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Transcending Horizons

Software for Education Management and
Human Resource Development



HardFacts

easySoft at a Glance

What makes us one-of-a-kind

For over 25 years, we have been developing high-performance software solutions for seminar management, training management and human resource management. We are committed to using our many years of know-how to support and advise numerous companies and educational institutions in these areas.

Toward the Goal with Passion

Goal-oriented companies routinely acquire new skills and knowledge. They reinforce internal training processes to enable employees and departments to learn both from and with one another. They know that only a well-organized exchange of experiences and ideas can pave the way for ingenuity and excellent results.

That's how we see things at easySoft too. As a leading provider of software for education management and human resource development, we are always the first to put our solutions into practice. There is no doubt where the source of our innovative strength lies: a highly motivated and unique team that finds creative approaches where others have to give up.

Taking big steps in education management and HR development is not easy. Mountains stand in your way, steady streams of data and organizational chasms have to be crossed. You need someone who knows the way and understands your destination. An insider who approaches planning equipped with in-depth knowledge and passion.

Take advantage of our many years of experience as team players. We look forward to shaping your learning pathways and to dedicating ourselves fully to your goal.

e

EXPERIENCE

More than 23 years of experience.
More than 1,300 customers
count on us.

[➔ Page 6](#)

a

AUTHENTIC

Trust doesn't just happen overnight.
It has to be earned.

[➔ Page 26](#)

s

EXCELLENCE

Always giving our best, innovative
and in touch with the times.

[➔ Page 20: Project reports](#)

y

PERSONABLE

Long-term business relationships
are important to us – both within the
company and with our customers.

[➔ Page 14](#)

s

SPECIALIZED

We are experts with a passion and
know the business inside out.

[➔ Page 8](#)

t

TEAM SPIRIT

Teamwork can move mountains.
This we understand from experience.
Michael Jordan understood it too.

[➔ Page 29](#)

o

OPEN

Lifelong learning. Open to new
ideas. Our innovation
process is targeted at users.

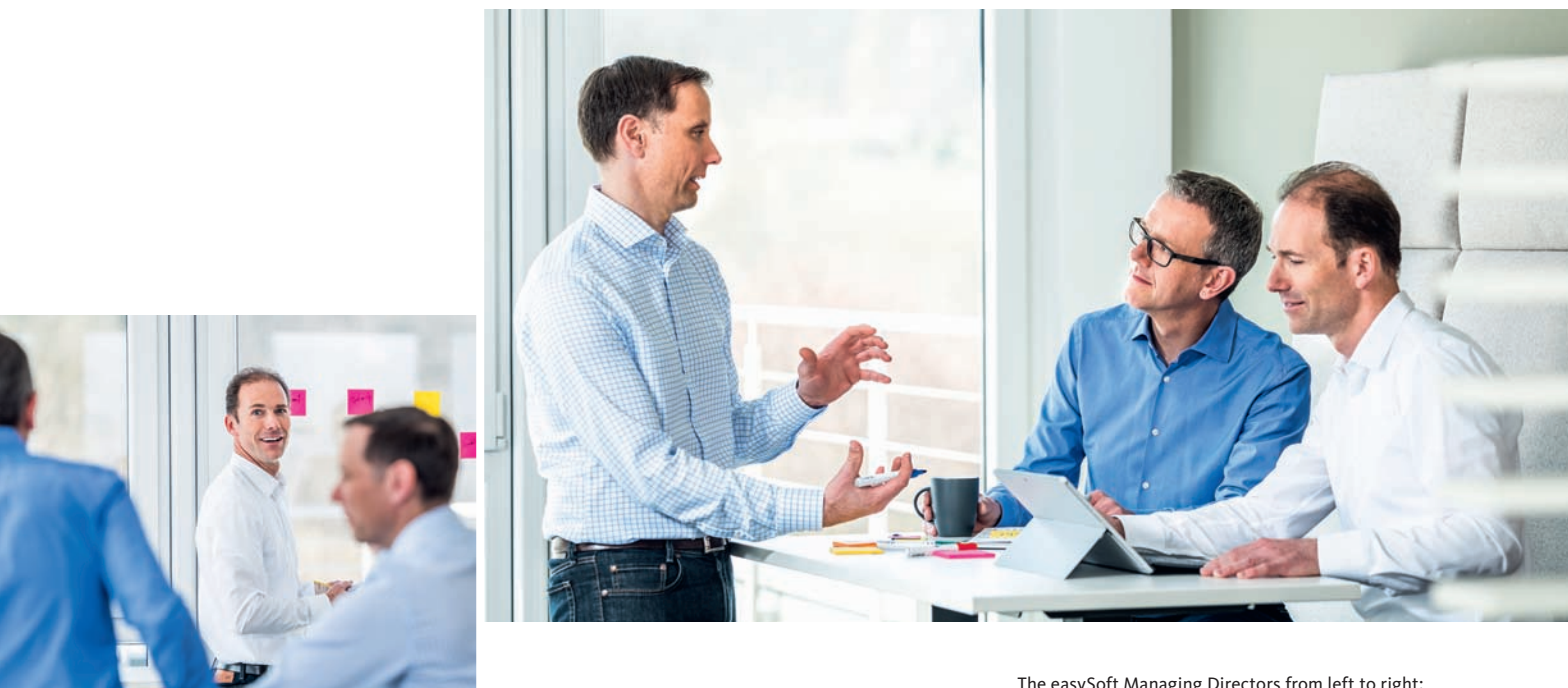
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FORWARD-THINKING

No one can foresee the future.
But we can shape it.

[➔ More on this in the HardFacts.](#)



The easySoft Managing Directors from left to right: Friedhelm Seiler, Andreas Nau, Wilfried Hahn

Company Success: Understanding what Matters

Personnel is the pivotal factor for successful companies. More precisely: finding and keeping the best employees and developing their strengths and skills. Well-trained and dedicated employees motivate customers and ensure a positive and productive corporate culture.

Why does easySoft focus on the further development of individual employees when it comes to corporate success?

ANDREAS NAU It's simple really. Well-trained employees are the driving force behind the company's innovative strength. They contribute to the company's competitiveness and ensure its continued existence. To ensure successful HR development, we must systematically develop employee strengths and skills. In order to achieve this, we require an education management system that manages the growth and consolidation of knowledge and skills reliably across the entire company.

FRIEDHELM SEILER Our experience shows that although training and further education are offered in many companies, they are often not yet organized and managed comprehensively.

What opportunities do companies have when they integrate your solutions?

WILFRIED HAHN The ideal software solution combines the training measures – in-house training, for example – with HR development. Our software delivers insight into the current educational status of each individual employee. Not only that, but it can also be used to delineate and plan the employee's future educational activities and career path.

FRIEDHELM SEILER The interest in IT-supported tools for training and HR development is growing worldwide – something that is widely echoed at HR tradeshows. Companies want to provide targeted training for their employees, but often lack the necessary software to gain a comprehensive overview of their existing skills. Managers and other active employees are usually the focus of attention but there is still a long way to go to coordinating the entire company transparently.



ANDREAS NAU Many employees slip through the cracks and consequently, companies miss out on opportunities to develop their employees in a targeted manner. At the end of the day, this leads to lower sales and profits.

How do you ensure that your solutions correspond to the needs of the companies?

FRIEDHELM SEILER Contact with our customers, whether through our user work groups, roadshows or user conferences, is of utmost importance to us.. Inspiration simply cannot happen without a personal and open exchange between developers and end users.

“Ten million people per year develop their strengths and talents by participating in appropriate educational measures that are organized through our software.”

ANDREAS NAU

WILFRIED HAHN We are also convinced that trailblazing innovations can never be born of a deficit. Instead, they result from taking the time to rethink existing solutions or – even better – to come up with something completely new! Finding ideas can be trained like a muscle. That is what we do every day.

What are your plans for the future?

ANDREAS NAU We want to be a company that not only knows but also anticipates what our customers need and desire and thus, be able to develop leading products for domestic and international markets. Our company vision is what motivates us: Ten million people per year develop their strengths and talents by participating in appropriate educational measures that are organized through our software.

WILFRIED HAHN For our customers, we are constantly monitoring the development trends in information technologies and studying the consequences and potential of digital transformation:

Voice recognition, gesture control, augmented and mixed reality or cloud technologies. We incorporate these experiences into our daily work. Our premise is always the same: Only when we truly understand our customers, can we develop the best products!

Discovery Expedition With the Goal in Sight

Does your daily job sometimes remind you of a long trek through rugged terrain? Education management does not have to be tedious and exhausting. We're here to pave the way for you – and it's easier than you think. Our software solutions allow you to manage your data with ease, link stored information intelligently and obtain evaluations at the touch of a button. Take advantage of our many years of experience in education and HR development and see for yourself – getting there can be so easy.

Organizations can only learn when individuals learn. Companies thrive and grow when their employees receive ongoing training. But education has to be organized, backed by information technology and practice-oriented. We recognized this early and have developed software especially for decision-makers in the human resource and education sectors.

Identifying needs, preparing and implementing measures, ensuring transfer security and monitoring successes: The right software spares you unnecessary headaches, takes over tiresome routine tasks and saves you time and money.

Beginners love the easy and logical approach of our solutions, while experienced users love the countless possibilities for individual design. In all areas, users can rely on ready-made standards and workflows that have been developed as a result of many years of practical experience and are currently in use in numerous companies.

Choose a pure client-server solution or a combination with an internet connection, apps or a cloud function. Simply adapt the software to your individual requirements.



Friedhelm Seiler, Operational Management // **Monika Klein**, Project Management Office // **Klaus Josenhans**, Technical Support // **Wilfried Hahn**, Technical Development Management // **David Kunze**, IT Administration // **Johanna Hartwig**, Technical Support, IT Administration // **Dimitrios Sinanidis**, Front-End Web Development // **Daniel Hartmann**, Marketing, Design // **Fabian Stiefvater**, Department Manager Project Management // **Susanne Neudeck**, Human Resource Management // **Andreas Nau**, Strategic Management

Think New – No Ifs or Buts

Successful companies are continually learning. The connection between corporate success and regular training measures has long been known. To ensure that employees and departments continue to thrive and make progress, these companies maintain vigorous internal and external training processes. Learning and exchanging ideas and experiences not only promote innovation, but actually make it possible.

Success as a team!

That's how we see it at easySoft too. Take advantage of our innovative strength, which is a result of our many years of experience and a well-coordinated team. If you can't see the forest for the trees, then you won't be able to spot the most obvious solution. It is our ambition to identify key details, overcome obstacles and discover new territory. As a team, we will find solutions that deliver – and deliver quickly.



How We Find Solutions that Didn't Previously Exist

Pushing boundaries gives way to new learning opportunities. When existing knowledge and concepts are questioned and an attempt is made to find better alternative scenarios, a realm is created for something new to emerge. Our approach is people-oriented. The first step is to observe, identify and understand the needs of the target group. The insights thus gained serve as the starting point for the actual generation of ideas – for better solutions!

Real innovations emerge from a combination of three things: technology, economy – and people. In the end, there is always someone who has something they can actually use. Although we don't lay claim to this insight, we fill it with life and direct our innovation process toward the actual users. As soon as we can, we present our ideas and solutions to you. All this results in an agile, practice-oriented development management system of which we are proud.

takes place among the various disciplines. Contributors share their own personal perspective and experiences. This, combined with our in-depth know-how, brings us to the ultimate goal of the process: to produce excellent solutions that are user-focused and satisfy their needs.

"Solutions are like mountains – there to be discovered."

WILFRIED HAHN

People from different companies, departments and hierarchies come together under our roof. This has significant positive effects: The sharing of specialist knowledge and methodical skills



Dimitrios Sinanidis, Front-End Web Development // Isabell Lamparter, Customer Care Center // Friedhelm Seiler, Operational Management // Johanna Hartwig, Technical Support, IT Administration (hidden) // Fabian Stiefvater, Department Manager Project Management // Wilfried Hahn, Technical Development Management // David Kunze, IT Administration

Service that Builds Bridges

More than 1,300 companies are already using our programs successfully. Yet our service and professional support extend far beyond that. We want to share our experience and expertise with you. That is why we strive to build bridges between input and output, theory and practice. Why not take the next step and take advantage our wide range of consultation, support and other services.

We would be happy to share our experience with you, taking your requirements into account and analyzing structures to show you how to better develop these structures and optimize processes.

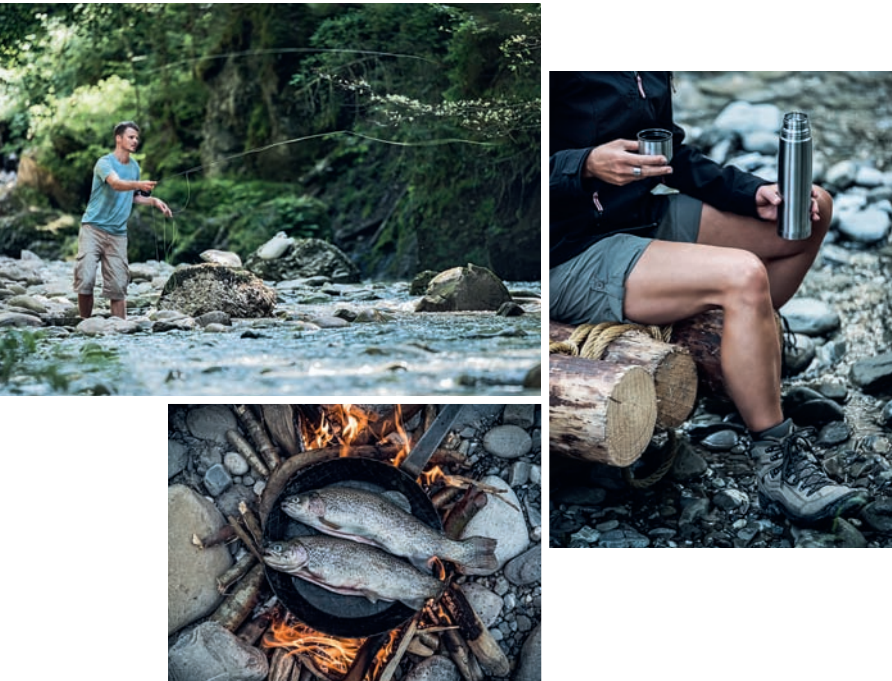
We place great importance on establishing effective two-way communication with our customers. Every consultation allows us to improve our services and develop solutions that can also help you get ahead. In addition, we hold regular events and forums designed to develop your knowledge base and skills, answer your questions and let you share your own ideas. For example, you can visit our user conference, meet other users in our user work groups or find inspiration at our roadshows.

**„Inspiration simply cannot happen
without a personal and open exchange
with others.“**

FRIEDHELM SEILER

We also organize hands-on seminars throughout the year at the easySoft Academy in Bretten. Here you can discover all the intricacies of our software and learn how to master the versatility of the programs. Beginners, new employees and experienced users alike be assured: when you register for one of the eight-hour basic or in-depth seminars, you will return to your workplace with fresh ideas and effective tools. Nothing against studying the manuals – but a seminar is a completely different experience.

Of course you can count on our services during normal operations as well. Our content and technical support teams, the online academy with its wide range of webinars as well as the easySoft HelpCenter are all here to help. We invite you to capitalize on our vast experience to lighten your daily workload.



In close cooperation with our customers, we have led more than 1,300 projects to success. In the following pages, we have included reports on three of these projects that we, along with our customers, are very proud of. Further project reports can be found on our website and in our blog www.easysoft.de/blog.

Let us help you find the right solution for your processes.



Friedhelm Seiler, Operational Management // **Johanna Hartwig**, Technical Support, IT Administration // **Fabian Stiefvater**, Department Manager Project Management // **Wilfried Hahn**, Technical Development Management // **Dimitrios Sinanidis**, Front-End Web Development // **Éric Louvard**, Development, Continuous Integration // **Isabell Lamparter**, Customer Care Center // **David Kunze**, IT Administration // Small photo upper left: **Daniel Hartmann**, Marketing, Design

Feedback from the Field

Six examples of positive feedback – both rewarding and motivating for us.

“Since implementation, we can now handle considerably more projects with less manpower.”

JUDITH SCHÄUBLE MBA
HR Development, R. Stahl AG // Waldenburg, Germany



“We like the fact that easySoft really is easy and that they are continuously developing based on demands from us users.”

MICHAELA FREUDIGMANN
Training Assistant, Uhlmann Pac-Systeme GmbH & Co. // Laupheim, Germany



“easySoft is continuously developing and improving its products and is always happy to take user suggestions on board. Furthermore, I appreciate the company’s competence and friendliness – working together on projects is target-oriented and based on mutual trust.”

ELVIRA BERKEMEYER
Project Management Schools, Youth and Integration, LVR-InfoKom // Cologne, Germany



“easySoft is the perfect solution for our training management. Our needs could be individually integrated in the software.”

UWE WÄLDE
Training Management, IMS Gear SE & Co. KGaA // Donaueschingen, Germany



“The competent, fast and friendly service provided by easySoft’s Support team is especially worth mentioning.”

BIRGIT CONTRERAS-MOLINERO
Divisional HR Manager Training, Canton Hospital // St.Gallen, Switzerland



The new system stood the test when 100 additional events had to be planned on short notice. Everything ran smoothly! “We have become more customer-friendly and effective.”

MARIA BLAESS
Event Management, KIVBF // Heidelberg, Germany



R. STAHL

Corporation

in Waldenburg, Germany

From oil rigs to chemical plants, from grain silos to environmental engineering plants – explosion hazards exist in many branches of industry. The instruments and technical equipment used in these areas must meet the highest standards. R. STAHL has specialized in this field for more than 100 years. With an extensive range of products, this market leader ensures the safety of people and systems and is regarded as undisputed leader in technology and innovation in the field of explosion protection. R. STAHL employs around 1,500 people worldwide in over 60 countries.

OBJECTIVE

We were looking for event management software with which we could plan, carry out and document a growing volume of seminars, which currently number approx. 140 with roughly 1,400 participants.

PROJECT REPORT

Background and implementation: Until the introduction of the easySoft management system in early 2012, we were not using any specialized software for organizing our internal and external training courses. Each registration received from our employees, whether by e-mail or telephone, was painstakingly recorded by hand in Excel files.

This led to time-consuming processes where errors were inevitable. In addition, the required analysis for cost control and participant records was largely inefficient and

error-prone. Needless to say, improvements were necessary. For this reason and in order to increase the overall quality of our HR development, we decided on the easySoft. Competence solution package.

Since March 2013, our employees have been able to register for the training courses themselves via the intranet.

For the implementation of the seminar management and HR development software, we used the consulting services provided by easySoft. For further questions, we could always rely on the easySoft Support team as well as our personal easySoft consultant. With this dedicated support from the company, we were able to implement the program and the new processes in just two months.

So far, we have been using the software solutions from easySoft to effectively plan and document our internal and external employee training measures as well as to create evaluations and participant certificates. The next steps will then be to record on-the-job qualifications in specific areas of our company.

We are very satisfied with the software and its usability and intend to make use of other program features to further optimize our processes.

SIZE OF THE COMPANY

1,400 Further education participants annually

INTERNET www.r-stahl.com

EASYSOFT SOLUTION PACKAGES

- > easySoft. Education
- > easySoft. Seminar
- > easySoft. Competence
- > easySoft. Publish

EASYSOFT USER SINCE 2012





Municipal Information Processing Baden-Franken (KIVBF)

in Karlsruhe, Germany

The joint association “Kommunale Informationsverarbeitung Baden-Franken (KIVBF)”, a leading municipal IT services company, offers integrated IT solutions at a state-of-the-art level in the areas of local public services, financial administration, health services, infrastructure, organization and EDP among others. The joint association has 521 members: 495 towns and municipalities, 17 rural districts, seven urban districts and two other public corporations. These members are provided with IT consultation, equipment and support – from implementation to ongoing user support. The KIVBF portfolio of approximately 60 solutions is primarily geared to the need of public administration and the private sector organizations that have emerged over time, e.g. municipal utilities and hospital groups.

OBJECTIVE

Within 10 years, the number of annual participants in KIVBF seminars doubled to more than 13,000. Due to more demanding seminar organization requirements, a versatile seminar management software had to be implemented to support and advance the entire communications process as well as the necessary interactions within the company and its locations.

PROJECT REPORT

KIVBF's IT department, with easySoft's support, installed and configured the software in the fourth quarter of 2012. To ensure that we were optimally prepared for everyday use, our event team attended relevant training courses for users and supervisors provided by easySoft in December 2012 and January 2013.

Since February 2013, we have been registering and managing all KIVBF events using the easySoft. Seminar management system. Two months later – in April 2013 – the online registration portal easySoft. Publish was activated for our customers. This has streamlined and optimized our workflows considerably. Now in order to make bookings, just a simple transfer of the registrations from easySoft. Publish to easySoft. Seminar is required. In the past, all registrations had to be recorded manually, which was extremely time consuming due to the sheer volume.

Another advantage is that, in addition to the seminar details, customers can see if and how many free places are still available right upon registering. The newly installed easySoft. Publish program also simplifies planning for all instructors in the company. They can check the current registration status of their seminars at any given time. As soon as a change has been made in easySoft. Seminar, it is also instantly visible in easySoft. Publish.

The user administration function provided by the information system easySoft. Publish makes it possible to view data or events for specific user groups, so that different groups can be offered different seminars if required. Alongside these seminars for customers, we have also started to design a registration portal for internal employee seminars.

Currently, five colleagues in event management manage four seminar locations with the help of easySoft software. This includes standard and tailored seminars, internal and external seminars, employee seminars as well as in-house trade fairs. The entire correspondence, e.g. confirmation of receipt and registration, participant certificates and seminar documents for speakers, is also processed using easySoft. Seminar.

When we have a question or a problem, we contact the easySoft Support team for their dedicated assistance.

With the help of the seminar management software from easySoft, we are in a position to progressively implement and further develop our expectations for innovative and modern event organization and management.

SIZE OF THE COMPANY

13,000 Further education participants annually

INTERNET www.kivbf.de

EASYSOFT SOLUTION PACKAGES

- > easySoft. Education
- > easySoft. Seminar
- > easySoft. Publish

EASYSOFT USER SINCE 2013

Charité

Gesundheitsakademie

in Berlin, Germany

The Charité Gesundheitsakademie (Charité Health Academy) was founded in 2005 as an amalgamation of several training programs. Today, it provides training, continuing education and adult education for the Charité and other partners in the health-care sector. Seven vocational training programs are offered at the academy: nursing, pediatric nursing, physiotherapy, midwifery, speech therapy, nutrition (dietician) and autopsy and dissection. The majority of the 557 training positions currently available are in the fields of nursing and pediatric nursing. In addition, fifteen different adult education courses as well as one and multi-day continuing education courses are offered every year for approximately 3,000 participants. The Health Academy employs 60 full-time staff.

OBJECTIVE

IT-supported data management with simplified administration; standardization of work processes; transparency of workflow management; organization and evaluation of training, continuing education and adult education; process documentation; communication medium for continuing and adult education courses (easySoft. Publish).

PROJECT REPORT

Even before the Health Academy was founded, we had experienced positive results with easySoft software solutions in the nursing and adult education programs. This prompted us to continue using the software in all of the training and education fields. After the merging of all fields into the same building on Oudenarder Street in 2008/2009, all pre-requisites for using easySoft were fulfilled: acquisition of suitable hardware (PC workstations); connection to a powerful server; clarification of responsibilities with the Charité IT department; creation of an IT team at the health academy consisting of "easySoft-experienced" employees.



We were able to successfully consolidate the technical databases with easySoft's support. At the same time, we integrated all the new training and education fields into the program. The aim was to use the following functions: central administration of addresses/contacts, candidate management, support of secretarial tasks, course management for all fields, class scheduling with pre-defined curricula, documentation of learning achievement and examinations, instructor invoicing, evaluation.

In the continuing and adult education programs, we also work with the information system easySoft. Publish. Through it, Charité employees are provided with an online registration service. In the future, we would like to further expand our use of easySoft solutions. Planned activities include the coordination of work scheduling, ideally one interface with the central personnel scheduling for the Charité as well as the optimization of user-defined reports.

easySoft provides numerous possibilities to customize the program to the special requirements of the different fields of education. At the same time, the program is proving to be helpful in providing structure. We were able to identify and incorporated key processes for our workflows.

Working with easySoft has proven to be a very positive experience. The support team always has competent personnel who can process individual inquiries quickly. Problems and requests are noted as suggestions for further developing the program and the attended training courses, user work groups and user conferences were by all means interesting, professionally organized and helpful for our work.

SIZE OF THE COMPANY

560 Training positions
3,000 Further education participants annually

INTERNET akademie.charite.de/

EASYSOFT SOLUTION PACKAGES

- > easySoft. Education
- > easySoft. Seminar
- > easySoft. Publish

EASYSOFT USER SINCE 2009

Active Communication

Our dream is to create a company that embraces, promotes and cultivates the value of friendship. Among colleagues and customers alike. As a leading provider of software solutions for education management and human resource development, we value excellent results that are the product of outstanding teamwork. This is based on a foundation of trust, earned through serving others. Long-term and successful cooperation depends on each and

every individual being able to contribute their strengths, develop their passions and feel valued for what they have to offer. easySoft customers know that employees share the same values, identify themselves with the brand, only want the best, work together to develop their potential and thus excel themselves. Our common vision is invaluable – in every respect: Having a friend is good, working with that friend, even better.



“Talent wins games,
but teamwork
and intelligence wins
championships.”

MICHAEL JORDAN