

Custom craft instead of mass production Don't get bent out of shape!



www.virtual-solution.de

The Company

· the virtual solution · is a leading German vendor of tailor-made software solutions. The company was founded in Munich in 1995 and has grown to a staff base of more than 100, 85 of which are experienced software developers alone.

· the virtual solution · consistently optimizes its clients' individual business processes with effective strategic IT consulting and the latest technologies.

Solutions developed by
· the virtual solution · are:

- extremely user-friendly
- absolutely reliable
- unbeatably economical

and generate tremendous additional competitive advantages for clients.

The Clients

Clients are international companies in numerous industries, especially financial services, IT, and logistics, including Siemens, KGAL, Karstadt-Quelle/Arcandor, DHL, Hannover Leasing Automotive, IBM and Sun Microsystems.

The Goal

Technology should primarily serve to make business processes simpler, faster and, above all, more efficient. We create the perfect combination for you, based on your standard software with individually developed components.

Other good reasons to choose
· the virtual solution · :

- Strategists and open-minded thinkers
- Deep process understanding
- Flexibility
- Intelligent solutions – with long-term calculability and scalability
- Security – now and in future

Far above the mainstream

More than half of all IT projects flounder because the standard software chosen and problems in customizing it to meet the individual requirements of the business processes bust the budget in terms of both time and expenses. While standard software works well where basic functions are concerned, it is often too inflexible when it comes to individual customization and integration in the system landscape. · the virtual solution · has made a virtue of this necessity. "Today, businesses no longer want monolithic structures from a single vendor on whom the fate of the entire enterprise then depends," says Rainer Hackenberg, managing director at · the virtual solution ·.

Day-to-day business processes can be handled substantially faster and more efficiently thanks to optimum IT support. Based on open standards, · the virtual solution · develops powerful individual solutions – specifically with customers' precise requirements in mind. Instead of shoehorning processes into a standard application, they are mapped one-to-one in Java. This method clearly affects the speed and quality with which a company responds to individual customer demands or seamlessly integrates its business partners. In this manner it is possible to create genuine unique selling points that no other competitor can offer.

· the virtual solution · sets stock solely by the latest service-oriented interface technologies: They permit deep integration of the individual solution in the existing IT landscape and connection of standard processes such as purchasing, accounting or invoicing. This is supplemented by a systematic course of action based on the knowledge of various methods for dynamic and flexible controlling of projects and processes. We call this "agile" project management, and it has already brought many IT projects to successful completion.

Minimal installation and training expenditure

Tailor-made – that also means: no more than necessary. With an individual solution, instead of paying for numerous functions that it does not need and will not use, a company "saves" on excess functions that are an unnecessary burden on both the system and the users. Instead, the application contains exactly those functions that are really needed – properly structured according to the company's specific priorities. · the virtual solution · always keeps in mind what happens with its solutions over the long term: As a rule, no expensive reprogramming is required for adaptations of the system which may become necessary over time. Many applications can be modified through simple configuration. An application that was originally written for ten users can later be accessed by hundreds or even thousands without problems and without necessitating any changes in terms of software technology.

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· the virtual solution · Far above the mainstream

"We see ourselves as a service provider that agrees on a clearly delineated service with its client and then performs this service as contracted. Thus part of our self-conception is that we owe our client a completed project – not a specific number of hours worked."

Dr. Raoul Thomas Herborg,
Managing Director · the virtual solution ·

State-of-the-art technology

Heavy reliance on Java holds a whole series of decisive advantages for clients. Java is open, which means that applications by · the virtual solution · are state-of-the-art, do not depend on a specific platform and can be integrated in any IT landscape. Java also supports browser-based solutions: Having all logic executed on the central server makes it possible to do without expensive licenses and eliminate time-consuming and costly stand-alone installations. Mailing a simple link is all it takes! It also eases the load on workplace hardware, thus eliminating the need for expensive upgrades.

Each individual user learns to use the new software considerably faster, as he or she will access the central server application solely via the familiar Internet browser that is installed anyway. This, in turn, reduces training requirements.

It is by virtue of this unique Java expertise that · the virtual solution · has been

"Instead of having to readapt the entire implementation each time, all that is necessary is to swap or replace individual components. In this manner, it is possible to attain a substantially faster 'time to market' for business processes or performance features."

Rainer Hackenberg,
Managing Director · the virtual solution ·

Minimal installation and training expenditure

With its solutions, · the virtual solution · relies on Java, the programming language with the largest developer base worldwide. There is an enormous number of ready-to-use components that can be used as finished modules – and new ones emerge almost weekly from the Open Source sector. Over the past few years, it has been possible to reduce development time and costs significantly by using these finished modules.

the most important supplier to Sun Microsystems on an international level for years now. In other words: The software firm develops applications for the company that once invented Java.

What's more: · the virtual solution · discloses the source code to its customers. Each company can then decide for itself whether to take over the software entirely and continue developing it in-house if necessary. Inconceivable with standard software!

· the virtual solution · is a leading German vendor of tailor-made software solutions for businesses. · the virtual solution · consistently optimizes its clients' individual business processes with effective strategic IT consulting and the latest technologies – with radical cost transparency. These extremely user-friendly and absolutely reliable solutions have proven to be unbeatably economical and additionally generate tremendous competitive advantages for clients. Clients are international companies in numerous industries, especially financial services, IT, and logistics, including Siemens, KGAL, Karstadt-Quelle/Arcandor, DHL, Hannover Leasing Automotive, IBM and Sun Microsystems. · the virtual solution · was founded in Munich in 1995 and currently employs a staff of more than 100, 85 of which are experienced software developers alone.

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