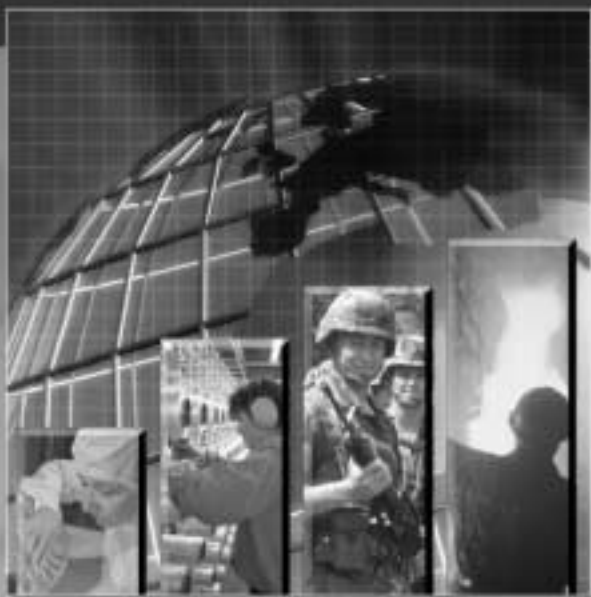


Oros® ABC/M

The Leading ABC/M Solution for Performance Management



Solutions That Improve the Bottom Line



ABC Technologies

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“ABC/M provides concrete support to our corporate strategies and goals to create shareowner value.”

— John Horne, Navistar CEO

From “Navistar Trucks to Success with ABC/M”

Oros® ABC/M, with more than 4,300 installations in 73 countries, helps answer critical organizational questions such as:

- How do I enhance/improve profitability?
- Which products, services, channels or market segments make money and which lose money?
- Which activities and which percentage of activities are value-add, non-value-add or business sustaining?
- Which activities are the biggest contributors to my overall costs?

Oros ABC/M provides a complete modeling environment so you can translate data from your financial and operational systems into accurate, relevant information that managers can understand and use to facilitate better decision-making.

The open, easy-to-use modeling environment in Oros ABC/M allows you to develop detailed models of your organization’s resources, activities and cost objects (products, services, customers, channels) following industry standard CAM-I cost flow principles.

Oros ABC/M is a critical component of our RapidResults™ Solutions. RapidResults is an accelerated, results-driven program designed to address your specific needs in a compressed time frame, for a fixed cost. For more information on how RapidResults Solutions can accelerate your performance management results visit www.bettermanagement.com.

Find out how leading organizations use Oros ABC/M to drive results. Visit www.bettermanagement.com

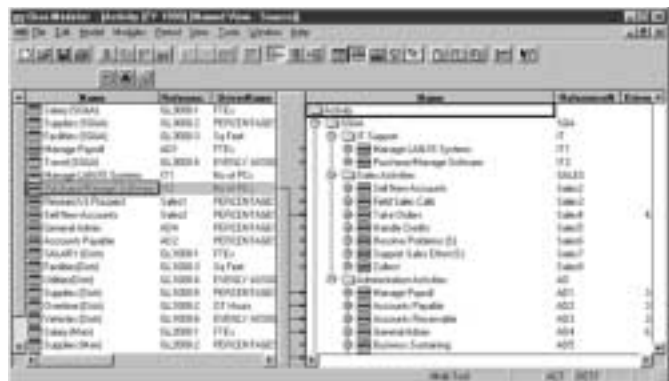


Using Oros® ABC/M organizations can:

- Develop and easily maintain powerful models that accurately show the flow of costs and consumption of resources across an organization
- Integrate organizational models with data from a variety of operational sources including financial and data warehouse systems
- Analyze modeling results through a variety of tools to facilitate better decision-making
- Generate and deploy meaningful reports to decision-makers across the organization

Fast, Flexible and Secure Model Building

- Large account and account hierarchy capacity
- User-defined periods, drivers and attributes to analyze and flow costs
- “Point and Click” model assignment creation
- Multi-model consolidation capabilities
- Customized “named views” of model information
- Table-driven, multi-dimensional assignments
- Dimensional views of information
- Yield-adjusted process and step costs
- Integration with flowcharting/process mapping tools
- Concurrent model editing (optional)
- Audit logging and tracking of model changes



▲ Figure 1. Quickly and easily make assignments of resources to activities using Oros ABC/M

Powerful Linking & Integration:

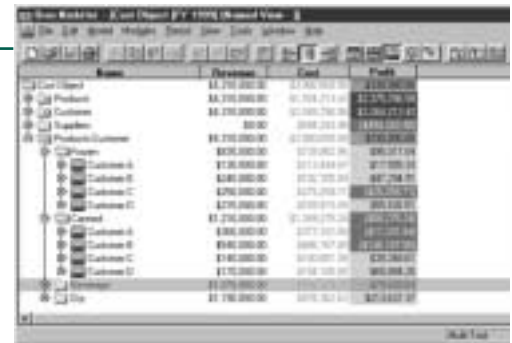
- Open access to any data element in the database
- Bi-directional integration with ERP systems and ODBC-compliant databases
- Scenario planning and analysis with bi-directional connection with Microsoft Excel
- Automated functions to streamline modeling, data filtering and data import/export
- Java-enabled gathering of activity and process related information through Oros® Surveys
- Client-server or browser-based access supported through Citrix Metaframe/Windows NT Terminal Server



▲ **Figure 2.** Bi-directional connection with Microsoft Excel

Robust Analysis:

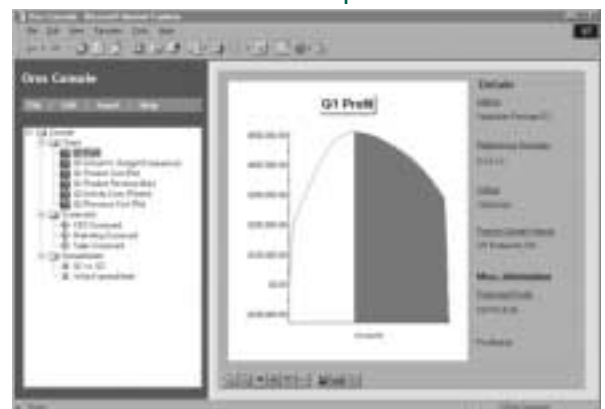
- Pinpoint analysis of data through the automated creation of OLAP databases including connections with: Cognos® PowerPlay™, SAS® CFO Vision™ and Hyperion® Essbase™
- Step-by-step, multidimensional profitability analysis capabilities
- On-screen variance analysis to quickly identify key areas
- Powerful "What-If" scenario analysis



▲ **Figure 3.** On-screen Variance Analysis

Flexible Reporting:

- Account trending and forecasting
- Custom free-form reporting
- Standard report templates
- Multi-model reports
- Oros Console provides central "cockpit" to monitor, chart and analyze data
- Built in chart/graph support including profit cliffs, pareto, scatter, pie, bar, line and combination
- Powerful data filtering/selection criteria for reporting
- Report publishing in .html format



▲ **Figure 4.** With Oros Console managers can graphically see profit potential



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Technical Requirements

- Windows compatible network (NT, Banyan, OS/2 LAN Server, etc.)
- Windows 95/98, Windows NT 4.0, Windows NT 4.0 TSE (client server) or Windows 2000 required
- Pentium class processor
- 32 Mb memory
- Server Disk Hard Drive minimum: 175 Mb
- Client Disk Hard Drive minimum: 25 Mb

IS Standards

32-Bit Application; ODBC Compliant; COM Interface; Supports MS Office 95/97/2000 data sources

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