



# SPRING 2009

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### Robert Komartin appointed Group Sales Director



Robert Komartin is appointed Group Sales Director from January 2009. Robert rejoined LLP in 2006 as Country Manager of LLP Bucharest after some years away from the company at Oracle and Microsoft. Robert's background is in consulting and sales and during the late 1990s Robert worked on a number of implementations of financial and other solutions as a member of the consulting team at LLP Bucharest. From 1<sup>st</sup> January 2009 Robert is appointed Group Sales Director and member of the Board of Directors, with responsibility for sales strategy for the group as well as key relationships with Infor and Microsoft.

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### expense@work wins Premier League!

systems@work has won an especially exciting new client — England's Premier League, the most famous, and most prosperous football league in the world.



At the top of the English football league system, the Premier League is the country's primary football competition. It is contested by 20 clubs, operating a system of promotion and relegation with The Football League. expense@work will be used by the League's administrators.

## LLP Group – Annual Results 2008

2008 saw revenue growth of 27% for LLP Group to 10.7 Million EUR, and profits of around 400 K EUR. The year also saw the addition of three new companies to the group — LLP Luxembourg, LLP Belgium and LLP Russia, and the separation, though it remains within the group, of software division systems@work. The group now employs 195 staff in nine countries, largely in 'new', but now also in 'old' Europe.

'I am extremely pleased with our achievements in 2008, especially given the current circumstances,' comments Group Chairman and CEO, Adam Bager. 'The first half of 2008 involved considerable investment, with three new companies opening their doors in the first four months. However by the end of the year our investments began to show a return, with record levels of consulting and licence sales during the last four months, and revenue and profit forecasts being revised upwards. We enter 2009 with plans for further expansion, even though we believe the global financial crisis will affect us seriously from the second quarter of 2009. We keep a very watchful eye on this situation, but do not yet see a serious dip in the confidence of our country managers.'

LLP Group, with headquarters in Prague, provides consulting and business software services in Czech, Slovakia, Hungary, Croatia,



Adam Bager

Bulgaria, Romania, Belgium, Luxembourg and Russia, and resells Infor, Microsoft Dynamics, Pivotal CRM and systems@work business software. The group's consultants worked in 47 separate countries during 2008.

'I remain optimistic about our prospects,' comments Bager. 'We expect a challenging year or so, but are alert to the opportunities that will arise as this part of the world resumes its growth. Now is the time to prepare. We expect accelerated investment in IT and services once the recession is over.'

## LLP Group Expands Further West

In 2008 LLP Group's operations expanded from Central Europe and the Balkans into Western Europe and Russia. In 2009 the group will take further steps, expanding to both the Eastern and the Western shores of the Atlantic Ocean — with LLP France and LLP Mexico.

These opportunities arise through highly successful relationships LLP has enjoyed with consultants in Mexico (around Infor EAM) and France (around Infor FMS SunSystems).

Luis Mariel, based in Mexico City, will manage a team of Infor EAM consultants and will concentrate on ongoing projects

in the domestic market and in our international client base. They will also promote and support systems@work's time@work and expense@work.

Philippe Lerède, in services, and Jean-Paul Gélis, in sales, will spearhead our investment in France. Philippe until recently managed Infor's SunSystems consulting team in France, and has worked on countless implementation projects, many of these in collaboration with LLP Group. Jean-Paul has spent his career consulting, implementing, and selling ERP systems and was Systems Union (pre-Infor) Account Director for Shell and Total in 2000.

## INFOR FMS SUNSYSTEMS

SunSystems 5.4.1 will be released to a 'controlled' group of resellers and users in April, followed by a general release to the entire customer base in July.

Version 5.4 of Infor FMS SunSystems is the first release of the software to include Infor Open SOA, an event-driven service-oriented architecture (SOA). In addition to SOA integration, Infor FMS SunSystems 5.4 delivers a significant number of customer-driven enhancements, allowing customers to streamline their financial management processes. A new User Interface provides a fresh experience for users with more intuitive and dynamic search capabilities to drive greater productivity and efficiency. There are also enhancements around security in order to help customers meet the increasing requirements around control and corporate governance.

Enhancements can be divided into several areas:

### Financials

- Journal Type statuses
- Balancing by variable currency
- Ledger import enhancements
- Journal Reverse/Copy
  - Error correction
  - Use as templates
- Enhanced analysis balancing
- Second Reference
- Notes support in Ledger Import
- Enhanced authorisations

### Order Fulfilment

- Implementation wizards
  - Business Unit wizard
  - Static data copy wizard
  - Enhanced Ledger Interface



### channel partner

- More options on Pick List Despatch Note numbering
- Whole order processing
- Serial Number enhancements
- Data security on Address records

### General

- Upgrade to Actuate 8
- New user interface
  - Enhanced function search
  - Hosted forms
  - New look and feel
- Security
  - Password control
  - Remove super user
  - More granular permissions
  - Better permission reporting

### Infor Open SOA

Infor Open SOA leverages business language to distribute data between Infor applications and other systems, and provides a standards-based approach for integration of both Infor and non-Infor systems and data sources. Through Infor Open SOA, Infor customers can rapidly and economically add Infor, third-party and in-house software applications without the need to "rip-and-replace" software or interrupt other systems during operations, a key benefit to Infor Open SOA. Infor Open SOA allows future component-based enhancements to Infor solutions to be delivered in the same non-

disruptive manner, easing the implementation process for future technology integrations.

### Multibooks (advanced GL)

Infor's new GL component that is based on Infor Open SOA provides:

- Automated support for parallel views of your GL.
- Allows the same set of ledger transactions to be seen differently by
  - Multiple calendars
  - Multiple charts of account
  - Multiple currencies
- A way to respond to changing accounting needs (adjustments specific to one GAAP, without affecting other GAAPs)
- A mechanism to gain a consistent view of ledger data
  - from different operations
  - with divergent accounting practices,
  - running on different financial applications.
- Multibooks introduce increased Analysis Dimensions (30 dimensions)

### Vista and Windows Server 2008 support

This is the first release of Version 5 planned to support Vista clients (Bus, Ult, & Ent) and Windows Server 2008. Substantial work was done on SunSystems 5 to deliver full Vista compliance, meeting Vista requirements on things such as locations where files are created and so forth — based on this, Infor is aiming to obtain certification of compliance. V5.4 is the only means by which Infor can provide Vista support for SunSystems 5.

## Performance Management – 'Think big, start small'

### Do these concerns sound familiar?

- "It takes too long to close my monthly books"
- "Our forecasts and plans rarely match actuals"
- "Spreadsheets are getting out of hand and don't link to our business systems"
- "We spend too much time preparing reports and not enough time analyzing the data"
- "I need a solution that will pull data from different systems"

Infor PM10 is a product that has evolved from the best aspects of Extensity's MPC and MIS. Infor PM10 is modular and scalable, allowing you to think big but start small by addressing

immediate needs. Infor PM10 covers all aspects of Performance Management:

- **Integrated Reporting, Analysis, Dashboard Solutions**
  - Analytic application platform: OLAP, Online analysis, Excel, Web, Reporting
  - Meeting specific requirements
- **Strategic Management**
  - Linking plans and budgets to corporate objectives
  - Managing traction on corporate objectives
- **Planning, Budgeting, Forecasting for public reporting**
  - Top down driver-based planning and modelling
  - Bottom-up budget / forecast collection

from department managers / operation managers

- Predictive analytics, statistical and rolling forecasts as benchmarks
- **Financial Consolidation & Management Reporting**
  - Management consolidation and reporting
  - Statutory or legal consolidation
  - Analytic Applications
  - Role based packaged applications

In summary PM10 helps companies improve the way they monitor, measure and manage their business — ultimately improving performance by linking strategy to execution. Infor PM10 helps companies use time, money and resources more effectively to create greater value.

## iPOS – Self Service Procurement

iPOS is an integrated purchase order system for SunSystems. It is an up-to-date e-procurement solution answering the requirements of any organization. Whether a group with subsidiaries in several countries or a large company iPOS is the most advanced solution. iPOS is very tightly integrated to Infor SunSystems and perfectly communicates with. This is essential for the initial and ongoing success of electronic procurement systems. The benefits of the tight integration include real time access to budgets, transaction allocation rules, supplier trading status, and other Infor SunSystems data. This gives users a single source of truth as they work through the day. iPOS is a browser based solution with zero application footprint on the user's PC, has an intuitive and friendly interface and is deployable inside and outside the corporate firewall. It covers functionalities like requisition, approval, control desk, goods receipt, invoice entry and invoice approval.

You can get your end users, branch offices and approvers on line to take advantage of self service procurement. It has a very easy and intuitive design that empowers the end-users to make use of on line requisitioning.

## Infor EAM – Make the Most of Your Assets

How can your assets perform better and how will this affect the bottom line? Which of your plants, lines, or assets are likely to underperform? How can you pinpoint unreliable assets, suppliers, and processes, and how can you predict reliability issues before they happen? To address these concerns LLP added Infor EAM into its portfolio in 2008. In one year we have succeeded in building a virtual team with resources strategically placed in LLP Belgium, Luxembourg and Budapest. LLP Budapest has translated the software to meet local company's Hungarian language requirements.

In the course of this past year LLP Budapest has had one local project, while LLP Luxembourg is working currently on a pilot



channel partner

iPOS requisition rules and roles based approval allows for purchase requests to be routed for approval base on the companies departmental hierarchical catalogue structure and approval dollar level to govern who needs to approve a requisition.

LLP and its partner is very much looking forward to work together in the future on eProcurement projects. LLP group is confident that by implementing iPOS the users will have the tool to reach their goals of having an optimized purchasing process and through this a more productive workflow. With the support of iPOS companies will be able to better control spending across the organization, will manage extensive approval delegation and workflow requirements and iPOS will provide comprehensive transparency and auditability to the purchasing departments overall.

project in Paraguay and planning a roll out to 6+ additional countries.

Infor EAM is designed to help companies:

- Implement effective equipment-based maintenance schedules to reduce downtime
- Manage work order processes to ensure on-time delivery
- Reduce maintenance-related inventory levels for increased savings
- Model various scenarios to determine optimum asset levels and drive decision making
- Track information to improve the ability to collect on warranty claims

is probably the best known of these to LLP's clients, but others are equally well known in the business world and are supported by a wide range of resellers internationally. Amongst these (under their original names) are BAAN, Datastream, and BPCS.

Infor's complete portfolio of products includes:

- Infor CRM [Customer Relationship Management]
- Infor EAM [Enterprise Asset Management]

## SunExtras for Infor FMS SunSystems

Just a short reminder about the extra programs we've written to enhance the features of Infor FMS SunSystems. These are written in compliance with the SunSystems technical infrastructure and appear as an extra 'SX' SunExtras menu in SunSystems:

### Bank Payment System

A substantial suite of program which enables payment selection, electronic payment file generation, electronic bank statement processing with automatic matching of payments to supplier and customer invoices. Many additional features to handle additional charges, and multiple bank interfaces. [V4.2, V4.3, V5.1, V5.2, V5.3]

### Cost Allocation

A simple set of rules to enable the allocation of costs (usually overheads) across T-code values such as departments, cost centres, brands, products, projects, etc. [V 4.2 & V 5.1]

### Invoice Reversal

Create reversals of nominated sales invoices easily using this Invoice Reversal program. [V 4.2]

### Late Payment Interest

Late Payment Interest is often levied on unpaid invoices. LLP's Late Payment Interest enables the calculation of interest and the preparation of 'pro-forma' interest invoices for submission to customers who are late with payment. These pro-formas are easily converted to standard invoices on payment or may be deleted. [V 4.2]

### Aged Analysis

Provides you with a historical snapshot of your ageing report. This report is a common requirement during statutory audits. [V 4.2]

### Fixed Asset Depreciation

Extends the functionality of FMS SunSystems Fixed Assets Calculate Depreciation function for straight line method to address:

1. When implementing the asset register and using the system to calculate depreciation for the first time, the system may calculate a different accumulated depreciation value from what was calculated previously. In turn, the first month for which depreciation is calculated in SunSystems therefore, may be of a greater or lesser value than expected.
2. When adding value to an existing asset Infor FMS continues to depreciate the percentage assigned without extending the life of the asset. [V4.2, V4.3, V5.1, V5.2, V5.3]

### Petty Cash

A petty cash module fully integrated with Infor FMS handling cash transactions, expense payments, bank cash deposits using an average rate that is continuously updated with the movements within the Petty Cash module, not impacting the exchange rates sets in your live database. [V4.2 & V5.2]

**Please contact your account manager for more details if any of these interests you.**

## Who are Infor?

Did you know that Infor is the third largest business software company in the world? Whilst SAP, Oracle and Microsoft aren't exactly "household names", they've been well enough known in the business world for decades. Infor is a relatively new name.

Infor, founded only six years ago, is the owner and developer of a range of business software systems, many of them familiar names, now acquired and united under a common Infor brand. Infor FMS SunSystems

- Infor ERP [Enterprise Resource Planning]
- Infor FMS [Financial Management System]
- Infor HCM [Human Capital Management]
- Infor PLM [Product Lifecycle Management]
- Infor PM [Performance Management]
- Infor SCM [Supply Chain Management]

## Pivotal CRM 6.0 — CRM with a Low Total Cost of Ownership

Pivotal Customer Relationship Management (CRM) offers rich functionality in the areas of sales, marketing and service automation, including analytics, mobile CRM and partner management. Designed to produce increases in revenues, margins, and customer loyalty, Pivotal CRM is used by more than 2,200 companies worldwide — including nearly half of the Fortune 500.



Pivotal CRM 6.0's newest features provide easier customisation, enhanced searching and reporting capabilities, the flexibility to conform to an organisation's way of doing business and ease of use.

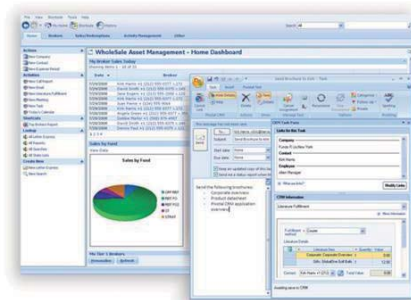
Users are now allowed to complete much of their daily work without having to leave their CRM console, thanks to deep integration with Microsoft Outlook, including calendar, task and email capabilities.

Built on the innovative Microsoft.NET platform and with the look and feel of Microsoft, Pivotal

CRM 6.0 introduces a new Smart Client that offers features that end users will appreciate: an intuitive interface, deep integration with the Microsoft tools they use every day, and the ability to tailor and personalise the solution to match unique business processes and individual user needs.

Pivotal 6.0 also embeds SharePoint, which enables companies easily to deploy SharePoint Server to implement a new feature in Pivotal 6.0. Moreover, the Microsoft Visual Studio integration provides a flexible development platform for technical teams to be able to implement much more attractive user forms.

LLP Group offers a migration kit that automates much of the conversion and migration process from earlier versions of Pivotal to help ensure customers can move to Pivotal 6.0 as smoothly and cost-effectively as possible. The Customer Management System and Pivotal for Financial Services applications



are available now on Pivotal 6.0 with other vertical-specific applications due to be rolled out over time.

## systems@work — New Versions This Year

systems@work development continues apace, with two new versions due in 2009. Version 3.3, in the Spring, will provide Firefox compatibility, server farming and gardening capability, rewrites into .Net technology and will enable employees in time@work to manage skills updates and skills searches through the browser-based Professional Services



Workbench. Version 3.4 in the Autumn will provide around 50 functional enhancements to the product. Full details are available on request.

For more information about time@work (for professional services management) and expense@work (for expense management) refer to [www.systemsatwork.com](http://www.systemsatwork.com) or contact your account manager.

## MS Dynamics

### LLP Group Awarded Membership of Microsoft President's Club 2008

LLP Group was awarded membership of the Microsoft President's Club for the second consecutive year in 2008. This elite club recognises the top 5% of Microsoft Business Solutions partners worldwide and their dedication to the delivery of solutions that meet their customers' unique needs, their active pursuit of product and technological advancement, and their impressive sales performance.

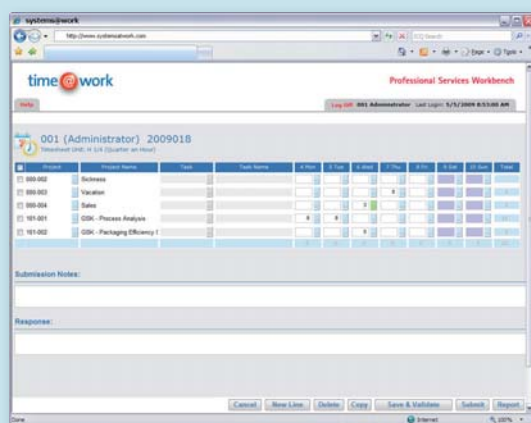
The award for 2008 reflects LLP's success in extending the Microsoft Dynamics platform to create business advantage for a wide range of companies in Central and Eastern Europe through the localisation and implementation of Microsoft Dynamics AX.

## systems@work Hosted Timesheets

time@work is a PSA (Professional Services Automation) that brings benefits through the integration of a professional services firm's processes, including time, expenses, billing, planning, skills profiling, and finance. But for those of you who are interested in time tracking and only time tracking, we have configured a simple entirely web-based application that we can offer as a hosted solution on a monthly-fee basis.

Though this solution covers only timesheets, there is great scope for configuring your own departmental analysis, and fee or cost rate hierarchies, and there are extensive reporting possibilities.

If you have a need for time tracking then take a look at [www.systemsatwork.com](http://www.systemsatwork.com) where you will find more details and a sign-up form for a month's free trial.



### Microsoft Dynamics AX 2009 Has Arrived

Microsoft has announced the general availability of Microsoft Dynamics AX 2009. This is especially good news for LLP Group's AX customers, who are often subsidiaries of international companies and who therefore need special tools for the integration of subsidiaries. Microsoft Dynamics AX 2009 provides new multi-site and shared-services capabilities, specifically to enable customers to manage complex financial and supply chain processes between subsidiaries.

Other new features of AX 2009 include a self service Business Intelligence tools, a new user interface, modules for KPI (Key Performance Management) and complete support for new Microsoft server versions.

If you are considering upgrading to this new version, please contact your account manager.

## OFFICE NEWS

### Russia

#### LLP Russia opens its doors

LLP Russia, LLP Group's ninth subsidiary, formally opened for business on April 24, 2008. And by the end of the year the company had signed support contracts for Infor FMS SunSystems with 36 customers.

'So far it's all gone to plan,' says Vladimir Pachkin, LLP Russia's Managing Director. 'Many of our customers were left without support at the end of 2007, and our first aim was to show that Infor FMS SunSystems is a product with a future, as well as a past. Our first priority was to establish an effective and experienced support operation. We are grateful to our customers for their vote of confidence in the team we put together. In recent months we have also contracted with Infor to develop Russian versions of Infor FMS SunSystems 4.3 and 5 and we are promoting the system actively in the market. We have also undertaken a fundamental review of how SunSystems can best be implemented in Russia so that both corporate and Russian statutory requirements can be met. The result of this analysis is a standard method which we will recommend to all our clients.'

LLP Russia is also promoting Russian versions of systems@work's time@work and expense@work products. time@work is a specialist system for the management of professional service organisation (and is implemented at Cushman & Wakefield Stiles & Riabokobylko). expense@work is an expense and travel expense management system. Both are integrated with Infor FMS SunSystems.

LLP Russia enters 2009 with a team of 13 consultants, technicians, sales staff and management.

As throughout LLP Group LLP Russia aims to offer practical and innovative solutions for international companies operating in Russia. The group pools best practice methods across the region to ensure consistency in approach and reliability in results whether for regional or local projects.

#### Infor FMS SunSystems in Russian

LLP Russia has been engaged by Infor to produce Russian versions of SunSystems Version 4.3 and 5. The availability schedule for these is as follows:

- SunSystems 4.3.3      COMPLETED
- SunSystems 5.3.1      MAY 2009.
- SunSystems 5.4        JUNE 2009.

#### time@work at Cushman & Wakefield Stiles & Riabokobylko

Cushman & Wakefield Stiles & Riabokobylko are the first users of time@work in Russia. The company is part of the world's largest privately held real estate services firm. Founded in 1917, it has 227 offices in 59 countries and more than 15,000 employees. For almost 15 years, Cushman & Wakefield Stiles & Riabokobylko (C&W/S&R) has been a dominating force in the Russian real estate market, providing agency and property consultancy services to both local and international corporate clients:

As for any services company, especially when a range of services and skills is offered, Cushman & Wakefield face a number of management challenges in their non brokerage business:

- How to relate revenue from clients in their consulting departments to the activities of their staff over the multiple phases of complex projects
- How to determine profitability based on costs of employment and other expenses
- How to track project or activity times against budgeted plans so that better estimates can be made for future bids

time@work provides time recording, expense recording, billing, planning and reporting functionality to assist professional services in the analysis of time, expense and revenue and in the forward planning of future engagements.

"Overall the project met its objectives," says Ian Stephenson, COO and CFO, "and we can see how the product can be expanded to cover additional reporting, planning, and skills recording if we need these."

#### LLP's BPS – Save Time with Electronic Banking

The Ritz-Carlton Hotel in Moscow, which opened in 2007, offers 334 of the most splendid guestrooms and suites in the city. The hotel is

one of 70 properties operated by the group worldwide.

LLP's Bank Payment System is now helping the Ritz Carlton Hotel to automate payment processes, the recording of bank statements and the reconciliation of payments with supplier and customer invoices.

"BPS is something that we add to SunSystems," says Marina Akimova, Project Manager at LLP Russia. "It's used for integrating a client's Banking System with SunSystems. It greatly reduces the documents that circulate in the accounting department."

### Romania

#### New Managing Director for LLP Bucharest

Raluca Komartin takes over as Managing Director of LLP Bucharest, following her husband's appointment as Group Sales Director. Raluca, LLP Group's most successful salesperson in 2008, began her career with LLP Bucharest more than ten years ago, initially as a financial systems consultant, and subsequently as consulting manager, and sales manager. Raluca manages a company of around 45 staff and will continue to expand the company's customer base with Infor and Microsoft products.



### Slovakia

#### Slovakia adopts the Euro

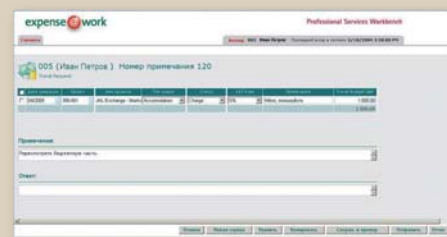
On January 1<sup>st</sup>, 2009, Slovakia adopted the common European currency, thereby increasing the number of Eurozone countries

## expense@work – Save Time with Expense Management

systems@work's expense@work provides configurable browser-based expense entry and approval, as well as travel request options, that take the hassle out of expense management and bookkeeping.

#### Benefits:

- Automated approval workflow and rules-based validation
- Automatic preparation of accounting entries
- Extensive reporting
- Automatic calculation of allowances
- No more document bottlenecks



## OFFICE NEWS

to 16. The changeover to the Euro in Slovakia went smoothly with no exceptional problems recorded. The dual circulation period lasted two weeks only and this was very short time in comparison to other Euro area countries. Although the changeover started slowly the final statistics showed a high level of popular acceptance — 97% of Slovaks possessed only or mostly Euro banknotes a day before the end of the dual circulation period. And as the official news said, the cooperation and patience of citizens played a very important role in the successful introduction of the single European currency in Slovakia.

One of the main reasons for smooth transition was very careful preparation across all sectors. Many organisations started Euro conversion planning several months before January 1st. LLP Bratislava together with its customers initiated the preparation at a Client Day held in June 2008. During this event LLP consultants explained and presented the method they had developed for the purpose of Euro conversion. The key features of LLP's approach had been already proven in similar (not only Euro) conversion solutions, applied previously in Austria, Bulgaria, Romania, Slovenia and Malta.

Following initial presentation LLP Bratislava discussed all the main issues with each client and analysed additional requirements. Based on the results of this phase a detailed plan was proposed and agreed for each customer to ensure their finance and business systems would be converted on time and in the required way. One of the main prerequisites of successful transition was the simulation of conversion and end user testing long before January 1st. The most important phase, the final and actual transition of all systems was completed within the first weeks of January.

The entire process involved three consultants, 15 clients, 25 business units, and eight months of work. Thanks to Euro-ready version of the systems, detailed scheduling, and thorough testing, the conversion tasks went smoothly and according to plan for all our clients.

### Hungary

#### Nivelco implements Microsoft Dynamics NAV in 8 countries

Nivelco, a leading manufacturer of level control equipment, has chosen LLP Budapest to implement Microsoft Dynamics NAV. The project includes Nivelco Hungary and all seven of its subsidiaries around the world.

Hungary's foremost manufacturer of a range

of level control equipment including vibration, conductivity, and float-based level switches has been working with isolated applications until this year. These systems were no longer fulfilling management expectation, as a low transparency level was having an unfavourable effect on efficiency and productivity.

Following the opening of new offices all around Europe, it was clear from the rapid expansion period that an integrated IT solution was required. LLP Budapest, with their wealth of experience with international ERP implementations, offered a clear vision of a new system that would integrate all office activity in the same Nivelco-specific business workflow, and allow the management to be as close to the action as possible.

Nivelco subsidiaries in Austria, the Czech Republic, India, Poland, Romania, Russia and the US began using Microsoft Dynamics NAV from the beginning of 2009. Headquarters in Hungary will join in the second half of the year, and final systems go-live date is 1<sup>st</sup> January, 2010.

### Bulgaria

#### Property, Television, Viticulture and More: Six LLP Sofia Clients Go Live in January 2009

The beginning of 2009 was a strenuous period for LLP Sofia's consultants as six clients switched on their new ERP systems, including TV2, Global Vision, Bulgarian Property Developments, Metecno Bulgaria, Festa Wine Company, and National Distributors. These companies represent a diverse range of industries from property management, through viticulture and TV production, to the distribution of fast moving consumer goods. Three are controlling their businesses using Infor FMS SunSystems, two are MS Dynamics NAV users, and the last manages its extensive warehouse operations using MS Dynamics AX. Projects at TV2 and Global Vision mark LLP Sofia's successful entry into the dynamic, multifaceted industry of TV production and management.

#### LLP Sofia wins 2008's Investor in Society Award

LLP Sofia has won the prestigious Socially Responsible Business Award granted by the Bulgarian Business Leaders Forum in recognition of the company's consistent support of the Shiroka Laka Summer Theatre School for children.

This year's annual awards ceremony was organised for the sixth consecutive year by the Bulgarian Business Leaders Forum, which in



2008 celebrated its 10<sup>th</sup> anniversary of active promotion of good business practice and responsible corporate behaviour in Bulgaria.

The Summer Theatre School is a collaborative project involving the Katya Vancheva Orphanage, together with the DEN GRI-X Cultural Foundation, chaired by Elena Panayotova, a prominent Sofia-based theatre director. The event was conceived by Elena Panayotova and Adam Bager, LLP Group's Chairman. The three-week Summer Theatre School was first organised in 2003, with the aim of developing the talents, communication skills, self-expression and teamwork of around 70 children, through drama and theatre using speech, music and dance. This year's Theatre School culminates in a final performance in the village of Shiroka Laka on 18<sup>th</sup> July.

#### MS Dynamics AX for Bulgarian Utilities and the Process Industry

LLP Sofia has launched Process Industry and Mecoms in the Bulgarian market. These two industry-specific add-ons are fully integrated with MS Dynamics AX, targeting production and utility companies.

Process Industry is built on industry expertise in the food and beverage, chemicals, life science and pharmaceuticals, primary metals, pulp and paper industries. It improves operational efficiency by integrating sales, production, inventory, quality control, distribution, and customer service capabilities throughout the entire process manufacturing life cycle.

The solution can improve the management of all variables required to engineer and build products to custom specifications, optimize capacity, comply with regulatory demands, and drive continuous process improvement.

Mecoms is designed as a multi commodity system that supports electricity, gas, water or any other type of commodity such as heat, cold or carbon emissions. It is a complete end-to-end solution, taking into account the specifics of each commodity and its different unit types and attributes. The solution comprises critical processes such as CRM, metering, billing, collection and contract management, service and asset management, metre data collection, calculation, settlement, etc.