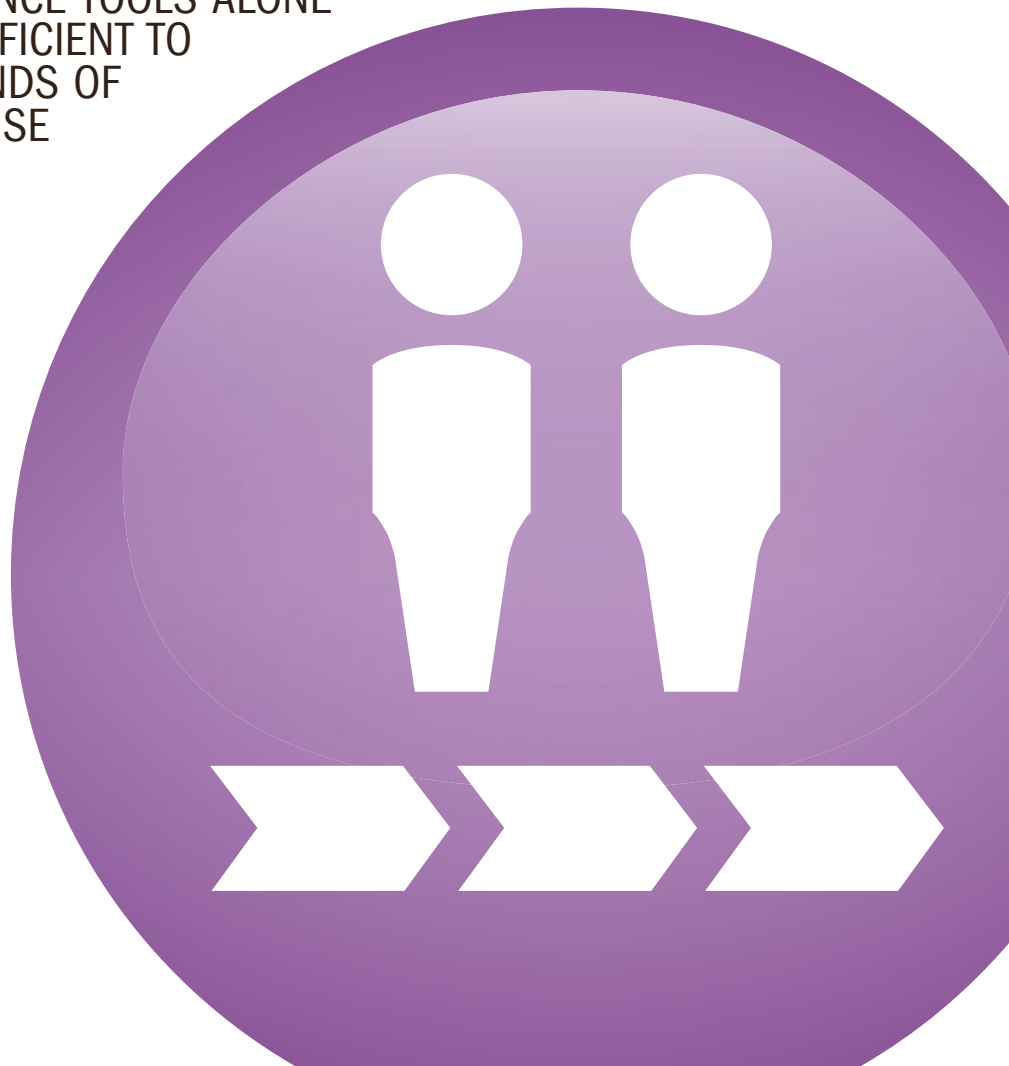




IFS APPLICATIONS™

CORPORATE PERFORMANCE MANAGEMENT

BUSINESS INTELLIGENCE TOOLS ALONE
ARE NO LONGER SUFFICIENT TO
SUPPORT THE DEMANDS OF
AEROSPACE & DEFENSE



ENABLING CORPORATE PERFORMANCE MANAGEMENT

With more than 20 years' experience of supporting defense customers globally, IFS knows the defense business.



HELPING OUR CUSTOMERS DELIVER MORE FOR LESS

For more than 20 years, IFS has delivered value-added business solutions to customers in the **Aerospace and Defense (A&D)** sector. Our product development is driven to meet the rigorous demands of rapidly changing requirements and markets, delivering a proven, agile product to keep you ahead. Our focus is to enhance your operational capability by enabling Contracting for Availability with our Corporate Performance Management (CPM) solution; so you can manage change, reduce costs and continuously improve customer service.

We provide CPM capability fully integrated into our business components to deliver a comprehensive and unique business solution covering the complete life-cycle from conceptual design, through manufacture, in-service maintenance repair and overhaul, re-fits, and into retirement and disposal. Our product enables seamless co-existence with your existing systems and environments within complex and geographically dispersed user networks. Our people offer a wealth of A&D experience, and our products underpin the most challenging programs.

IFS offers the A&D sector a unique, proven, evolutionary and agile approach to meeting the through-life capability challenge. By offering flexibility in a single product and a step-by-step approach to implementation we enable our customers to achieve world-class business solutions with reduced risk and with lower total cost of ownership.

MORE OPERATIONAL EFFECTIVENESS MORE COST CONTROL MORE AGILITY MORE CONFIDENCE

IN TODAY'S FAST CHANGING

Information is the life-blood of any military organization. Getting at the data and understanding what it means is the real challenge of the 21st century. The old adage “you can only manage what you measure” has never been truer, but there is always a degree of skepticism when software solution providers claim they have built tools to enable dynamic monitoring of critical information to support your strategic goals and aspirations.

THE CHANGING WORLD

Military doctrine has changed significantly over the past 20 years. Since the end of the Cold War, no longer is equipment being pre-positioned forwards at the Main Operating Bases (MOBs), where it would remain and be maintained over long periods of time.

The change of emphasis from static forces to force projection and expeditionary warfare demands rapid deployment and flexibility in support and a whole new operational and supply model for equipment acquisition and through-life management.

In response to these dramatic changes, forces around the world are focused on capabilities that balance operational effectiveness and through-life costs. The level of innovation and sophistication of military platforms requires specialist knowledge and support to achieve the levels of readiness, operational effectiveness and financial efficiency demanded by modern military forces and driven by the mantra of ‘more for less’. In Defense, these cost savings and process improvements are increasingly enabled by

reliability-centered maintenance (RCM) and condition-based maintenance (CBM) approaches, and modern business models, such as contractor logistics support (CLS), performance-based logistics (PBL), contracting for availability (CfA), and product support agreement (PSA) programs.

The key to success with all these solutions and initiatives is end-to-end access to timely, accurate, complete information in which military commanders and planners can have absolute confidence.

THE DATA CHALLENGE

Original equipment manufacturers (OEM) in Defense face real challenges moving from traditionally supplying platforms and spares to now being contracted to provide equipment at specified states of readiness, availability and sustainability. To be successful and secure the order, often through a competitive bid process, meet all the demands of the agreement and still keep shareholders content can be a daunting challenge.

Military organizations face similar challenges in understanding how costs are calculated and how ‘cost-effective’ this is; what are the operational and financial risks, who owns them and how can they be mitigated?

What are the options and what are the plans if things go wrong?

These decisions and judgments rely on having a complete, timely picture and, of course, the information to support the decision-making process at each stage with dynamic monitoring as circumstances change.



Following the successful implementation of CPM, Colonel Leopoldo Porrás, Logistic Command Santiago said “Routine processes through time have reduced from 3 weeks to 3 days”

WORLD—BI IS NOT ENOUGH!

HOW DO WE GET THERE?

The use of technology often creates situations where the information in the form of transactional, technical and performance data is 'locked-in' to specific data applications. It is then very difficult to interrogate the data and challenging to obtain a holistic view of the complete enterprise.

IFS' CPM solution goes way beyond the methods adopted by business intelligence (BI) tools and enables a full 360 degree perspective of processes and performance. It provides senior management with the capability to review and orchestrate processes that align with their business strategy and drive these into end-users' desktop functions.

It also provides end-users with a complete understanding of which functions deliver real customer value, those that are less effective, and those which waste both time and resources. And the information can be interrogated via a user-defined 'cockpit' display. Here the checks and balances and key performance indicators (KPI) can

be viewed and measured using easy to read displays, such as dials and graphs.

An action management capability is a feature that enables the transition from monitoring events and processes to making management decisions and actual improvements, providing the real value-add in IFS CPM.

This approach supports customers with timely factual data to enable a shared knowledge-based approach to bidding on performance-based contracts and initiatives.

DIFFERENT GOALS AND PRIORITIES

No two users have the same goals or priorities; with IFS CPM everyone gets just what they need for their individual role—no more, no less—where the combined aspirations of individuals complement the overall strategy and business objectives. This is obvious but unachievable unless there is an understanding of all the processes and how each sub-process complements the others to drive business optimization.

The Director reviewing a business process map



The Procurement Officer reviewing the process workflow



Process mapping is the key to performance enhancement and information management. When a process is flagged red, then intuitively you are drawn to where in the process changes need to be made. IFS CPM helps you direct your energies in those tasks that matter the most to achieving your strategic goals.

Depicts a meeting where the 'cockpit' is used to review progress and risk within a functional area



CHILEAN AIR FORCE SOLUTION

The Chilean Air Force (FACH) operates over 120 combat aircraft and is headquartered in Chile's capital, Santiago. With airbases throughout the world's longest country, FACH operates extended supply chains in very different environments.

When renewing its fighter fleet in 2006, FACH realized that the arrival of a sizeable fleet of F-16 aircraft would bring many benefits—but would also introduce many challenges. Key amongst the challenges was being able to operate and support the aircraft in a safe and effective manner—and, as an improvement to their Mirage experience, while remaining affordable throughout.

IFS CPM helped FACH to secure airworthiness of the F-16 fleet while also gaining control of the Weapon System Management supply chain, from industry to operations. From day one FACH F-16 flying hours have been achieved as planned, under a safe airworthiness harness. Through supervision by the Weapon System Management Office in Santiago, the configuration of the fleet has been managed successfully; the total cost of ownership profile has been below plan, and serviceability has been first class from the moment the aircraft entered Chilean service.

SALAM SOLUTION

IFS CPM supports the Saudi British Defence Cooperation Program and Project SALAM, both hosted by BAE Systems as their Multi Platform Availability Support Solution (MPASS).



The successful introduction of CPM is getting considerable attention both within BAE Systems and among our clients. The capability is certainly ground-breaking and we look forward to delivering even more value by extending the use of CPM both in these first 2 programs and for other clients.

PETER DICKINSON, DIRECTOR SUPPLY CHAIN CAPABILITY, BAE SYSTEMS, SAUDI ARABIA

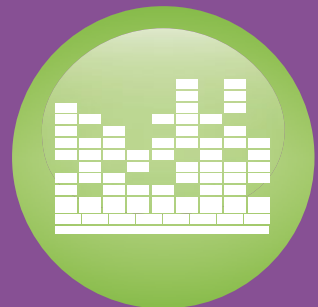
TAPPING INTO THE POWER OF TECHNOLOGY

The IFS view on technology is that the winners in business are those who manage change best. IFS Applications is built for change using service-oriented architecture, a commitment to standards and proprietary and open-source infrastructure. With over 100 integrated business components providing extended ERP functionality, IFS delivers business agility and lower long-term costs. It is no surprise that IFS is known for advanced technology 'made easy'.



YOU GET ONLY WHAT YOU NEED...ENABLING STEP-BY-STEP CAPABILITY EVOLUTION

IFS Applications is known for its simplicity—start with the business components you need and add or change over time as your needs, your customers' needs or your business model changes—delivering maximum agility, minimum risk and minimum cost.



ABOUT IFS AND IFS APPLICATIONS

IFS is a public company (OMX STO: IFS) founded in 1983 that develops, supplies, and implements IFS Applications™, a component-based extended ERP suite built on SOA technology. IFS focuses on agile businesses where any of four core processes are strategic: service & asset management, manufacturing, supply chain and projects. The company has more than 2,000 customers and is present in 50+ countries with 2,700 employees in total.

If you are interested in further information, e-mail Info@ifsdefence.com or contact one of our regional offices or visit our web site: www.IFSDEFENCE.com

AMERICAS	+1 888 437 4968
ARGENTINA, BRAZIL, CANADA, MEXICO, UNITED STATES	
ASIA PACIFIC	+65 63 33 33 00
AUSTRALIA, INDONESIA, JAPAN, MALAYSIA, NEW ZEALAND, PHILIPPINES, PR CHINA, SINGAPORE, THAILAND	
EUROPE EAST AND CENTRAL ASIA	+48 22 577 45 00
BALKANS, CZECH REPUBLIC, GEORGIA, HUNGARY, ISRAEL, KAZAKHSTAN, POLAND, RUSSIA AND CIS, SLOVAKIA, TURKEY, UKRAINE	
EUROPE CENTRAL	+49 9131 77 340
AUSTRIA, BELGIUM, GERMANY, ITALY, NETHERLANDS, SWITZERLAND	
EUROPE WEST	+44 1494 428 900
FRANCE, PORTUGAL, SPAIN, UNITED KINGDOM	
MIDDLE EAST AND AFRICA	+971 4390 0888
INDIA, SOUTH AFRICA, SRI LANKA, UNITED ARAB EMIRATES	
NORDIC	+46 13 460 4000
DENMARK, NORWAY, SWEDEN	
FINLAND AND THE BALTIC AREA	+358 102 17 9300
ESTONIA, FINLAND, LATVIA, LITHUANIA	

www.IFSDEFENCE.com

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