporting & Processing	Sales Order						
		Financial Integration Management	Sales Quotes						
		Fixed Assets							
		General Ledger							

MES

Barcode Scanning	eKanban	Kanban
Machine Integration	Package Handling	Shop Floor Control
Shop Floor Dispatch		

Tools & Technologies

Audit Manager	Debugger	Security Manager
Shop Floor Data Transactions	Version Control	

GLOVIA G2 has 10 solution groups and more than 70 seamlessly integrated modules that allow manufacturers to manage and improve every aspect of their business with one proven solution.

Business Partnership

We know that manufacturers are not looking for a software supplier as much as a solution partner. From the start, we work to establish a partnership based on the ongoing value that we offer to your business. We provide one of the industry's lowest total costs of ownership.

Professional Services

Our services professionals help you realize immediate and ongoing value from your solution. We work closely with you to define your strategic plans, operational tactics, and business requirements. We then bring together an experienced team of professionals to deliver a complete business solution at exactly the pace you want, fully leveraging your existing investments so you gain tangible benefits right away. We come in, get you up and running—and in control.

ABOUT
CrescentOne

CrescentOne is the leading supplier of ERP solutions for the discrete manufacturing industry. The GLOVIA G2 ERP platform offers complete solutions for automotive, capital equipment, electronics & electrical engineering, and the high-tech industry. Thanks to these extensive solutions, companies in the manufacturing industry can manage the entire life cycles of their products – from design, production and delivery to installation, maintenance and support and implement Industry 4.0 concepts and solutions.

As of September 2021 CrescentOne is part of FOG and the Constellation family. FOG is an independent operating group of Constellation Software Inc., ("CSI") which is listed on the Toronto Stock Exchange [TSX-:CSU]. CSI and FOG acquires, manages, and builds software companies in a variety of vertical markets. Constellation Software is an international provider of market-leading software and services to a number

of industries. Their mission is to acquire, manage and build market-leading software businesses that develop specialized, mission-critical software solutions to address the specific needs of the particular industries.

The company was founded in 1995 to assemble a portfolio of vertical market software companies that have the potential to be leaders in their particular market. Since then, they have grown rapidly through a combination of acquisitions and organic growth, and established a strong constellation of companies with a large, diverse customer base.

They have six operating groups which currently service customers in over 100 different markets worldwide. With headquarters in Toronto, Canada, and offices in North America, Europe, Australia, South America and Africa, they have over 25,000 employees generating consolidated revenues exceeding US $4 billion.

CrescentOne
HQ global: Los Angeles, US

HQ EMEA: Eindhoven, the Netherlands

Solutions: Manufacturing ERP software and solutions for discrete manufacturers

Implementations:
around 1,000 worldwide

Active member in innovative Industry 4.0 initiatives in the Benelux, such as Industry 4.0, Brainport Industries Campus (BIC), Factory of the future, Smart Connected Supplier Network (SCSN) and PXL Smart Factory (Diepenbeek, Belgium)

Constellation Software, Inc.
- 19.000 Employees
- 1.000+ Offices
- Headquarters in Toronto
- 125.000 Customer in 100+ countries
- 700+ Acquisitions since 1995
- $ 4.5 Billion in revenue
- 20% 10 year CAGR (Compound Annual Growth Rate)

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