





The workplace of the future promises a smart environment with new ways to collaborate and flexible job models. Companies must rise to the challenges of the digital revolution and seek innovative technology solutions that make this possible.



Scan the QR code to find  
out more







LEITZ

ELO<sup>®</sup>  
Digital Office  
LEITZ 1010

1871

Leitz is founded

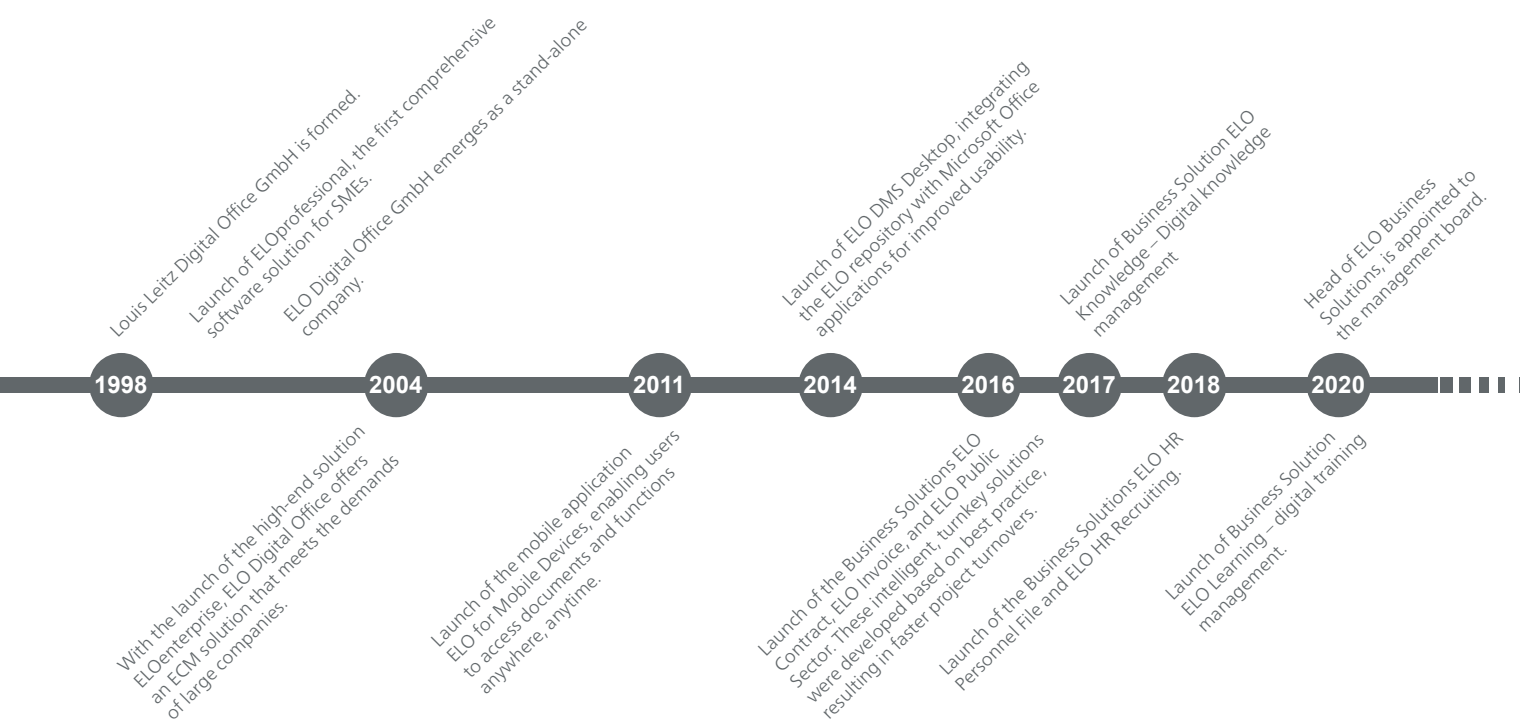
1896

The Leitz folder  
is invented

1996

The Louis Leitz group of companies  
launches a new business division focused  
on electronic filing and archiving.  
The ELO brand is created.

# The company



## Our vision, your success

ELO's dedicated team of experts, extensive industry experience, seasoned Business Partners, and vision for the future are all focused on ensuring your success.



*Karl Heinz Mosbach and Matthias Thiele, CEO and CTO of ELO Digital Office GmbH*



To accomplish great things, you need a clear vision. When, in 1996, we came up with the idea of the electronic Leitz organizer, or **ELO** for short, we had the vision of creating the first product for electronic document management and archiving. That same year, our digital solution was introduced for the first time to a global audience at CeBIT.

At that time, employees relied on the good old paper system of filing cabinets and folders as their workplace tools. The concept of the paperless office with digital processes was a long way off. When Leitz was acquired by the Swedish conglomerate Esselte, the journey that followed was by no means smooth sailing. The market was not quite ready for such innovative product concepts.

Despite the challenges, driven by the vision of the paperless office and the immense faith that the idea had huge commercial potential, **ELO Digital Office GmbH** was formed as an independent company. What started out in 1998 as a small team of eight em-

ployees has now grown to become an international organization and one of the world's leading developers of ECM solutions.

The company has grown rapidly over the years, while at the same time expanding its product portfolio to include forward-looking, innovative solutions, such as one of the first ECM apps for the iPhone or the integrated data analytics component. **ELO** continues to lead the way in the ECM sector.

The numerous awards for innovation that the company has received are a testimony to **ELO's** vision of a paperless office — a vision that could one day become a reality.

Today, **ELO** is a company with global reach that is on course for growth, but has never forgotten its roots. This is why the majority of our products and solutions are still developed at our headquarters in Stuttgart, Germany. Quality and reliability are of paramount importance to us: Our solutions carry the "Made in Germany" label, which is revered across the world.



Seize opportunities

# Shape your digital future

Technological advancements and the digital wave are set to change the future work landscape in unprecedented ways. In recent years, companies have become increasingly aware of the importance of digitization. However, the digital transformation hasn't touched all businesses — small and medium-sized enterprises in particular are at risk of falling behind.

Digital transformation is not just about embracing new technology, it is also about altering our perceptions of such tools and the way we use them.

Making digital transformation the top strategic priority is not enough. Digitization demands a fundamental rethinking of business processes by all those involved to bring about change and overcome challenges. This calls for intelligent, well-designed solutions to drive forward digitization within the company and streamline processes in the long run. ELO products and solutions not only make your business more efficient, but they also give you a head start into the digital future.





Into a new era



*ELO employees in dialogue with the customer*





Far from the norm

## Digital solutions for you

**W**e will add real value to your business with a range of intelligent enterprise content management (ECM) solutions. **ELO** improves quality, reduces costs, and saves time. Our offering and in-depth understanding of the market is based on over two decades of experience with digital solutions for business.

We harness and drive innovation in our industry and take great pride in empowering our customers to stay ahead in the digital age thanks to technologically advanced product solutions that offer high usability and performance. **ELO** has always been a pioneer when it comes to forward thinking solutions for digitization and automation of business processes.

Our award-winning products and solutions build efficiency into your workflows, and ensure that you have security and accountability at every point in the process. **ELO** reduces your workload and adapts to your needs, no matter whether your company has just a handful of employees, hundreds of workstations, or is a multinational organization with thou-

sands of employees. ECM solutions must be tailored to the size and requirements of the entities using them. This is why we at **ELO** have developed solutions to suit companies of all sizes. Today, companies all around the world trust **ELO** product solutions "Made in Germany." Different companies have different requirements when it comes to ECM solutions. Whatever your needs, **ELO** has a tailored ECM solution that supports all your business processes. **ELO** offers a diversified portfolio of ECM solutions for invoice management, mobile working, and ERP integration as well as solutions designed for specific application areas such as legal departments, and much more.

In addition, our offerings comprise numerous powerful modules and interfaces specifically designed to enhance the functionality of your **ELO** ECM system. **ELO** delivers a tailor-made ECM solution that can be implemented in accordance with your requirements, no matter how demanding. The software integrates seamlessly with your existing IT environment, unifying data and processes across your organization.

ECM  
is just the  
beginning

ECM  
just the  
beginning

[illegible]



# ELO

Digital Office

Dokumenten-Management · Archivierung · Workflow



Business  
den



## Strong partners



“Because we act primarily as a provider of software and technology solutions, partners play a crucial role in our business model. As such, we rely on a network of competent systems integrators and solutions providers to drive our overall business. In particular, their diversified and extensive industry expertise delivers our customers best-in-class, tailor-made solutions.”

**Karl Heinz Mosbach, CEO**

# Synergy through partnerships

**S**olutions from ELO are used all over the world. This is why it is essential that we provide a network of ELO specialists with local market expertise. Our global partner network, one of the pillars of our corporate strategy, facilitates and ensures that trained help is always close at hand to provide industry competence and build custom applications when and where required.

Our partners have the right concept to suit companies of all sizes and in every industry, from small businesses to big corporations. Whether a customer needs a simple archiving solution or one to orchestrate complex business processes, ELO Business Partners are equipped to adapt to different requirements and empower customers to implement projects from start to finish. ELO Business Partners are systems specialists and IT consulting firms with

extensive knowledge in the field of digital business processes. ELOoffice users are entitled to support from our Channel Partners, who are fully trained and certified resellers.

We conduct regular in-house training and workshops to ensure that our partners receive the necessary certification and are always up to date with the latest technology. There are more than 1,000 certified ELO Business Partners worldwide, giving you the assurance of a competent, trusted partner, wherever you are.


Our partners are an integral element of the numerous events and trade fairs that we take part in, assisting us in showcasing our products and contributing a wealth of industry expertise. Our success ultimately means our partners' success.







## Small and medium-sized enterprises



"Our construction managers can access documents in ELO on their smartphones and tablets while they are out on site. That's a major improvement."

Hans Drascher  
Ing. Hans Drascher GmbH

# Your success is what drives us

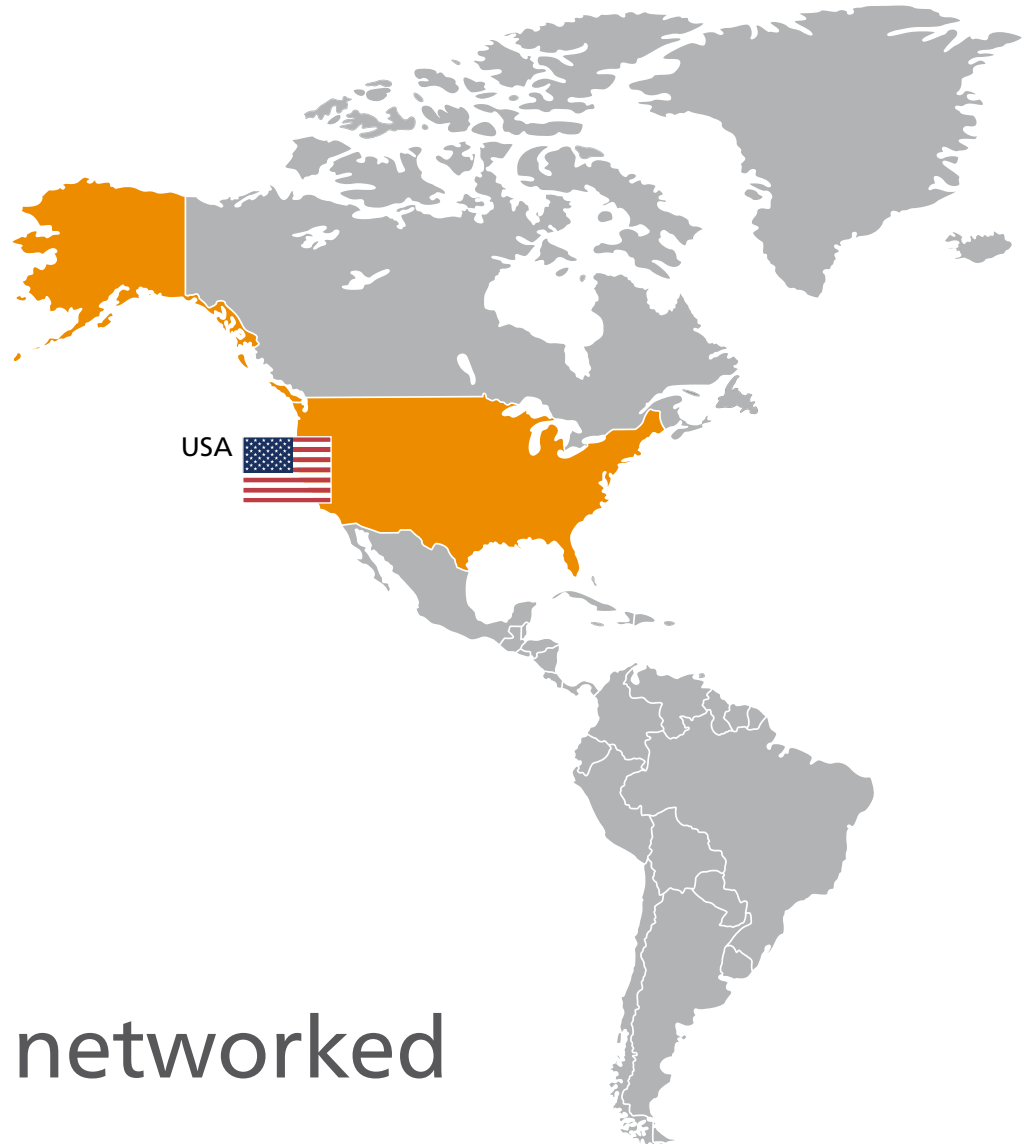
**D**igitization of business processes has become a critical asset in the race to get ahead of the competition. Digitization has also penetrated small and mid-sized companies, which can no longer ignore the opportunities of the digital workplace.

Small and medium-sized enterprises (SMEs) are considered the backbone of the economy. Their success is essential to economic growth and prosperity, and they often maintain a strong position among global competitors. As an owner-managed SME, we understand the priorities and needs of our customers extremely well. We guarantee individual support and professional consultation through our extensive partner network, always focused on acting as a key enabler for customers in their digital transformation.

ELOoffice, our easy-to-use and affordable entry-level solution, is aimed at freelancers and small businesses.

Our powerful solution for medium-sized entities and departments, ELOprofessional, is ideal for companies looking to optimize efficiency. ELOprofessional is a solution portfolio that lets you get the most out of your information and streamlines your processes end-to-end — for efficiency, transparency, and access to data company-wide.

We have been empowering businesses with our ELO solutions "Made in Germany" for many years. For us, this is a testament to the value that our high-quality, reliable products, and solutions bring to our customers.



## Globally networked

Our products and solutions are used all over the world. Available in over 20 languages and sold in more than 40 countries, ELO has rapidly grown to become an international market leader.

A wide range of references from a variety of reputable clients speak for themselves. ELO operates through 23 office locations in 15 countries. ELO has increased its international focus in recent years, particularly with a view to getting closer to its customers and providing them with the best possible support.

The company enjoys international success, with a network of ELO branch offices throughout Europe, North America, Asia, and Australia.

Besides its Stuttgart headquarters, ELO also operates out of four national offices in Gera, Dortmund, Wiesbaden and Langenhagen. The company has additional locations in Switzerland, Austria, France, Italy, the Benelux, Denmark, Poland, Hungary, Romania, Moldova, the Czech Republic, the US, Australia, and Indonesia.

Furthermore, our ELO Business Partners actively support customers in implementing ELO ECM systems in a number of other countries. Thanks to this extensive network and the expertise of our partners, we provide you with the high quality support you expect, no matter your location.

"Since many of our customers have global operations, having an international network is crucial. In association with more than 1,000 ELO Business Partners, we provide end-to-end solutions ranging from standard ECM functionalities to custom applications for meeting unique or local needs."

**Karl Heinz Mosbach, CEO**



Europe





## Digital innovation goes global



### Germany

Lufthansa Technik has relied on ELO software to manage its aircraft maintenance processes for many years. Corporations such as Apleona, EnBW, Würth Elektronik, Stihl, TUI Cruises, and numerous other large and small SMEs as well as small businesses successfully use ELO products and solutions.



### Switzerland

One of our major clients in the public sector is the city of Zurich, which relies entirely on digital solutions from ELO. Fleet leasing company Auto-Interleasing AG has streamlined its invoice process thanks to ELOprofessional. Other customers in Switzerland include corporations such as Scania Schweiz AG, but also medium-sized companies such as Swiss wholesaler Hostettler AG.



### USA

In addition to major industrial and construction companies such as Flexitallic, a leading international manufacturer of high-quality sealing products with offices throughout the US and Canada, or Zachry Construction Corporation, our customer portfolio also comprises IT companies such as Axioma, a provider of risk and portfolio management solutions headquartered in New York with offices throughout Europe and Asia.

## ELO customers across the globe

Satisfied customers are the best testimonial a company can have. Thousands of customers worldwide are already optimizing their business processes with ELO software solutions, and the number is increasing every day. ELO is used by companies of different sizes, ranging from small businesses and medium-sized companies to big corporations and governments. These are just some of our references customers from a wide range of sectors and industries with whom we work successfully.





#### Austria

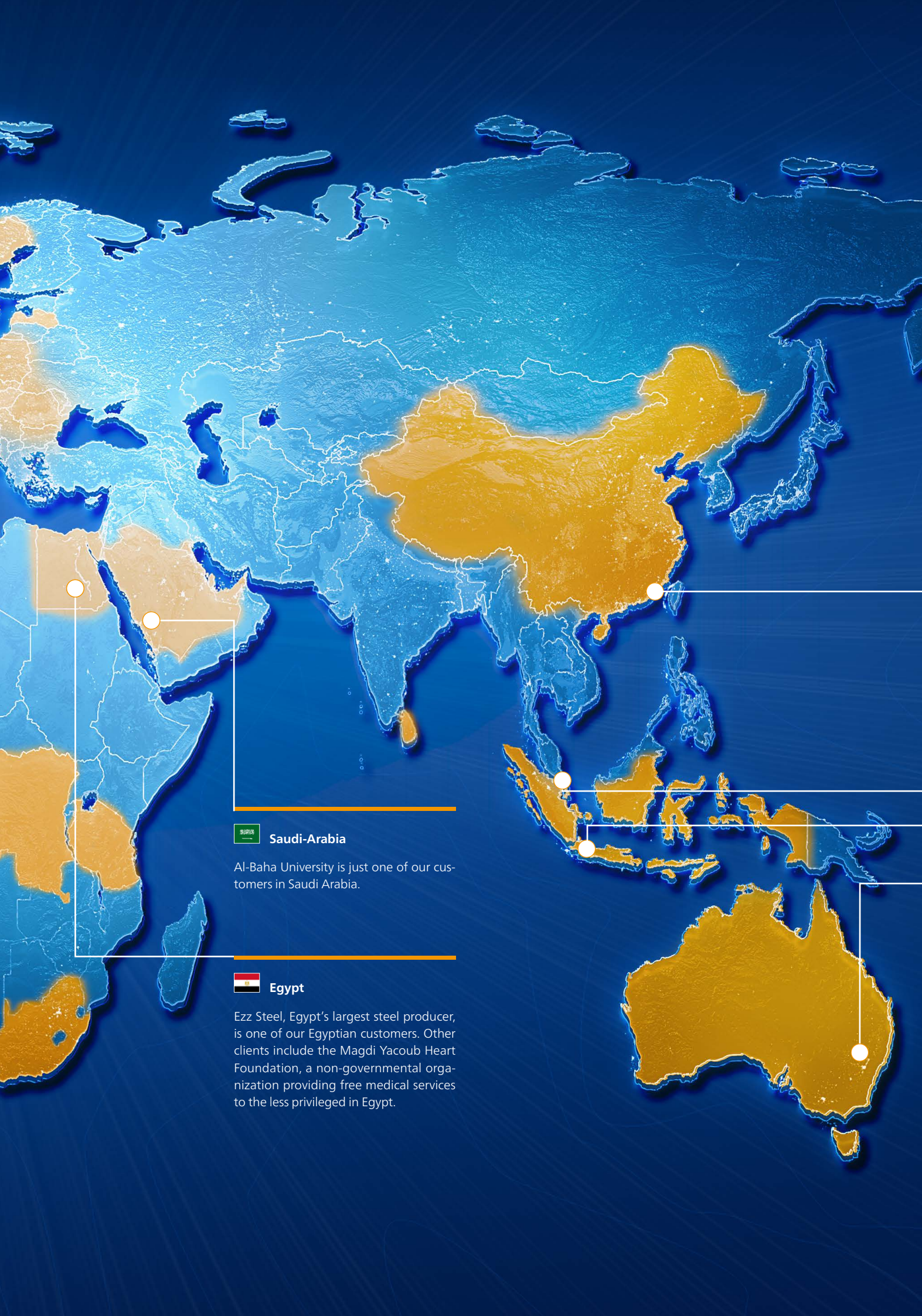
In addition to listed and internationally operating companies such as BUWOG Group, the automotive supplier AVL List, or the manufacturer of extrusion equipment battenfeld-cincinnati, our diverse customer portfolio also includes large, family-owned businesses such as Hans Drascher GmbH and ADLER-Werk Lackfabrik.



#### Brazil

Brazilian health insurer AFRAFEP Saude is just one of our South American customers who trust ELO solutions.





#### Saudi-Arabia

Al-Baha University is just one of our customers in Saudi Arabia.



#### Egypt

Ezz Steel, Egypt's largest steel producer, is one of our Egyptian customers. Other clients include the Magdi Yacoub Heart Foundation, a non-governmental organization providing free medical services to the less privileged in Egypt.



## Reference customers



### China

Hong Kong-based Dairy Farm International Holdings, one of the leading pan-Asian retail groups, manages its contracts and legal documents with ELO. For Hong Kong Zoo and Botanical Gardens, ELO professional is the perfect solution to manage medical records for its animals.



### Singapur

Our clients in Singapore include law firm Schweiger & Partners as well as Lippo Malls Indonesia, a listed retail estate investment trust.



### Indonesia

Based in Jakarta, Asia Pulp & Paper is one of the world's largest producers of pulp and paper. Companies in the banking industry, such as Bank Mandiri, and the Indonesian anti-corruption authority Komisi Pemberantasan Korupsi also rely on ELO solutions.



### New Zealand

Papanui High School uses ELO for storing of staff, student and administrative records. The associated workflows simplify the school's entire processes – winning the war on paper. Papanui High School has 20 licenses managing around 200 employees.



### Australia

With customers on all levels of government, ELO is the challenger in compliant records management. Almost close to 10,000 users at Queensland Treasury Corporation, Monash Health Hospital, the Australian Institute of Marine Science and Remondis rely on ELO to manage their documents and records.

Large companies

## Big solutions for big ventures

Difficult challenges are our daily business. Our customer base ranges from small businesses and medium-sized companies to large internationally operating corporations.

Sizeable companies, international organizations, and corporations with many thousands of employees are more demanding when it comes to finding the right IT infrastructure and ECM system. Besides security and the need to protect sensitive data, these companies are dependent on systems that are reliable, stable, and yet flexible. A highly available ECM system is essential to effectively manage the ever-increasing volume of documents and data that businesses need to handle on a daily basis. Thanks to our specialized technical expertise and project experience, we are able to meet these demands.

ELOenterprise is designed for environments that are scalable and highly available, making it ideal for use in large, global companies and corporations. The system offers extensive configuration options, scalability, automated business processes, and much more. Our efficient, practical solutions prove their worth time after time again for companies all over the globe. With an ever-growing number of key accounts and numerous successful projects, we are a reliable and competent partner to major international clients.

"ELO delivers products that offer excellent value for money, and is a reliable partner open to new ideas."

Hartmut Obens, IT project manager, Lufthansa Technik









# More efficiency for your administrative processes

**D**igitization has reached all areas of administration, enabling the public sector to provide citizens with digital-centric services. As the amount of data grows, so does the complexity of the tasks associated with digital administrative processes. Access to digital services is both a challenge and an opportunity.

Electronic records management, the basic component of digital solutions for the public sector, play a pivotal role. ELO's digital solution for the public sector features a completely redesigned user interface, which has been updated for better usability and navigation in line with current trends.

Thanks to increased automation and access to mobile applications, employees at federal, state and local government agencies are able to process records and cases faster and more efficiently, providing better services to the public.

The combination of highly scalable ELO ECM solutions with our decades of industry experience are a basis for trust, quality, and security. It is also possible to extend the solution's functionality with standard ELO modules. These include components for contract management, e-invoicing, a digital personnel file, or a session management tool that is currently being developed.





"Ensuring that employees have fast access to important data from smartphones and tablets is a great way to improve efficiency and security in the workplace."

**Patrick Wirz**  
Head of applications and projects  
City of Zurich, Municipal Police



# Experience ECM

To us, operating at a global level also means making our presence felt internationally. To that end, ELO is not only an exhibitor at numerous national and international exhibitions and events, but also organizes a variety of its own events, such as conferences and road shows.

Even if we live in a world that is becoming more and more digitized, we still firmly believe in the need for personal interaction and one-on-one support. This is why we at ELO pride ourselves on providing expert consultation at your business premises. We bring together experts and decision-makers at a wide range of events worldwide in order to offer you a variety of opportunities to discuss your specific requirements in detail with industry professionals as well as to find out about possible solutions.

We showcase the benefits of our innovative products and solutions at our ELO ECM Conferences, at many exhibitions we take part in as well as at numerous regional events that we organize in partnership with ELO Business Partners, or during webinar sessions. The opportunity to get valuable professional advice from numerous industry leaders and experts is an important part of what makes our events special.

"In this digital age, the ability to engage in one-on-one dialogue is more important than ever. With our events, we strive to turn our products and solutions into an experience for our customers."

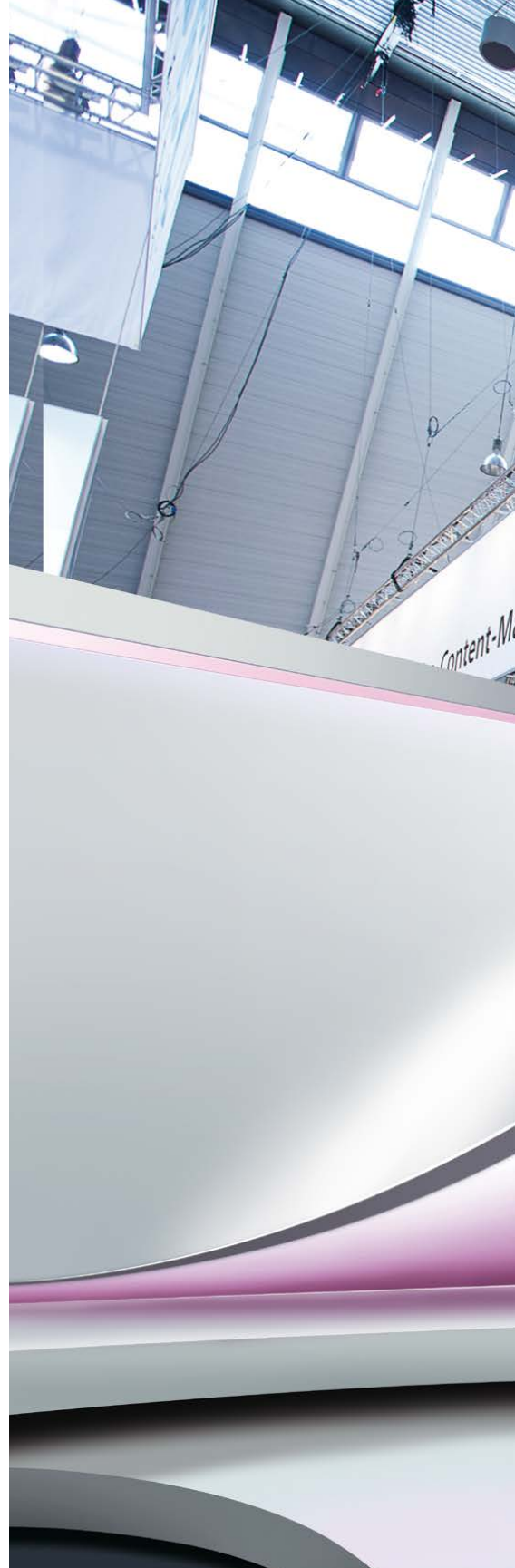
**Karl Heinz Mosbach, CEO**

## Trade fairs

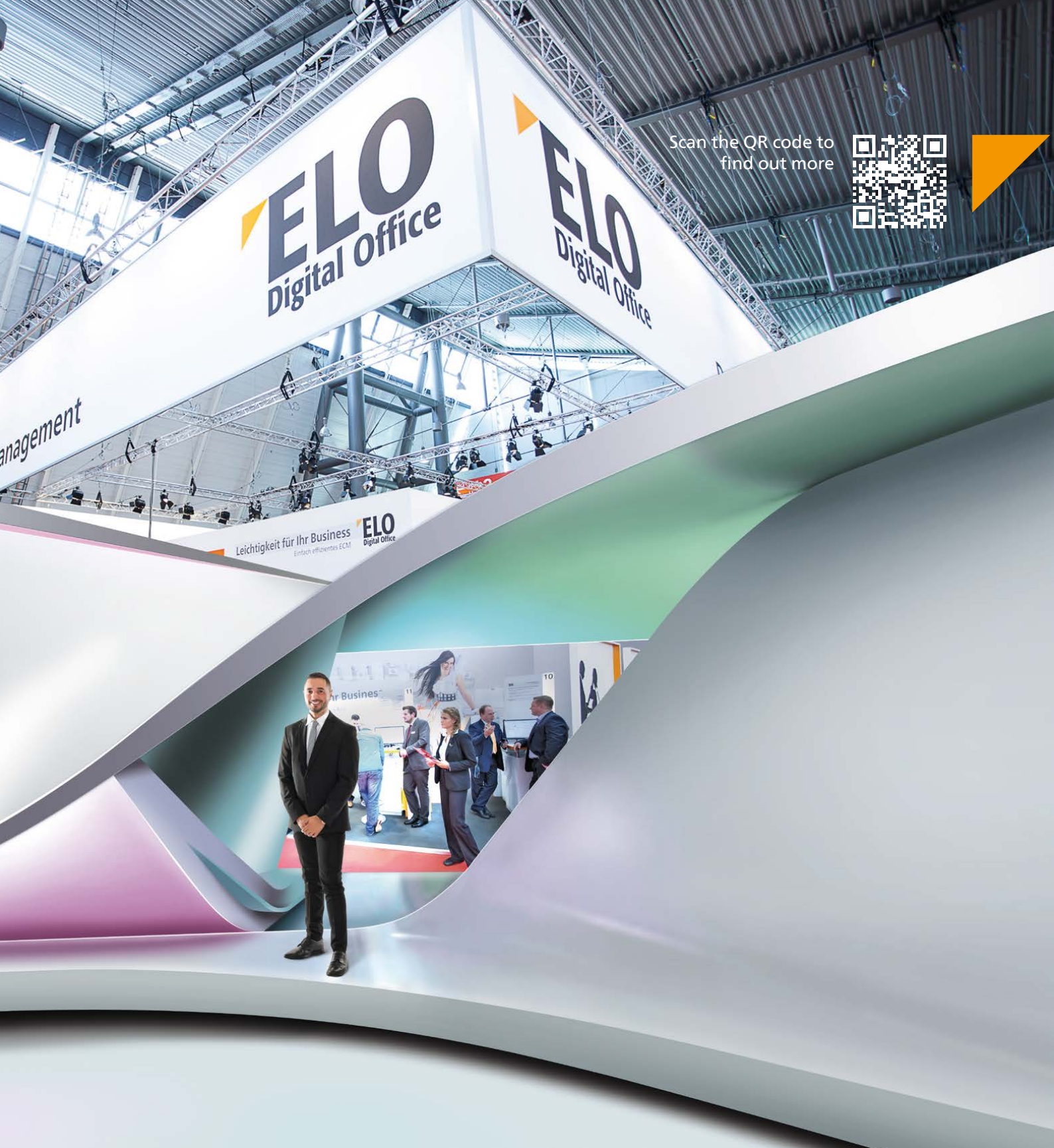
Trade fairs and industry events are of major importance to us at ELO. We present our products and solutions at national and internationally acclaimed trade fairs and events, frequently in conjunction with our ELO Business Partners, who effectively assist us with industry expertise.

## ELO ECM Conference

The annual ELO ECM Conference is an established fixture in our events calendar. This conference is a stage where our innovations come to life and where we deliver engaging keynotes about ECM trends and what is new in the digital marketplace.







Scan the QR code to  
find out more



## ELO Solution Days

Learn how to streamline processes within your departments using our preconfigured standard solutions firsthand in customer and expert presentations, in workshops, and at an accompanying exhibition.

## ELO ECM Tour

Each year, the ELO ECM Tour stops in various cities throughout Germany. It is an ideal opportunity for everyone to get information from ELO experts, reference customers, and ELO Business Partners.

## ELO Business Breakfast

ECM topics in an informal atmosphere: The event combines practical keynote sessions with the opportunity to network and share knowledge at the premises of one of our ELO Business Partners.



At a glance

# Innovation, growth, and progress

With our know-how and experience, we are passionate about creating solutions that make your workday easier.

Our headquarters, the hub of our international activities, have been based in Stuttgart, Germany, for more than 20 years. Companies in this region have always had a reputation for innovation, quality, and reliability. Our commitment to this tradition manifests itself in our visionary products for digitizing

business processes. Over the years, our solutions have received numerous national and international awards and prizes. Today, we are one of the market leaders for document management and ECM. With more than 1 million users worldwide, let ELO show you why people trust our award-winning products.







1998

ESTABLISHED

23

ELO LOCATIONS WORLDWIDE

40

DISTRIBUTION MARKETS

1000

ELO BUSINESS PARTNERS

1 million

USERS WORLDWIDE





## Future and outlook





Digital technology continues to progress rapidly, reshaping the way businesses operate to remain competitive. While the digital transformation holds great promise, it also brings challenges. We provide solutions that hold the key to your success. Driven by innovation, made for you.





ELO® is available from:



## America

### USA

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info-usa@elo.com

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