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## editorial

Dear reader,

Staying on top of the developments in the Workforce Management space is not always easy. A great variety of solutions, software and hardware is available to the market. But what is the right solution for you? A question that needs unmistakable answers. We at AWM360 are in the business of first answering this question in a dialogue with you and then creating a fitting solution. One way to establish this dialogue is to engage with you via our online presence: AWM360 website, twitter, Facebook, YouTube – you name it. Please visit our new interactive website that is going online as I write to you.

More important is for us meeting you in person – therefore we are proud to invite you to our next breakfast event to engage with you and the SAP ERP market in particular on AWM360's and Kaba's WFM solutions. We look forward to seeing you on 22nd October 2015 in Bryanston, Johannesburg. Come and join us for a morning of great conversations with AWM360 and our partners AdaptIT and Kaba Germany. You will find the email address for a free ticket in this newsletter.

We wish all of you a wonderful start into spring!

Enjoy the read!

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***Iconic luxury fashion brand leverages AWM360 to add Kaba security***

***An international high-fashion luxury brand has outsourced AWM360, the exclusive distributor of Kaba access control and digital security solutions to the Southern Africa market, to secure its new store at Sandton City in Sandton, Johannesburg.***

AWM360 is a leading supplier of technology to the Human Capital Management (HCM) workforce and HR markets.

The company's long-time relationship with Kaba and knowledge of the specialised line of product made it an attractive proposition as an outsourced services partner.

The client is a recognised global luxury goods brand and requires the highest level of access control and security at its stores. Any service taken on board would have to have 24/7 support.

AWM360 and Kaba security represent a combined force of European skills and competency.

The specialist technical team at AWM360 introduced Kaba components and the client's customised Kaba Exos solution, a solution that is ideal for facilities that need enhanced security, organisational efficiency, flexibility and operational convenience.

"AWM360 had to place all components in the right given place, which was executed successfully and the client's corporate design of the store was not compromised at all. You might not see any Kaba terminals and readers while in the store, but they are there!" says Guenter Nerlich, Managing Director, AWM360 Data Systems.

Kaba exos offers comprehensive access control and security features and a wide range of scalable and intelligent modules, including authorisation management, visitor management, parking and time management, as well as time and attendance and computer access control.

The offering is specifically designed to address challenges like safety and top security of sensitive documents, frequent loss or theft of valuable equipment and stock, lack of overview due to regular staff fluctuation, different user groups using the same facilities and access control.

"This system is designed for long-term use and fits within your current IT environment and features open and standardised interfaces to easily link individual subsystems for efficient transfer of data. It grows with an organisation and is a solid, protected investment," says Nerlich.

## AWM360 getting latest Kaba certification

### AWM360, South Africa's re-certified preferred Kaba partner

AWM360, a leading supplier of technology to the Human Capital Management (HCM) workforce and HR markets, has been re-certified as the premier and preferred system integrator for Kaba AG, a global manufacturer of access control and digital security solutions.

AWM360 has been a long-time supplier of Kaba technology to the Southern Africa market, serving as an exclusive distributor and services partner. Since this partnership was established AWM360 has secured and retained the much-needed certification – recognition and endorsement to meet the technology requirements of Kaba clients.

The company has received certification that confirms its authorisation to design, train, install and maintain Kaba electronic access control and workforce management solutions in South Africa.

This certification also clearly states Kaba's full support concerning hardware and software deliveries for all installations covering access control and workforce management solutions.

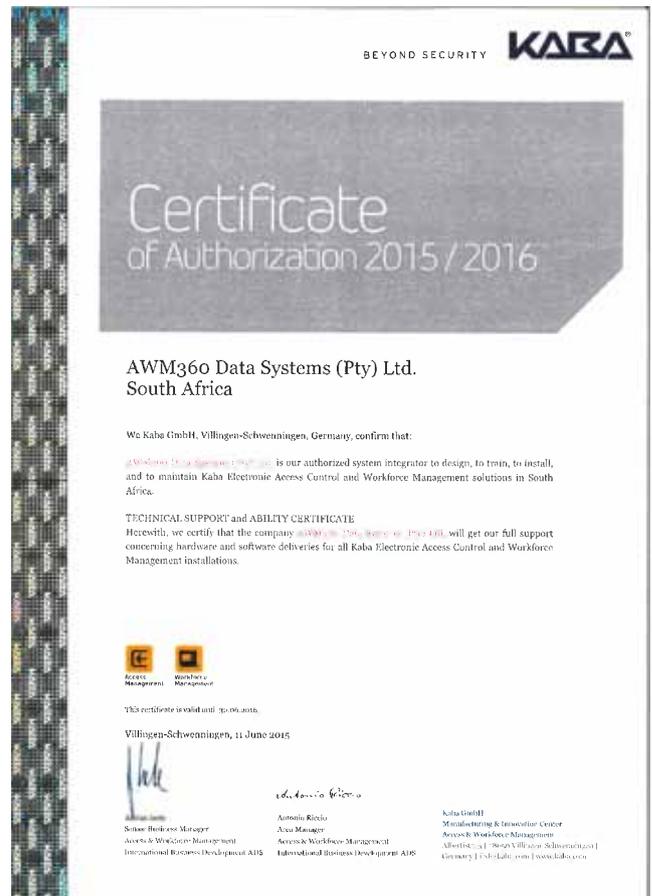
The process has been a tough one says Guenter Nerlich, Managing Director at AWM360 Data Systems, involving employee training online and local training at Kaba Switzerland and Germany.

"We are very pleased to be officially recognised as a critical technology partner to Kaba, an internationally respected and well established technology powerhouse behind global access control and workforce management," said Nerlich.

He says the certification is a valuable achievement that reinforces the company's credibility.

"Certification is an acknowledged mechanism to prove to customers that they purchase a trusted and genuine article," Nerlich continues. "It keeps us ahead of the latest international developments around technology, and assures our customers that they are getting the very best in quality,"

AWM360 believes that the advent of the cloud, big data and mobility has radically changed the HCM and HR markets, with the emphasis on automated realtime processes, data extraction and digitising environments.



## **Kaba at the Swiss Brand Museum**

***The Swiss Brand Museum exhibits renowned inventions, incomparable innovations and unique Swiss products***

On 22 April 2015, the Swiss Brand Museum opened its doors for the first time, at the old customs house opposite the Bear Park in Bern. The Swiss Brand Museum exhibits renowned inventions, incomparable innovations and unique Swiss products, all within the historic walls of the UNESCO-protected customs house.

Kaba now has the privilege of being part of this marvelous concept, alongside all the various Swiss inventions and the companies behind them. The Swiss Brand Museum offers a mix of many different Swiss brands and their products across various permanent and temporary exhibitions, and visitors are sure to gain a unique insight into the history of Swiss factories and their background. There is also the opportunity to buy products from these Swiss Brands in the museum shop; the Kaba micro padlock – perfectly at home in the museum thanks to its Swiss design – is one of the products on sale there.

Kaba's world-renowned reversible key, invented in 1934, is also on show in a display case. This symbolises how things have changed over the years in the security industry, with the Kaba key being exhibited alongside a smartphone to demonstrate the evolution of access technology. From analogue to digital. Kaba's display case also changes as time elapses, giving visitors a glimpse of a multifaceted past and present.

The Swiss Brand Museum will certainly be of great interest to both local residents and tourists, as the concept and the museum's background are amazing. A visit to the museum is an absolute must.

## **AWM360's Paul Chari - Tech acumen goes full circle**



***When it comes to the rollout and integration of effective, robust time & attendance and access control technology, there are few specialists working in the market who possess the level of expertise that Paul Chari does.***

Paul is the Principal Consultant: EDC Solutions at AWM360, a leading supplier of technology to the Human Capital Management (HCM) workforce and HR markets.

When Paul joined AWM360 in May 2011 he was determined to ensure continuity in product management. The company brought Kaba into the line Paul was on and was instantly able to leverage his expertise, knowledge and experience to help position the technology effectively to its target market.

At the time the Principal Consultant considered technology to be a strategic tool to enhance and improve processes and procedures. "That hasn't changed," he says, "When I began there was no need for belief, the offering already had a proven track record... it was just a matter of building on an established reputation."

Over time Paul has applied his passion for solutions to help the company refine its go-to-market strategy and streamline the best possible team to support the development and rollout of this technology. While training his team is an ongoing challenge, according to Paul the reward is that no day is ever the same and each project has its own dynamics and nuances. "Inspiration comes from the difficult ones that end up being successful."

This work ethic and commitment to the brand continues to prove useful to Paul and his team who continue to pursue several goals, chief of which is to not only have the best product on the market, but to also mobilise the very best team to support it all the way.

## **AWM360 and AdaptIT to engage SAP ERP market on Kaba Workforce Management solutions**

**Join us for this free business breakfast!**

AWM360, together with executives from partners Kaba GmbH, Germany, and Adapt IT, Johannesburg, will meet with local business leaders to discuss why the Kaba SAP-certified integrated solution is a game-changer in the Workforce Management solutions arena.

AWM360 will host a **free breakfast session at the**

**22 October, 2015 | 09h00 | Bryanston Country Club, Bryanston**

titled: SAP-certified integration for Workforce Management Solutions – What can Kaba solutions do for your company in the field of T&A, Access and SFDC?

As a leading supplier of technology to the Human Capital Management (HCM) workforce and HR markets AWM360 is spearheading this initiative, and placing Kaba at the forefront of available technology.

The networking and technology awareness event will cover SAP-certified integration for Kaba Workforce Management solutions, and how companies can leverage this to enhance control over time & attendance and access control and therefore among other areas their payroll and security.

Guenter Nerlich, Managing Director at AWM360 Data Systems, says businesses today have a wide choice of available technology to help automate systems and bolster workforce management.

“The difference is the track-record that Kaba and AWM360 have in this area of business management. Kaba is a global leader and more than 1 800 SAP ERP customers worldwide run these solutions to their great advantage. Many of them are in South Africa. The technology addresses all market requirements, based on key trends such as ERP vendor certified-integration, biometric technology and real-time access to data, archiving and management. It is based on leading enterprise software and we believe it is in a league of its own,” said Nerlich.

Automated real-time processes, data extraction and digitising environments now characterise access control and time & attendance – “This is where AWM360 and Kaba add pure value and where we, through our partners Kaba and AdaptIT, are positioned to empower clients,” Nerlich adds.

**Date: 22 October, 2015**

**Time: 09h00 am -12h30**

**Venue: Bryanston Country Club, Bryanston, Sandton**

Meet the professionals from AWM360 Data Systems and their guests from Kaba GmbH, Germany and AdaptIT, Johannesburg for a breakfast event that will give you answers you have been looking for for a long time. The event is free of charge. Please be our guest.

**Please email to [mpho@awm360.co.za](mailto:mpho@awm360.co.za) for a free ticket.**



## Imprint

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

### **JD McPherson - Let the good times roll!**

Jonathan David "JD" McPherson, born April 14, 1977, is an American singer-songwriter and guitarist from Broken Arrow, Oklahoma. He is known for a retro sound rooted in the rock and roll, rhythm and blues, and rockabilly music of the 1950s. Among influences such as Little Richard and Fats Domino, McPherson also draws inspiration from artists as diverse as the Wu-Tang Clan, Pixies, and Led Zeppelin. This guy rocks! Play it loud and show some dance moves. The best thing that has emerged from the Americana / Roots Rock scene in many years.

Read his latest interview with RollingStone here

Like a taste of the guy? See hello to the master here

Or check out his website at [jdmcpherson.com](http://jdmcpherson.com)

Keep on rocking y'all!

The *Soulman*



***New corporate website coming soon!***

***Please visit us at***

***[www.awm360.co.za](http://www.awm360.co.za)***

***from mid-August!***

