



# n e w s

## |A|W|M360 data systems

*access workforce management and beyond*

*edition october 2014*

### *editorial*

Dear reader,



Kaba is on a quest to help clients in emerging markets move beyond security and achieve a higher level of control over resources. The Company's EMEA-focused leadership believes global interest in South Africa as a destination for potential investment is on the rise and now is the time to step up service delivery.

The first port of call for this segment was Kaba's long-time partner AWM360 and we felt that this visit and the announcement this initiative was greatly appreciated by AWM360 as another way forward to bring these solutions to Southern Africa. Having been a partner for eight years we strongly believe that the work done and the inroads we have made into our local markets have clearly influenced our main partner's view to keep driving down this highway of great solutions, top quality consulting and support for our local clients!

And for the first time in this newsletter: "Y'all better listen to this! - Soulman's sound bite". We decided to add a new section to this newsletter relating to another passion to be found in AWM360's offices: Great music! Music makes the world go around and inspires us daily to go one step beyond. So here it is - let's roll!

Enjoy the read!

Guenter Nerlich  
*Managing Director*

▶ editorial

▶ B-Web 96 00

▶ B-Web 97 00

▶ Kaba - optimised security for South Africa

▶ Kaba - masterplan to deepen SAP solution appreciation

▶ AWM360 - new home, new chapter

▶ **NEW!**  
Y'all better listen to this! - Soulman's sound bite

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## B-Web 96 00

**multi-functional and flexible time recording terminal infrastructure**



### **Latest in time recording terminal technology available through AWM360**

For businesses seeking to invest in the most up-to-date, multi-functional and flexible time recording terminal infrastructure, AWM360 has available a high-tech solution, the B-web 96 00, manufactured by its global partner Kaba AG Switzerland.

Kaba AG is a leading manufacturer worldwide of products for Enterprise Data Collection (EDC), the collection and processing of all safety-and time-relevant company data for measuring, visualising and optimising targets and risks of the company.

The B-web 96 00 is an ideal entry-level solution for simple time recording and access control applications. The product serves as a replacement to the previous Kaba Benzing time terminal and is designed for small-to-medium operations or as a branch solution.

Ease-of-use and flexibility are two of the main benefits associated with this product. Installation is done in a matter of one click supported by an installation kit. Integration into the host system is carried out via Ethernet interface, with power supply from Power over Ethernet (PoE), or a switching power supply. B-web 96 00 has an integrated RFID-reader (LEGIC, MIFARE).

In terms of flexibility, users have the option to connect additional external reading devices such as a barcode scanner via a mini USB connection. The new terminal comes with a built-in loudspeaker and supports current audio formats to facilitate direct communication with employees.

Kaba AG provides the market with several options/ packages within the B-web 96 00 range – the B-web 96 20, B-web 96 40 and B-web 96 60.

B-web 96 20 is designed for entry-level time recording environments and the B-web 96 40 is targeted at the high-end environment and supports CardLink and provides access control for one door.

The B-web 96 60 facilitates management of up to 10, 000 employees and data is transmitted in encrypted form to host systems.

“We are very pleased to offer these products to our market,” says Guenter Nerlich, Managing Director, AWM360 Data Systems. “The rate of uptake of time and attend-



ance and access control solutions is increasing in emerging markets, as decision makers look to acquire easily integrated and cost effective technology to help manage these important facets of the business.”

## B-Web 97 00

### multi-functional terminal

#### **AWM360 unleashes the power of Kaba's B-web 9700 multifunctional terminal**

AWM360 proudly introduces the B-web 9700 terminal, developed by Kaba AG.

AWM360 has taken over sole distributorship of a wide range of hardware and software solutions manufactured by Kaba AG to the Southern African region.

The B-web 9700 time & attendance and access control terminal is now available locally.

Elegant, multi-functional and innovative. These are the characteristic features of the new Kaba terminal B-web 97 00. Due to the consistent further development of the B-web terminal generation, the B-web 97 00 can offer completely new possibilities to meet individual requirements.

It offers biometric fingerprint recognition and uses the tried-and-tested Morpho CBM sensor infrastructure, which, depending on the version, can store fingerprint templates of up to 5000 people.

It supports the identification and verification processes (verification with LEGIC only). The biometrics functionality has now also been smoothly incorporated into the B-web 97 00 operating concept, which means the product is compatible with biometric solutions and CardLink™ systems.

This allows companies to link their digital door components in a standalone access control system to an online access control solution without any additional cabling and thereby create a comprehensive security solution.

As with all Kaba AG technology, ease-of-use and flexibility are benefits that are associated with this product.

Guenter Nerlich, Managing Director, AWM360 Data Systems, says these products will add immense value to Southern Africa's evolving HR and HCM environment. "We recently released the B-Web 9600 solution and today, the B-Web 9700 addresses the escalating need for biometric-based time and attendance infrastructure in business. This level of infrastructure can only add value."



## **Kaba AG**

**to unlock the value of  
optimised security for  
South Africa**

### **Kaba AG to unlock the value of optimised security for South Africa**

Global manufacturer of access control and enterprise data recording solutions, Kaba AG, is on a quest to help clients in emerging markets move beyond security and achieve a higher level of control over resources. The Company's EMEA-focused leadership believes global interest in South Africa as a destination for potential investment is on the rise and now is the time to step up service delivery.

Kaba AG is currently visiting with key reseller partners to strengthen ties, reinforce customer service channels and reaffirm support structures in the Access and Workforce Management business field.

The intention is to build on the Company's most recent results and up growth levels by increasing investment in attractive markets, like South Africa, with specific focus on innovation and infrastructure.

In the first half of the 2013/2014 financial year, Kaba Group posted pleasing currency-adjusted growth of 4.3% and sales of CHF480.9 million. The EMEA Division grew currency-adjusted by 4.9%, representing a CHF569 million turn-over.

Leveraging off this base, Kaba AG will extend its solution portfolio by building relationships and demonstrating its value as a long-term security solutions partner.

Kaba AG's generic solution portfolio incorporates access management, workforce management, physical access systems and specialised lock & key systems (including cylinders).

This extensive profile is targeted at businesses of any size, across a variety of sectors (with government, enterprise and retail seen as key) and available via the Company's reseller network. The network incorporates both established representative operational offices and/or support structures to contribute towards the success of projects.

South Africa is seen as a highly strategic and growing market by Kaba AG management. The Company's leadership believe that whilst there are still socio-political and economic challenges, the overriding feeling is that positive sentiment is entering the space and inspiring investor confidence. It is a market in which reseller partners are poised to play an increasingly important role.

Adrian Isele, Senior Business Manager, Access & Workforce Management, Kaba AG, was in South Africa to reinforce the regional strategy, based on incremental acquisition and targeted growth. The Company plans to expand its portfolio of support on projects, establish a visible presence and be onsite to strengthen client support with focusing on the Access & Workforce Management market.

The first port of call for this segment is Kaba's long-time partner AWM360, a local business technology partner and solution provider within the Southern African Human Capital Management (HCM) and Workforce Management Solutions markets.

AWM360 has been a partner of Kaba AG for eight years and has recently taken over sole distributorship of a wide range of hardware and software solutions.

This reseller is very much a part of Kaba's plans for the Africa region, the visit is the first step in emphasising its presence in the local market and the value that can be derived from experienced and successful reseller partners.

Guenter Nerlich, Managing Director, AWM360 Data Systems, says that the South African HR and HCM markets is a complex environment that is constantly changing and requires solutions that empower decision makers to manage the dynamics involved quickly and effectively.

**Kaba AG**

**SAP strategy**

**Kaba AG's master plan to deepen SAP solution appreciation**

Kaba AG, a long-time certified SAP partner and global manufacturer of access control and enterprise data recording solutions, has joined its local reseller partner AWM360 in engaging the South African HR market and entrenching its 'B-inspired' campaign.

Kaba AG's generic solution portfolio incorporates access management, workforce management, physical access systems and specialised lock & key systems (including cylinders).

This extensive profile is targeted at businesses of any size, across a variety of sectors (with government, enterprise and retail seen as key) and available via the Company's reseller network. The network incorporates both established representative operational offices and/or support structures to contribute towards the success of projects.

At the Mastering SAP HR and Payroll Conference hosted in Johannesburg in April, leadership representing both companies emphasised the benefits of SAP infrastructure integration and application.

Kaba's Head of Product Management for Access and Workforce Management Peter Hauser underlined the inherent qualities of Kaba's solution portfolio in helping businesses address challenges in successfully mastering workforce management tasks.

"We have been a SAP partner since 1988 and with more than 1400 SAP customers, we have the resources and market presence to offer the level of support required for our global customers."

How effectively and efficiently a business communicates with its staff has a huge impact on profit margins. The information required to manage can include time and attendance bookings, safety briefing, visitor registration, message centre, and much more.

Kaba B-inspired is a simple and flexible information system that enables the user to optimise communication with personnel. It consists of communication terminals and apps customised to the exact needs of the user.

These solutions and relevant benefits tie in very well with SAP HCM.

Referring to Kaba's SAP-focused campaign tailored around professional time recording, access control and in the provision of customer-specific information and applications inherent within SAP solutions, Hauser says the intention is to leverage off interactive information sessions, employee self service and other initiatives to gather feedback and tap into user experience.

The Campaign is scheduled for 2015 and will involve ongoing discussion with the market, both in terms of technology and in application.

"We are looking very closely at bringing the value of cloud-based access control and workforce management applications within SAP to the market... app development, mobility and the Cloud are integral to our development platform offering going forward", Hauser stated.

While economics and price fluctuation according to exchange rates continue to represent a challenge to continued and widespread adoption, Hauser is adamant that Kaba, via its partnerships with the likes of AWM360, will add value to the domestic market.

Both AWM360 and Kaba AG acknowledge that access control and workforce management represent high active areas of business technology that continue to grow in relevance.

## Imprint

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## AWM360 Data Systems – new home, new chapter

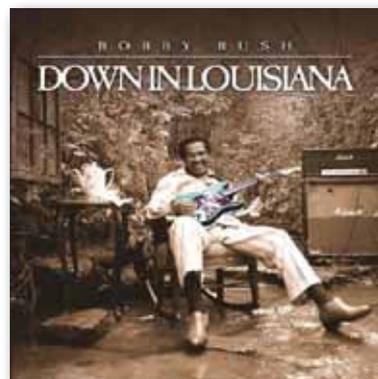


AWM360 Data Systems has officially moved to new premises located at Fourways Golf Park, Wentworth House, Fourways, Sandton (Johannesburg). Having experienced rapid growth, there was a need to invest in new premises.

The move represents a new phase of development in the Company's journey to establish itself as the premier provider of technology to help clients better manage key areas within the HCM and HR markets.

"As we get closer to reaching our objectives of rolling out game-changing solutions to a market that is increasingly more tech-savvy about the advances in HR and HCM systems, we need to re-establish our physical presence. We want to house our products and expertise in a location that reflects our maturity and experience of the market," says Nerlich.

## Y'all better listen to this! - *Soulman's* sound bite



### Bobby Rush - Down in Louisiana

Deep Rush Records 2013

Rush began absorbing the blues from his birth in Homer, Louisiana, on November 10, 1935. He learned guitar and harmonica and started playing juke joints in his teens, wearing a fake mustache so owners would think him old enough to perform in their clubs. In 1953 his family relocated to Chicago, where his musical education shifted to hyperspeed under the spell of Muddy Waters, Howlin Wolf, Sonny Boy Williamson, Elmore James and other blues legends.

In the '60s Rush became a bandleader in order to realize the funky soul-blues sound that he was developing. After 1971's percolating "Chicken Heads" became his first R&B Top 40 hit, he relocated to Mississippi to be closer to his fan base in the South. His performances grew from small juke joints to nightclubs, civic auditoriums and, by the mid-'80s, Las Vegas casinos and the world's most prominent blues festivals. Rush's ascent was depicted in *The Road to Memphis*, a film co-starring B.B. King that was part of the 2003 PBS series *Martin Scorsese Presents: The Blues*. Rush has released nearly 30 albums since the 1970s. *Down in Louisiana* is his first on the Nashville-based Thirty Tigers imprint. Listen to the title track and [Go here](#).

Boogie down, y'all!

The *Soulman*

This article was shared from *Music News Nashville*

