

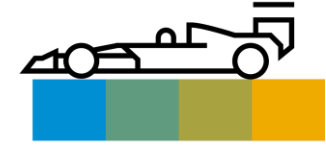
# The basic offering vs. high end solutions

## IFbA: The Basic Offering



- Should cover 80–90% of customers' needs
- Broad range of functions at a competitive price
- Printing
- Online/offline interactive forms
- Forms in the cloud

## High End Solutions



- Should cover 10–20% of customers' needs not met by IFbA such as:
  - Interactive HTML forms
  - Corporate Output Management
  - Business process printing

# Reference customers and key partners

## KTR Systems GmbH

- Reference customer
  - Experience with migration from **SAPscript to SAP Interactive Forms by Adobe** as well as **mass printing**

## Arch

- Key partner
  - Focus on interactive HTML forms for **mobile devices** and integration projects involving **Fiori** and print forms

## Softway

- Key partner
  - Experience with **print forms**: Provide software and expertise to **simplify and optimize forms projects** for example involving print forms that have to be changed frequently

## Seal Systems

- Key partner
  - Expertise in a) **Corporate Output Management** including Cloud technology b) **Business process printing**