



# Aerospace & Defense

Complex IT, Simplified.



## Corporate Overview

Software AG Government Solutions is a market leader in best-in-class commercial software dedicated to serving the U.S. Public Sector and the A&D supplier community. Software AG products are trusted by the world's leading companies across banking, insurance, logistics, manufacturing, and technology sectors and the U.S. federal government including IRS, SSA, DHS, and the DoD – to connect their enterprise. Our solutions remove the barriers of connecting data from every source – from cloud to edge – across an extended enterprise. We are recognized by Gartner and Forrester as leaders in API Management, Hybrid Integration, Industrial IoT (IIOT) platforms, and IT Portfolio Management and Enterprise Architecture.

## Make Data Driven Decisions: Business & IT Transformation

Our IT Strategic Portfolio Management and Enterprise Architecture platform, Alfabet, empowers organizations to plan, invest and perform effectively by tightly coupling business priorities and IT returns with current and future architecture initiatives. It helps decision-makers make better investment decisions and reduce transformational risks by understanding when, where, how, and why to change the IT portfolio. This offering is complemented by Business Process Architecture, Modeling, Analysis, and Mining platform, ARIS, making it a comprehensive enterprise IT management platform.

This platform enables the Army Office of Business Transformation (OBT) to get line of sight across their \$2.1B of annual IT portfolio providing decision support to leadership for strategic planning and road mapping while enabling rapid evaluation of proposed capabilities in under 3 days and reducing redundant investments.

**Featured A&D Customer Airbus: Taking Flight with IT Transformation & Business Process Excellence** – Airbus requires precision in everything they do. This need for precision also applies to their infrastructure and processes supporting their IT and Business operations. This is made possible by continuous process improvement and greater visibility into their IT landscape through Aris and Alfabet, Software AG's Business and IT Transformation offering.

## Liberate Data: APIs & Integration

Our API Management and Integration platform, webMethods, provides connectivity to everything – business systems, data, devices, SaaS apps, and APIs – bringing together all your systems and data sources to deliver a comprehensive and trusted

view of your business functions across your entire organization and its components. The Internal Revenue Services (IRS), for example, was able to fully integrate their enterprise systems and lower costs with a simplified architecture and common set of services to securely access data. This enabled them to maximize ROI of existing IT investments, greater responsiveness to business stakeholders, and modernize E-Filing to meet the IRS goal of \$29M per year costs savings for E-Filing.

**Featured A&D Customer Boeing: Modernizing Supply Chain through a touchless fully integrated Order-to-cash process** – Boeing Distribution Incorporated, one of the critical business divisions of Boeing strives to achieve a real-time, hands-free, automated B2B, supply chain business model to streamline transactions in its Order-to-Cash process by seamlessly and securely integrating its SAP® Enterprise Resource Planning System and its defense customers. Boeing leverages webMethods to innovate and modernize its business operations. Boeing also has a business relationship with Exostar, a marketplace for procurement that maintains and transacts with the A&D supplier network of companies.

## Operationalize Data: Industrial IoT & Analytics

Our self-service IoT and Analytics platform, Cumulocity, connects networked assets – devices, machines, and sensors – allowing users to rapidly create IoT solutions. With built-in device management, analytics, and dashboards you can also integrate your IoT devices with your business systems. The comprehensiveness, flexibility, and security of our platform were drivers in DHA choosing us to solve a critical and emergent need during the COVID-19 pandemic. Cumulocity automated the tracking of personnel-to-personnel exposure within defined proximities in controlled DoD environments with a highly secure, cloud-to-edge solution. Being device and use-case agnostic, a wide range of IoT-based solutions can be supported such as asset tracking, worker health and safety, machine monitoring and predictive maintenance, and smart facilities.

**Featured A&D Customer Top 10 A&D Company – Enhance workplace safety by detecting and tracking proximity through on-person sensors** – Amid the ongoing Coronavirus pandemic, businesses and industries need Proximity tracking to keep its personnel safe and secure, as people are the most important assets of a company. One customer requires this tracking as a strategic aspect of its ongoing and future operations. This solution is being built at a rapid pace using wearable sensors and Cumulocity.



### Who are we

We focus on building trusted relationships with our customers. That starts with our highly effective “Prove IT First and Prove IT Fast” approach to solving mission-critical IT challenges. We quickly prove the viability of our solutions in a customer’s environment with superior products and experienced technical resources in minimal time with little to no cost. Embraced by our customers, this approach has been proven to minimize risks associated with Business & IT investments.