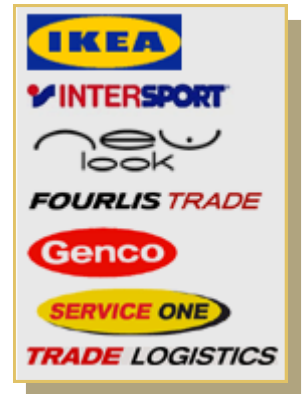


FOURLIS HOLDINGS S.A. is the heir enterprise of Fourlis, G., & Co. S.A. which was founded in 1950, headquartered in Athens, Greece. From its inception up to the secession of its Trade & Manufacturing branch, the company had a marked path now continued by FOURLIS TRADE A.E.B.E., so that the latter holds a leading position in the electrical and electronics industry.

FOURLIS HOLDINGS S.A. was inducted in Athens Stock Exchange in 1988.

The FOURLIS GROUP OF COMPANIES operates in three main sectors. The retail household equipment(IKEA), the retail sporting goods(INTERSPORT) and the wholesale electrical and electronic equipment (General Electric, Liebherr, Körting). FOURLIS HOLDINGS S.A.'s strategy is the development of companies, with emphasis mostly in the retail and wholesale trade. Each company is managed through independent management while group-level coordination takes place to utilise synergies; something which is accomplished through their parent company, FOURLIS HOLDINGS S.A.

FOURLIS GROUP OF COMPANIES has expressed a need for the implementation of a solution offering fast digital filing & management of contracts regarding all its affiliate companies(16) who are currently distributed in 5 countries (GR, CY, RO, BG, TR).

**PROBLEM****APPROACH**

Your Ideas implemented a Electronic Contract Management Solution, now in operation for FOURLIS GROUP OF COMPANIES, to provide a collection environment, electronic filing and tracking of contracts/private contracts of all its affiliate companies, both in Greece and abroad.

SOLUTION

The solution is based on the OpenText eDOCS Document Management platform and was implemented utilising its graphical tools, providing open architecture that offered functional extensibility as well as integration with other systems. It manages the Groups contracts in a uniform manner, and in five different languages (Greek, English, Bulgarian, Romanian & Turkish), ensuring the:

- ◇ Observance of a single digital contract archive at the Group level.
- ◇ User web client access.
- ◇ Sorting, indexing and easy/multifactor search.
- ◇ Reduction in contract compliance copies
- ◇ Comparison of contract procurement terms of the same subject
- ◇ Observance of access/edit history
- ◇ Contract linking (i.e. initial and extension or revision/adjustment)
- ◇ Access & reproduction rights depending on the position of each user per company
- ◇ System access of users encompassing the personnel of all the affiliate companies in Greece and abroad.
- ◇ Easy contract body scanning
- ◇ Notification of a user of expiry of the contract, in accordance to a predetermined date.
- ◇ Automated issuance of a quarterly Contracts report, as is required for submission to the tax office.

**RESULTS**

Following the implementation of these solutions in the FOURLIS GROUP OF COMPANIES, there was:

- ◇ Easy and safe storage and management of critical information, and therefore effective and immediate utilisation of business knowledge
- ◇ Creation of a digital Contract structure, with simultaneous characterization data generation.
- ◇ Notification on the current contract development phase for the relevant checks to be made.
- ◇ Common use and monitoring of contract progress by user groups of different countries.
- ◇ Decision making based on valid, up to date information, through specialised search functionality.
- ◇ Increase in productivity



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Your Ideas founded in Athens in 2002 by experienced members of the Greek IT community with the objective of offering technologically advanced solutions in the design, automation & management of vital business processes as well as in collecting, organising, archiving and managing corporate data, in tandem with reliable service and comprehensive support.

The executive workforce is made up of field specialists who enjoy long term experience in their chosen field. The employees possess high technical training and experience in the spheres of realization, application, modification, localisation and maintenance of such systems.

We emphasize the importance of innovation and diffusion of knowledge.

We work closely with our customers in order to develop and deliver the best solutions for them.

Your Ideas has implemented and delivered turn key solutions in more than 60 organisations and 2500 users, in various business sectors as, Financial Services, Public sector, International Institutes, Government, Shipping, Nonprofit organisations, Municipalities, Commercial companies, Pharmaceutical Industry, I.T. companies, Healthcare, Construction, Education & Research, Advertising, e.t.c.

Your Ideas' solutions enable clients to reduce the mediation period from the decision of investment up till realization, active exploitation of existing information, reduction of running expenses complemented with simultaneous improvement in internal operation and quality provision. The above all lead to the expansion in competitiveness.

Browse our website at www.yourideas.gr