

## LICENSE METRICS & PRODUCT RELATED LICENSE PROVISIONS

The following **license metrics** apply to the Products/Services provided by ARIS each as indicated on an applicable Order Form.

License Metric	License Metric Definition
<b>Administrative User</b>	An administrative user is defined as a named user who performs administrative functions on an ARIS server, including the administration of multiple tenants.
<b>Concurrent User</b>	Use by the Customer of the Products/Services whose License Metric is indicated as 'Concurrent User' is limited to the simultaneous use by a total number of concurrent users which does not exceed the licensed number indicated. For these purposes a 'user' means a uniquely identified individual employee of the Customer, entity, device, or process that accesses, operates, or maintains such Products/Services.
<b>Concurrent Viewer</b>	Use by the Customer of the Products/Services whose License Metric is indicated as 'Concurrent Viewer' is limited to the simultaneous use by a total number of concurrent viewers which does not exceed the licensed number indicated. For these purposes a 'viewer' means a user who has only the ability to view database or application content and a 'user' means a uniquely identified individual employee of the Customer, entity, device, or process that accesses, operates, or maintains such Products/Services.
<b>Credit</b>	A "Credit" defines a metric for the processing of a User request by the Products/Services. Depending on the scope of the respective User request, a certain number of Credits, as further set out in the product Documentation "ARIS Cloud Enterprise Usage" are consumed. Credits are sold in 1,000 units (1 CRD = 1,000 Credits), which are available on a monthly basis, i.e. if the Customer licences 500 CRD the maximum number of Credits that can be used for User requests is limited to 500,000 per month (1,000 x 500 CRD = 500,000 Credits). Unused Credits will neither be refunded nor carried forward.
<b>Each</b>	Use by the Customer of the Products/Services functionality whose License Metric is indicated as 'Each' is limited to the installation and use by the Customer of the licensed number of copies of the same.
<b>Instance Volume</b>	Products licensed by Instance Volume are limited by the maximum number of Items to be analysed, which may not exceed the licensed quantity above. For these purposes, an "Item" is a case, process instance, and/or data row depending on the Product. Instance Volume is licensed in units of 1,000 Items per Instance Volume (1 Instance Volume = 1,000 Items).
<b>Named User</b>	A named user means a uniquely identified individual employee of the Customer, entity (e.g. interface), device or process that accesses, operates, or maintains such Products/Services.
<b>Process</b>	<p>A "Process" refers to a distinct and independently analysable business scope with a unique business objective, scope of activities, and identifiable start and end points. A Process is associated with a key business object (e.g., invoice, purchase order, sales order) that is tracked throughout the process lifecycle, such as "Order Management", "Inventory Management", "Procurement", "Accounts Payable", or "Accounts Receivable"; each of which would be a separate Process. A Process may be analyzed individually or in relation to other processes, including when they form part of a broader end-to-end value chain or are managed under a unified process organization. Even if one Process is technically a subset of another (e.g., Accounts Payable within Purchase to Pay), they are treated as separate and countable entities when their operational scope, analytical goals, or object types differ. Process variants, and process views that are based on the same data or the same business object but represent different analytical perspectives, filter configurations, or subsets do not constitute separate Processes, provided they are operated within the same licensed Process scope. However, where independent business objects are tracked, separate data models are created, or divergent start/end points are defined, this shall be deemed a separate Process. Additionally, any sub-process that is separately listed as an independent entry in the Supplier's Process Catalog shall constitute a separate Process and must be licensed separately, regardless of whether it forms part of, or is subordinate to, a broader parent process. Unless otherwise expressly agreed in the Order Form, each licensed Process shall only be used to analyse and display data relating to the Customer's own legal entity and only within the environment specified in the applicable Order Form, and only related to one Data set (Customer Data that is grouped and made available as one unit on the Platform. For licensing, reporting, and analytical purposes, each Process is considered a discrete unit and must be licensed separately, regardless of the number of systems, data sources, or organizational structures involved. Processes may be deployed based on the Supplier's Process Catalog or based on separate process definitions agreed between the Supplier and the Customer.</p> <p>Process Licenses are granted solely within the Supplier's platform environment and only as set out in the relevant Order Form and do not grant any ownership rights, transferable software licenses or standalone rights to use any Process definition, model, workflow, analytics, or related functionality outside the Supplier's BPM platform. Process Licenses and any other licenses purchased by the Customer are independently scoped and neither license type extends, expands, or grants rights to access or use any functionality, content, or entitlements granted under the other license type, unless expressly stated in the applicable Order Form.</p> <p>The Supplier may implement technical controls or monitoring measures to verify compliance with licensed Process scope and applicable usage metrics The Parties shall cooperate reasonably to verify compliance with the agreed licensing scope.</p>
<b>Tenant</b>	A dedicated share of a Product/Service installation instance including its own logical database, configuration, user management and other individual functionality for the Tenant. A Tenant is accessible with a unique URL.
<b>Viewer</b>	A 'viewer' means a Registered User who has only the ability to view database or application content and a 'user' means a uniquely identified individual employee of the Customer, entity, device, or process that accesses, operates, or maintains such Products/Services.

The following **Product Related License Provisions** apply to the Products/Services provided by ARIS each as indicated on an applicable Order Form. Product Codes not listed here are not subject to specific Product Related License Provisions.

Product Code	Product Related License Provision
<b>YAYAI</b>	ARIS AI Companion includes components that create AI Generated Content and the AI Component provisions referred to below shall apply accordingly.
<b>YAYCO</b>	ARIS AI Companion enhance the experience of the user by augmenting them with Generative Artificial Intelligence cloud services ("Generative AI"). User inputs may be programmatically augmented with contextual information derived from Customer Data stored in the Cloud Services ("Contextual Data"), be transmitted and processed by the Generative AI to generate AI responses and be temporarily stored as indicated below to improve the quality of the Generative AI cloud services. Solely for this purpose, the Customer expressly agrees that notwithstanding the Cloud Data Storage location set out in this Order Form, Customer Data may be transferred from the above Cloud Data Storage Location to a temporary processing location outside of the designated Data Storage Location, where the data will be temporarily processed and not permanently stored/retained. Customer further acknowledges and accepts terms of the aris <a href="http://www.aris.com/terms">Artificial Intelligence Addendum</a> (www.aris.com/terms). The Customer additionally represents and warrants to ARIS that the user inputs when using Generative AI do not contain any personal data as defined under Art. 4GDPR. Customer shall indemnify ARIS in full against any claims by third parties (including data protection supervisory authorities) arising from Customer's failure to comply with this clause.'
<b>YCS</b>	ARIS Connect Server (YCS) is a multi-tenant server and the Customer is licensed in respect of the number of tenants indicated running on a single ARIS Connect Server installation. For these purposes a 'tenant' is a specific partition within the ARIS server that contains one unique client organisation and/or multiple departmental organisations within one client. Content produced using ARIS Connect Server may only be published to content consumers who are themselves appropriately licensed to have access to ARIS and cannot be exported and subsequently published via any other 3rd party collaboration tool (e.g. Microsoft SharePoint or similar).
<b>YPLB1</b>	A base service offers an infrastructure blueprint that holds a defined capacity (e.g. number of users) for running ARIS which is documented in the ARIS Cloud Enterprise Usage Document available at <a href="https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf">https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf</a> in the documentation area. Customers are obliged to stay within the borders of the capacity otherwise performance will be affected. In case a capacity border is exceeded a larger base service is required. Environments of size L or larger always require that in addition to the production environment a test environment is licensed. In the event that a test environment is used for performance testing the test environment must mirror the production environment in every aspect (e.g. sizing).
<b>YPLB2</b>	A base service offers an infrastructure blueprint that holds a defined capacity (e.g. number of users) for running ARIS which is documented in the ARIS Cloud Enterprise Usage Document available at <a href="https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf">https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf</a> in the documentation area. Customers are obliged to stay within the borders of the capacity otherwise performance will be affected. In case a capacity border is exceeded a larger base service is required. Environments of size L or larger always require that in addition to the production environment a test environment is licensed. In the event that a test environment is used for performance testing the test environment must mirror the production environment in every aspect (e.g. sizing).
<b>YPLB3</b>	A base service offers an infrastructure blueprint that holds a defined capacity (e.g. number of users) for running ARIS which is documented in the ARIS Cloud Enterprise Usage Document available at <a href="https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf">https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf</a> in the documentation area. Customers are obliged to stay within the borders of the capacity otherwise performance will be affected. In case a capacity border is exceeded a larger base service is required. Environments of size L or larger always require that in addition to the production environment a test environment is licensed. In the event that a test environment is used for performance testing the test environment must mirror the production environment in every aspect (e.g. sizing).
<b>YPLB4</b>	A base service offers an infrastructure blueprint that holds a defined capacity (e.g. number of users) for running ARIS which is documented in the ARIS Cloud Enterprise Usage Document available at <a href="https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf">https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf</a> in the documentation area. Customers are obliged to stay within the borders of the capacity otherwise performance will be affected. In case a capacity border is exceeded a larger base service is required. Environments of size L or larger always require that in addition to the production environment a test environment is licensed. In the event that a test environment is used for performance testing the test environment must mirror the production environment in every aspect (e.g. sizing).
<b>YPLB5</b>	A base service offers an infrastructure blueprint that holds a defined capacity (e.g. number of users) for running ARIS which is documented in the ARIS Cloud Enterprise Usage Document available at <a href="https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf">https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf</a> in the documentation area. Customers are obliged to stay within the borders of the capacity otherwise performance will be affected. In case a capacity border is exceeded a larger base service is required. Environments of size L or larger always require that in addition to the production environment a test environment is licensed. In the event that a test environment is used for performance testing the test environment must mirror the production environment in every aspect (e.g. sizing).
<b>YPLB6</b>	A base service offers an infrastructure blueprint that holds a defined capacity (e.g. number of users) for running ARIS which is documented in the ARIS Cloud Enterprise Usage Document available at <a href="https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf">https://docs.aris.com/latest/yce-enterprise-guide/en/Cloud-Enterprise-Usage.pdf</a> in the documentation area. Customers are obliged to stay within the borders of the capacity otherwise performance will be affected. In case a capacity border is exceeded a larger base service is required. Environments of size L or larger always require that in addition to the production environment a test environment is licensed. In the event that a test environment is used for performance testing the test environment must mirror the production environment in every aspect (e.g. sizing).
<b>YPMA1</b>	This product enables a single data set to be directly connected to source system(s) in order to continuously extract or receive data and thus obtain an up-to-date overview of the analysed process (each, a "Living Process"). For such a Living Process, it does not matter if the analysed process is split between different technical systems, only the process domain is considered. This product allows storage, incremental to the Storage Capacity set forth above, up to a maximum of 500,000 Cases for the data set to which the Living Process is assigned.
<b>YPMAB</b>	This product allows the Customer to store up to 10 GB of data with up to 1 million process cases. One case represents a single temporal and logical sequence of activities within a specific process. Example: The processing of order #1234, started for customer 4712 on November 16th at 11:30 AM and stopped on November 20th at 9:43 AM, represents one case.
<b>YPMEB</b>	This product allows the Customer to store up to 20 GB of data with up to 2 million process cases. One case represents a single temporal and logical sequence of activities within a specific process. Example: The processing of order #1234, started for customer 4712 on November 16th at 11:30 AM and stopped on November 20th at 9:43 AM, represents one case.
<b>YPMEF</b>	This product enables data set(s) to be directly connected to source system(s) to continuously extract or receive data and thus obtain an up-to-date overview of the analysed process (each, a "Living Process"). This product also allows storage, incremental to the base capacity of cases mentioned under Enterprise Base, up to a maximum number of cases, for the data set(s) to which the Living Process is assigned, which is calculated by multiplying

	the number of licensed Instance Volume by 1,000 (e.g., if Customer licenses 500 Instance Volume, the maximum number of cases would be 500,000 (1,000 x 500 Instance Volume = 500,000 cases).
<b>YPPPR</b>	When licensed as a component of ARIS PPM Server Process Instances (YPPPR), the number of licensed ARIS PPM Server Single Scenarios (YPISC) is unlimited.
<b>YSPSE</b>	ARIS Server is a multi-tenant server and the Customer is licensed in respect of the number of tenants indicated running on a single ARIS Server installation. For these purposes a 'tenant' is a specific partition within the ARIS server that contains one unique client organization and/or multiple departmental organizations within one client.

The following table for **Process License Provisions** apply to Process Licences as indicated under Products/Services provided by ARIS each as indicated on an applicable Order Form.

Any additional process intended for productive use requires a new agreement and purchase between the Customer and ARIS.

Process Catalog	Process Description
<b>Account Opening &amp; Management</b>	<p>Objective: Verify customer identity, collect documentation, set up and maintain accounts.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Customer*, Application, Account</li> <li>•Start–End: From customer onboarding to account maintenance.</li> <li>•KPIs: Account Opening Turnaround Time, Account Churn Rate, Account Activity, Customer Satisfaction, Account Security</li> <li>•Value Opportunities: Documentation errors, inefficient onboarding, data security concerns, lack of personalization, communication gaps</li> </ul>
<b>Accounts Payable</b>	<p>Objective: Ensure timely and accurate payment of supplier invoices.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Vendor Invoice*, Vendor Invoice Item, Vendor Account Credit Item</li> <li>•Start–End: From invoice receipt to invoice clearance.</li> <li>•KPIs: Days Payables Outstanding (DPO), On-Time Payment Rate, Touchless Invoice Rate, Invoice Accuracy Rate, Invoice Approval Cycle Time</li> <li>•Value Opportunities: Duplicate invoices, lost cash discounts, payment blocks, aging credit memos, payment term mismatches</li> </ul>
<b>Accounts Receivable</b>	<p>Objective: Ensure timely collection of customer payments.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Customer Invoice*, Customer Account Debit Item, Credit Memo, Customer account credit item</li> <li>•Start–End: From invoice issuance to cash receipt.</li> <li>•KPIs: Days Sales Outstanding (DSO), Late Payment Rate, Overdue Receivables, Bad Debt Ratio, Collection Effectiveness Index</li> <li>•Value Opportunities: Disputes, underpayments, late payments, manual credit reviews, payment term mismatches</li> </ul>
<b>Claims Management</b>	<p>Objective: Manage customer claims from submission to resolution.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Claim*, Policy, Payment</li> <li>•Start–End: From claim placement to resolution.</li> <li>•KPIs: Manual Touches per Claim, Resolution Time, Late Payment Interest Rate, Reassignment Rate, Dispute Rate</li> <li>•Value Opportunities: Multi-hops, automated responses, manual rework, missing customer replies, SLA breaches</li> </ul>
<b>Configure, Price, Quote (CPQ)/Deal Desk</b>	<p>Objective: Configure products, determine pricing, and generate quotes.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Product Configuration*, Pricing Rules, Deal Desk Case</li> <li>•Start–End: From opportunity progression to contract creation.</li> <li>•KPIs: Quote Velocity, Approval Times, Quoting Errors, Deal Desk Conversion Rate</li> <li>•Value Opportunities: Pipeline progression issues, stalled opportunities, rework, BOM structure issues</li> </ul>
<b>Contract Management</b>	<p>Objective: Manage contract lifecycle from creation to monitoring.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Contract*, Agreement, Supplier</li> <li>•Start–End: From contract creation to monitoring.</li> <li>•KPIs: Contract Compliance Rate, Contract Cycle Time, Supplier Performance, Contract Cost Variance</li> <li>•Value Opportunities: Risk assessment gaps, inefficient monitoring, lack of automation, inconsistent data</li> </ul>
<b>Credit Application</b>	<p>Objective: Assess and approve or reject customer credit applications.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Credit Application Form*, Applicant, Credit Score</li> <li>•Start–End: From application submission to credit decision.</li> <li>•KPIs: Application Turnaround Time, Credit Approval Rate, Completion Rate, Scoring Accuracy</li> <li>•Value Opportunities: Incomplete documentation, long approval times, lack of automation, inconsistent policies</li> </ul>
<b>Customer Onboarding</b>	<p>Objective: Transition customers from commitment to steady-state service.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Customer Information*, Application Forms, Documentation, Account information</li> <li>•Start–End: From service commitment to steady-state service delivery.</li> <li>•KPIs: Customer Acquisition Rate, Onboarding Time, Time to First Transaction, Completion Rate</li> <li>•Value Opportunities: Long onboarding times, documentation delays, complex processes</li> </ul>
<b>Customer Service</b>	<p>Objective: Resolve customer issues efficiently and effectively.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Customer Service Case*, Incident, Knowledge Article</li> <li>•Start–End: From customer contact to issue resolution.</li> <li>•KPIs: Average Handling Time, Cost per Case, CSAT, First Response Time, SLA Adherence</li> <li>•Value Opportunities: Multi-hops, SLA breaches, incorrect routing, redundant tickets</li> </ul>
<b>Distribution &amp; Delivery (Communication &amp; Media)</b>	<p>Objective: Distribute content/products efficiently to target audiences.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Content Files*, Distribution Channels, Delivery Formats</li> <li>•Start–End: From content formatting to delivery.</li> <li>•KPIs: Distribution Reach, Delivery Time, Format Compatibility, User Engagement</li> <li>•Value Opportunities: Technical glitches, piracy, platform compatibility issues</li> </ul>
<b>Field Service</b>	<p>Objective: Deliver services and repairs at customer locations.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Work Order*, Technician Assignments, Service Equipment</li> <li>•Start–End: From service request to completion.</li> <li>•KPIs: First-Time Fix Rate, Response Time, SLA Compliance, Technician Utilization, Customer satisfaction score (NPS)</li> <li>•Value Opportunities: Scheduling inefficiencies, lack of real-time updates, unresolved issues</li> </ul>
<b>Hire to Retire</b>	<p>Objective: Manage employee lifecycle from hiring to offboarding.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Job Requisitions*, Candidate Profiles, Interview Scheduling</li> <li>•Start–End: From talent acquisition to offboarding.</li> <li>•KPIs: Manual Rework, Conversion Rate, Application Completion Rate, GDPR Compliance</li> <li>•Value Opportunities: Offer automation, sourcing optimization, dropout reduction</li> </ul>
<b>Inventory Management</b>	<p>Objective: Maintain optimal inventory levels to meet demand with cost efficiency</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Material*, Stock History, Purchase Order, Sales/Production Order,</li> <li>•Start–End: From goods receipt posted to goods issue posted or inventory reconciliation</li> <li>•KPIs: Days in Inventory, Excess Stock Rate, Turnover Rate</li> <li>•Value Opportunities: Excessive safety stocks, obsolete stock, understock, stockouts, excess stock</li> </ul>

<b>IT Service Management (ITSM)</b>	<p>Objective: Manage IT service requests and incidents.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Incident Ticket*, Service Request, Configuration Item</li> <li>•Start-End: From ticket logging to resolution.</li> <li>•KPIs: Mean Time to Resolve, First Contact Resolution, SLA Compliance</li> <li>•Value Opportunities: SLA breaches, duplicate tickets, incorrect routing</li> </ul>
<b>Know Your Customer (KYC)</b>	<p>Objective: Verify customer identity and assess risk.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Customer*, Customer Due Diligence, Risk Assessment</li> <li>•Start-End: From documentation collection to risk assessment.</li> <li>•KPIs: KYC Cycle Time, Screening Effectiveness, Manual review rate, Cost per case</li> <li>•Value Opportunities: Inadequate data analysis, manual review challenges, regulatory compliance</li> </ul>
<b>Lead to Order</b>	<p>Objective: Convert leads into confirmed customer orders.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Lead*, Opportunity, Quotation</li> <li>•Start-End: From lead generation to order confirmation.</li> <li>•KPIs: Conversion Rate, Sales Cycle Length, Quote-to-Order Ratio</li> <li>•Value Opportunities: Delayed response, incomplete info, lead handoff inefficiencies</li> </ul>
<b>Logistics &amp; Transportation</b>	<p>Objective: Manage shipments from creation to delivery (inbound or outbound)</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Shipment*, Carrier, Route</li> <li>•Start-End: From shipment creation to goods receipt.</li> <li>•KPIs: Number of Shipments, Lead Time, Contract Usage</li> <li>•Value Opportunities: Expedites, unnecessary transports, waiting times</li> </ul>
<b>Master Data Management</b>	<p>Objective: Maintain high-quality, consistent master data.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Customer Master Data*, Product Master Data, Supplier Master Data</li> <li>•Start-End: From data creation to governance and integration.</li> <li>•KPIs: Accuracy Rate, Completeness Rate, Governance Compliance</li> <li>•Value Opportunities: Data standardization, validation automation, integration gaps</li> </ul>
<b>Meter to Cash</b>	<p>Objective: Manage utility revenue cycle from meter reading to payment.</p> <ul style="list-style-type: none"> <li>•Key Business Object(s): Meter Reading Document*, Billing Document, Payment</li> <li>•Start-End: From meter reading to receivables management.</li> <li>•KPIs: Billing Accuracy Rate, Days Sales Outstanding (DSO)</li> <li>•Value Opportunities: Late reads, billing delays, equipment failure, disputes</li> </ul>
<b>Opportunity Management</b>	<p>Objective: Manage sales opportunities from identification to closure.</p> <ul style="list-style-type: none"> <li>• Key Business Object(s): Opportunity*, Quote, Sales Order</li> <li>• Start-End: From lead qualification to opportunity closure.</li> <li>• KPIs: Conversion Rate, Win Rate, Pipeline Value, Sales Cycle Length</li> <li>• Value Opportunities: Slow conversion, rework, regression/skipping stages</li> </ul>
<b>Order Management</b>	<p>Objective: Fulfil customer orders accurately and efficiently.</p> <ul style="list-style-type: none"> <li>• Key Business Object(s): Sales Order*, Delivery, Customer Invoice</li> <li>• Start-End: From order placement to delivery and invoicing.</li> <li>• KPIs: On-Time Delivery Rate, Touchless Order Rate, Rejection Rate, Return Rate, Days to Invoice, Unbilled order</li> <li>• Value Opportunities: Unbilled orders, order blocks, late deliveries, rejections</li> </ul>
<b>Procurement (Direct or Indirect)</b>	<p>Objective: Acquire goods and services efficiently and cost-effectively.</p> <ul style="list-style-type: none"> <li>• Key Business Object(s): Purchase Order*, Vendor Invoice, Contract</li> <li>• Start-End: From requisition to receipt of goods/services.</li> <li>• KPIs: Contract Usage, Supplier On-Time Delivery, Three-Match Rate, Purchase Order Accuracy, Contract Compliance, Savings Percentage</li> <li>• Value Opportunities: Contract leakage, price increases, free-text requisitions, manual rework, late deliveries</li> </ul>
<b>Product Development</b>	<ul style="list-style-type: none"> <li>• Objective: Design and launch new financial products.</li> <li>• Key Business Object(s): Product Concept*, Market Research, Pricing</li> <li>• Start-End: From conceptualization to product launch.</li> <li>• KPIs: Time-to-Market, Innovation Rate, Profitability, Adoption Rate</li> <li>• Value Opportunities: Market misalignment, slow launch, inadequate research</li> </ul>
<b>Record to Report</b>	<ul style="list-style-type: none"> <li>• Objective: Collect and report financial data accurately.</li> <li>• Key Business Object(s): Journal Entries*, General Ledger, Trial Balance</li> <li>• Start-End: From data collection to financial reporting.</li> <li>• KPIs: Time to Close, Automation Rate, Manual Posting Rate</li> <li>• Value Opportunities: Close optimization, accrual estimation, peak load rationalization</li> </ul>
<b>Shopfloor Management (MES)</b>	<p>Objective: Manage production execution on the shop floor.</p> <ul style="list-style-type: none"> <li>• Key Business Object(s): Production Order*, Workstations, Quality Data</li> <li>• Start-End: From production order creation to storage/shipment.</li> <li>• KPIs: Cycle Time, Units per Shift, Takt Time</li> <li>• Value Opportunities: Line stops, quality issues, workforce productivity</li> </ul>
<b>Warehouse Management</b>	<p>Objective: Manage day-to-day warehouse operations efficiently.</p> <ul style="list-style-type: none"> <li>• Key Business Object(s): Delivery Item*, Material, Transfer Order</li> <li>• Start-End: From delivery creation to inventory adjustments and shipment.</li> <li>• KPIs: Dock to Stock Time, Replenishment Frequency, Picks per Hour, On-Time in Full, Short pick</li> <li>• Value Opportunities: Failed quality checks, late shipments, lost goods, unavailable inventory, pick optimization</li> </ul>

<b>Plant Maintenance</b>	<p>Objective: manages the reliability of industrial assets through structured maintenance.</p> <p>Key business object(s): Equipment*, Maintenance order, Spare part</p> <p>Start-End: From Maintenance Notification and end with work order closure</p> <p>KPI: Time to repair, Uptime, Preventive vs Reactive Ratio</p> <p>Value opportunity: Downtime reduction</p>
<b>Warranty (Aftersales Service)</b>	<p>Objective: Manage warranty claims end-to-end to resolve customer issues quickly, control cost of quality, and reduce defect recurrence.</p> <p>Key Business Object(s): Warranty Claim*, Repair Order, Product</p> <p>Start-End: Customer submits a warranty claim and end with repaired or replaced product shipped back to customer</p> <p>KPI: Warranty claim rate, Repair time, Cost of quality, First time fix rate, Customer satisfaction (CSAT)</p> <p>Value Opportunity: Repeated repair reduction, Spare part availability, Repair cycle time</p>
<b>Return Management (Reverse logistics)</b>	<p>Objective: Manage the end-to-end flow of returned goods</p> <p>Key Business Object(s): Return Order*, Delivery, Credit memo</p> <p>Start-End: from return request created to resolution (Credit memo issued, replacement shipped, or goods restocked / scrapped)</p> <p>KPI: Return rate, Processing time, Cost per return, Recovery rate</p> <p>Value opportunity: Reduce unauthorized or fraudulent returns, Reduce processing delays</p>
<b>Sourcing</b>	<p>Objective: Select the best vendors for production materials by qualifying external suppliers, managing the end-to-end sourcing lifecycle, and controlling the risk profile</p> <p>Key Business Object(s): RFP/ RFI*, Quote, Project, Contract, Supplier, Material/category</p> <p>Start-End: RFP/RFI Creation to supplier onboarded</p> <p>KPI: Saving, Sourcing cycle time, contract coverage</p> <p>Value opportunity: Unit cost optimization, Supply disruption prevention, Contract compliance, sourcing cycle time reduction</p>

The following **Data Storage Locations** apply to the Products/Services provided by ARIS each as indicated on an applicable Order Form.

Product Code	Data Storage Location
AWS-AP	AWS APJ - being any APJ based AWS location at the discretion of the Supplier
AWS-CA	AWS Americas (Canada) - being any AWS location based in Canada at the discretion of the Supplier
AWS-SH	AWS Americas (South) - being any AWS location based in South America at the discretion of the Supplier
AWS-US	AWS Americas (USA) - being any AWS location based in USA at the discretion of the Supplier
AWS-EU	AWS Europe (EU) - being any AWS location based in European Union (EU) at the discretion of the Supplier
AWS-UK	AWS Europe (UK) - being any AWS location based in UK at the discretion of the Supplier
AWS-ME	AWS Middle East (UAE) - being any UAE-based AWS location at the discretion of the Supplier
AZURE-AP	Azure APJ - being any APJ-based Azure location at the discretion of the Supplier
AZURE-US	Azure Americas (US)- being any US-based Azure location at the discretion of the Supplier
AZURE-EU	Azure Europe (EU) - being any European Union (EU) based Azure location at the discretion of the Supplier
AZURE-CH	Azure Europe (Switzerland) - being any Swiss based Azure location at the discretion of the Supplier