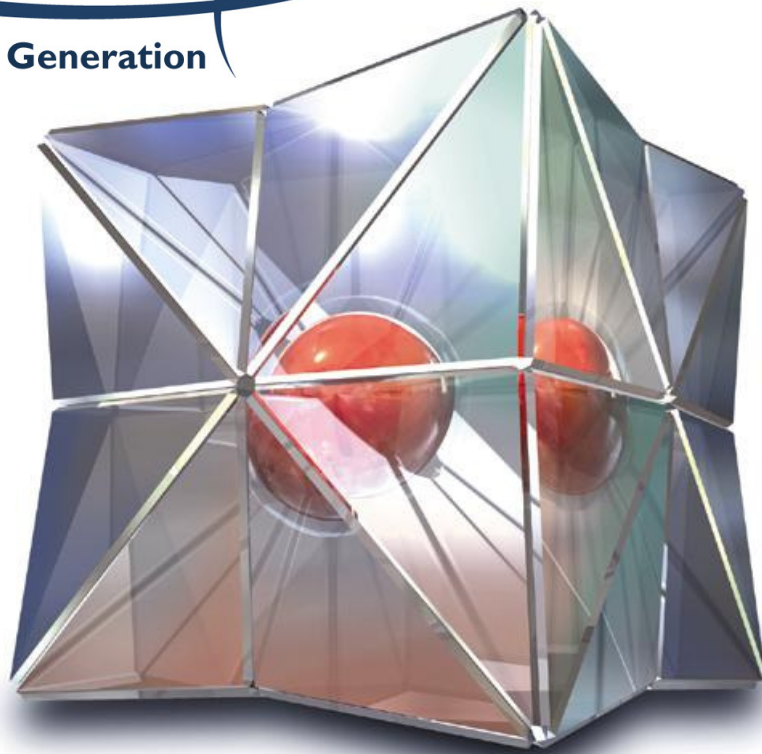


# UNIQUE SELLING POINTS

## PRODUCT PHILOSOPHY AND TECHNOLOGICAL STRATEGY

***kVASy***  
Die neue Generation



## 1. Product Philosophy

The following principles are the basis for the development and improvement of the system:

- Common data storage for all the business processes of a company
- Common technology stack
- Continuous development for functional extension and technical innovation

kVASy<sup>®</sup> belongs to the small number of ERP-systems available at the market, which was developed for utility and energy supply companies. All the financial and technical business processes of a company are consequently integrated into the system on the basis of common data management.

### Advantages for users:

- kVASy<sup>®</sup> is a genuine Online system. This means that all authorised users can access the data at any time immediately after the data has been captured or changed;
- Interface-free data interchange between the software modules in kVASy<sup>®</sup>;
- Only ONE database is needed (Oracle) for the work with kVASy<sup>®</sup>;
- Due to the connections between the modules, kVASy<sup>®</sup> makes it possible to adapt the system to the new requirements of the market within a very short period of time.

## 2. Technology Stack

The system uses nearly all the basic technologies of the market leader Oracle for data storage and front-ends. Specific requirements to the graphic display of information are fulfilled by means of JAVA, especially in the EDM module. All the modules in kVASy<sup>®</sup> are available as Web applications.

### Advantages for users:

- Excellent results of mass data processing, especially in billing (for example, E.ON Bulgaria: 150.000 bills per hour), due to the use of Hi-Tec Oracle databases not only for data storage but also for data processing;
- Homogeneous system architecture, which does not require a complex server architecture and allows simple administration;

- The integrated functions of a data processing centre allow quick automation of processes;
- Availability in all state-of-the-art systems in the client and server domains (the client: system-independent use in the Web browser; the server: Windows, Linux, UNIX, of nearly all hardware producers;
- The use of Web technologies allows to expand not only at the national market, but also internationally;
- A multilingual system: the application is available in German, English, Russian, Bulgarian and, beginning from the second half of 2008, in French;
- High reliability: almost a 100% system stability due to the use of RAC systems (RAC = Real Application Cluster).

### **3. Version Policy and Improvement**

The uniform version policy based on technical innovation and functional extension has been characteristic of kVASy<sup>®</sup> since its development in 1994. There has always been one homogeneous version line. Owing to it, the implementation of projects and the instruction in how to use the new versions and modules can be carried out significantly easier as compared to standard systems.

#### **Advantages for users:**

- Long-term security of investments due to the policy of continuous software development;
- Return on investments into the know-how of the employees, since the received knowledge can be applied to the subsequent versions of kVASy<sup>®</sup>;
- Constant use of technological innovations as the result of the consequent modernisation of the technology stack based on Oracle database technologies;
- Cost reduction for training and testing by the implementation of new versions and functionalities;
- No problems of compatibility when coupling with external systems.

#### 4. Scalability

kVASy® was developed for enterprises of all sizes and with any organisational or shareholding structure. It can also be applied in data processing centres with any number of clients. At present, kVASy® is used in utility enterprises with the number of meters ranging between 100 and 1,2 million (within one database user!). Any number of enterprises with any number of business areas, products or services, can be modelled within a database user.

##### Advantages for users:

- Security of investments as a result of the system growth parallel to the extension of the business spheres of the user;
- Our licence policy accompanies the process and guarantees a quick return on investments even in initially smaller projects;
- The amount of business processes that can be included into the system is limited only by the capacity of the hardware systems of the user.

#### 5. Openness towards External Systems

Communication with external systems takes place by means of standardised Web services and interfaces. The external services include Customer Self Service Portables, Archives, MDE, Remote Data Capturing, Finance and GIS systems. In this way kVASy® seamlessly fits into the application landscape of the user. The modular structure of the system allows the application of separate modules.

##### Advantages for users:

- Security of investments due to the further use of the existing systems together with kVASy®;
- Possibility to focus on the core functions of kVASy® without a need to develop new ways of communication with external systems through the application of Web services and interfaces. For this, the costs for the implementation of kVASy® can be significantly reduced;
- The modular structure of kVASy® allows to reflect all the user requirements to the IT infrastructure. For example, if a user does not want to use the module kVASy®-Finance, it is possible to operate SAP/R3 in parallel through kVASy® interfaces.

## USPs in Application Modelling and Implementation Strategy

### 1. kVASy® Modules

To be able to perform complex business processes, the modules of the system are based on a homogeneous technological platform und uniform data storage. The following business processes can be mapped by using the kVASy® modules:

#### **kVASy® -Billing**, including **kVASy® -EDM** (Energy Data Management)

- Consumption Billing
- Special Contract Billing
- Cost Distribution Management
- Meter Data Interchange
- Unbilled Revenue Reporting
- Contribution Margin Analysis
- Contract Management/ Grid Access Management/ Customer Data Interchange
- Balancing
- Forecast/ Portfolio Management

#### **kVASy® - Technical Assets**

- Maintenance Management System
- Technical Assets Management
- Meter Management
- Land Register

#### **kVASy® - Finance**

- General Ledger
- Consolidated Group Accounting
- Cost and Budget Accounting
- Assets Accounting
- Order Management
- Purchase
- Materials Management
- Fees Management
- Accounts Receivable
- Accounts Payable
- Grid Utilisation Management/ Billing Data Interchange

**kVASy® - CRM**

- CRM
- Customer Care Centre

**kVASy® - Communication**

- E-mail
- eBilling (Web portal and Customer Self Service)
- EDI
- MDU
- MDE
- XML

Moreover, kVASy® offers standard interfaces to external systems, such as:

- External General Ledger
- GDPdU
- DMS/ Archive
- Codification/ Digital Signature
- Legal Dunning
- Meter Readings
- Bank Clearing and Payments
- Payroll
- Verification of Credit Standing
- Mobile Systems
- GIS

**Advantages for users:**

- A homogeneous ERP system for all financial and technical areas of an enterprise;
- Improvement in efficiency through the use of the synergies and potentials of the system;
- Cost reduction for the product implementation and training of personnel due to the uniform software standard;
- The implementation of the complete system or of separate modules with a possibility of extension at any time.

## 2. The Implementation of the Requirements of the Liberalised Energy and Gas Market

SIV.AG is a market leader in the implementation of the scenarios of future development of the energy market. kVASy<sup>®</sup> meets all the demands on the regulation of the communication between the market participants. The adjustment to the new unbundling model was carried out within the years 2005 and 2006. In 2007, the first projects in unbundling were implemented. One of them was the replacement of the solution SAP-IS/U.

### Advantages for users:

- Meeting the demands of the liberalised energy market without compromises and fear of sanctions;
- Automation of all business processes through unbundling;
- No necessity of additional personnel after the unbundling; full automation of the communication between the mandates;
- Optimal positioning with regard to the coming regulations at the liberalised energy market;
- Securing of competitiveness, which, in turn, guarantees further development of an enterprise.

## 3. Application Not Only in Local Enterprises, but Also in Energy Trading Companies Nationwide

Private and public utility companies are the main users of the system kVASy<sup>®</sup>. It also supports new market players, such as energy trading companies. The largest energy trading company using kVASy<sup>®</sup> register 40.000 new customers per month.

### Advantages for users:

- The use of sophisticated technologies in the CRM module and the possibility of individual definition of business processes provide for higher efficiency;
- kVASy<sup>®</sup> users can offer not only the core scope of services, but also make a name as energy trading companies, offer almost any products for any markets and pursue in this way an active market policy;
- Data processing centres have an option to offer the whole scope of their services to all market players.

#### 4. Data Turns into Information for Management and Staff: kVASy® BI

The system contains data valuable both for the staff and the management of a company. This information helps to manage business processes in a better way and to make the right decisions. This has always been the greatest challenge for the IT systems in use. The solution in kVASy® is kVASy® BI (Business Intelligence). Five data warehouses in kVASy® allow the use of any BI system. Our solution is based on the technologies of the market leader in the development of BI tools, Oracle. If necessary, kVASy® BI can be extended and adapted to the individual needs of the user through the application of freely-defined reports, flexible reporting tools and report generation in the system.

##### Advantages for users:

- A uniform database for the application of BI systems company-wide;
- Standardised reporting tools in kVASy® BI;
- Possibility to use any BI tools on the basis of kVASy® data warehouse structures;
- Efficient ETL processes for the complete or incremental updating of the data warehouse structures.

#### 5. Capacity of the Modules

As we already know, kVASy® was developed to cover all the financial and technical business processes in utility enterprises of any organisational or shareholding structure on the basis of common data warehousing. Therefore, the system has a modular structure, consisting of Billing, Finance, Technical Assets and a system-wide module CRM.

##### Advantages for users:

- The uniform system maps practically all the most important business processes of an enterprise;
- The communication between the technical and financial modules of the application takes place within an integrated system and, therefore, interface-free;
- Significant cost reduction for the implementation, since the data is stored in the system only once irrespective of the module in which it will be used;

- kVASy® is used not only in enterprises with a complex organisational and shareholding structure, with subsidiaries, but also in enterprises with a simple structure.

## 6. Scenarios of Implementation

SIV.AG has developed a multi-stage concept of implementation - kVASy® ASI (Advanced Software Implementation), which allows to map all the financial and technical processes of an enterprise in a uniform system. This concept provides for quick implementation and minimal customizing effort. The analysis of business processes carried out before each implementation guarantees an effective implementation procedure, based on the concepts worked out together by customers and consultants.

### Advantages for users:

- Low expenditures on new-implementations of the application and, for that, a lower impact on the day-to-day business;
- The reduction of costs for implementation brings with it lower cost and time expenditures for the engagement of the personnel of the user or consultants. This, in turn, guarantees a quick return on investment.

## 7. Experience in Data Migration from All Market-leading Systems

The quality of data migration from old systems is the basis for a successful software implementation at the utility market. In Germany, for example, the old systems of all the market-leading providers were displaced by kVASy®.

### Advantages for users:

- Guarantee of the quality of data migration from an old system into a new one thanks to the experienced personnel and the use of approved data migration routines;
- Cost efficiency of data migration due to automatic conversion routines and, as a result, cost reduction by the system implementation.