WINPACCS®

SYMPOSIUM 2026

03 NOV. | WETZLAR | On-site and Online

How to Successfully Implement WINPACCS

Maja Zivkovic, Samra Jabucar, Johannes Bork

WINPACCS®

ERP for Global Development

SYMPOSIUM ▪ WORKSHOP

How to Succesfully Implement WINPACCS



Johannes Bork



Samra Jabučar



Maja Zivkovic

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Agenda

- Introduction of Speakers
- The WINPACCS implementation approach
  - Decision-Making Phase
  - Preparatory
  - Pilot Phase
  - Implementation Phase
- WINPACCS and ASB – practical insights
- Outlook and Conclusion
- Questions



Johannes Bork

Head of WINPACCS



Samra Jabučar

Finance Manager



Maja Zivkovic

Finance Manager

mbi
software & consulting

ASB
Arbeiter-Samariter-Bund

The Challenge of Software Implementation

The challenge is real, but manageable!





























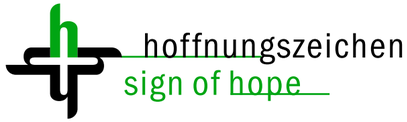



















How to successfully implement WINPACCS?

A proven framework covering four phases

1



Decision-Making Phase

2



Preparatory Phase

3



Pilot Phase

4



Implementation Phase

Decision-Making Phase:
How do I make sure I take the right decision?

Aim: a well-informed decision on whether WINPACCS fits your organisation
Both outcomes are valuable.

We

Understand your requirements

Connect you with WINPACCS customers who work similarly

You

Gather knowledge to assess possibilities & limits

- Events & Webinars
- White Papers
- Website
- Networking with our customers
- YouTube channel

Decision-Making Phase:

How do I make sure I take the right decision?

Activities

1. Webinar Discover WINPACCS
2. WINPACCS presentation at your office location
3. WINPACCS Webinars
4. Workshop Requirement Analysis
5. WINPACCS implementation plan and offer

Preparatory Phase:

How do we lay the groundwork for a successful rollout?

Together, we prepare your rollout in a pilot country

1



Map WINPACCS to your processes and requirements

2



Adapt existing processes if needed

3



Prepare the rollout in a selected pilot country or project

Preparatory Phase:
How do we lay the groundwork for a successful rollout?

Activities

Core seminars
We prepare your trainers

Train-the-trainer workshops for selected employees

Training environment
We set it up for you

Ready for hands-on training

Train-the-Trainer
We develop your programme together

Joint workshop: standardised, tailored materials for consistent training

WINPACCS Academy
We complement your internal training

Your trainers deliver organisation-specific courses; our standard courses stay open to all users

Pilot Phase:

How do we make sure the implementation plan works for your organisation?

We test WINPACCS under real-life conditions before the broader rollout

1

Verify

that WINPACCS supports your day-to-day work

2

Identify

potential implementation challenges early

3

Develop

solutions and prepare for similar challenges in other projects

4

Gain

practical experience with the implementation process

Pilot Phase:

How do we make sure the implementation plan works for your organisation?

Activities

Pilot Training

- Pilot staff confidently perform the relevant processes
- Training concept tested and optimised in practice
- Processes and interfaces tested

Support during Pilot

- Internal trainers and implementation team support the pilot staff daily
- Questions, uncertainties and challenges are documented

Lessons Learned

- Evaluation of the pilot: material, approach, …
- Adapt what needs to be adapted

Implementation Phase:

How do we roll out WINPACCS worldwide?

Objective: WINPACCS is successfully introduced in all remaining project countries



Global roll-out

WINPACCS is rolled out to all remaining project countries



Trained staff

The relevant staff are trained according to the updated training concept

Implementation Phase:

How do we roll out WINPACCS worldwide?

Participants and approach



Internal trainers

Lead the training



Local staff

In the project countries



Step by step

Country by country, ideally with training in hubs

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Our WINPACCS journey: From decision to implementation

How to successfully implement WINPACCS

Decision-Making Phase

Preparatory

Pilot Phase

Implementation Phase

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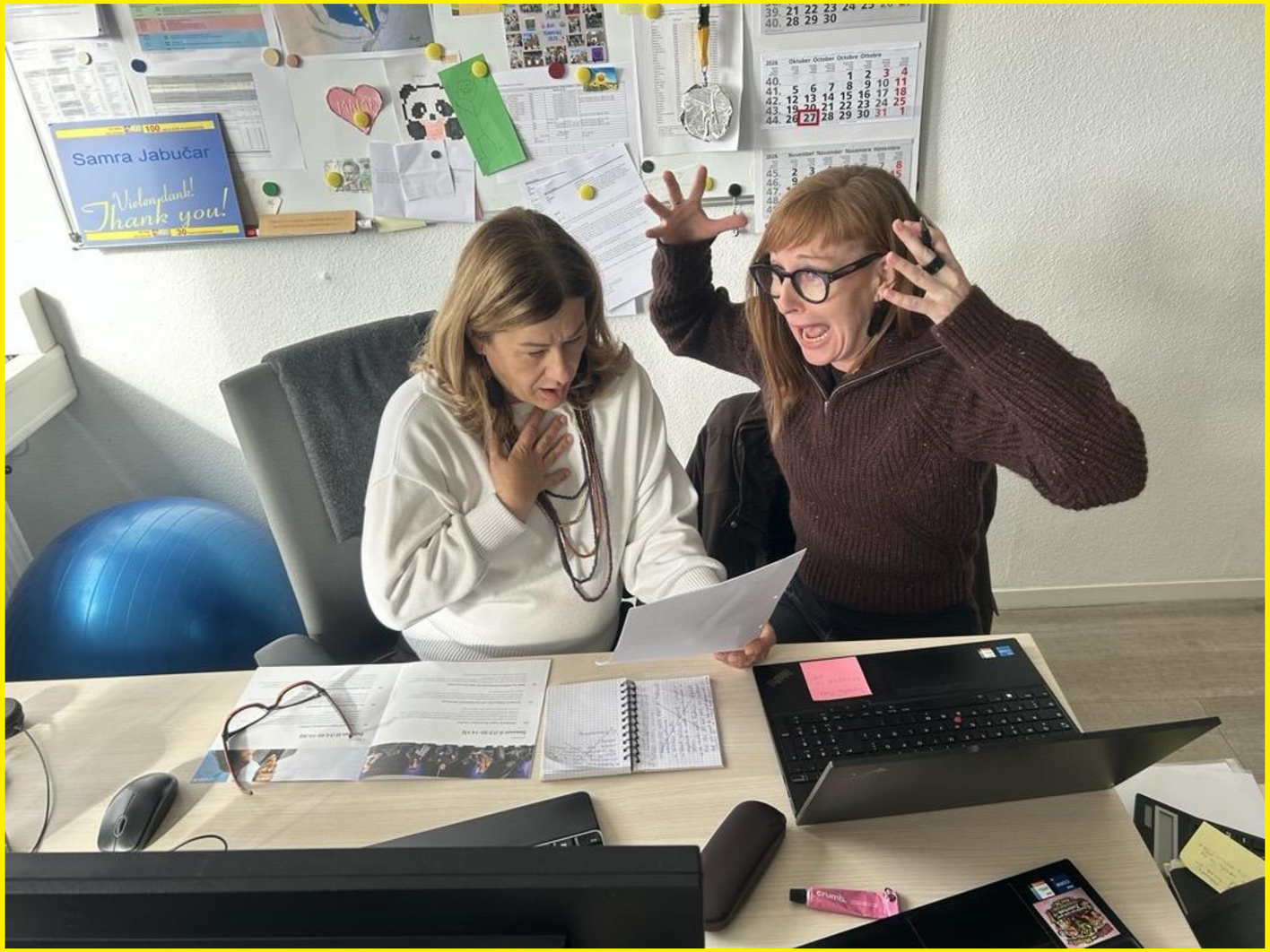
Our WINPACCS journey: From decision to implementation

Decision-making: From panic to a plan



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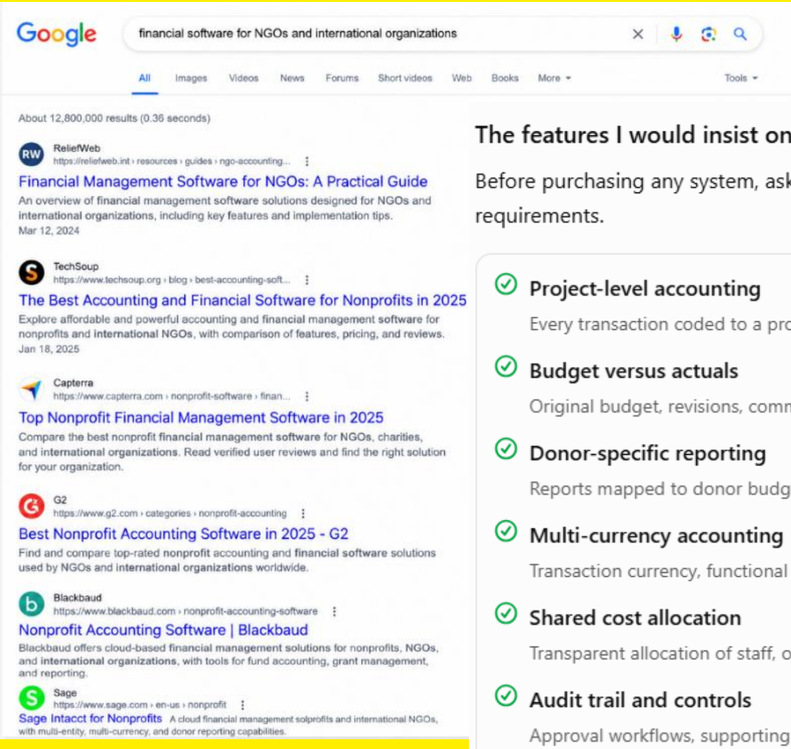
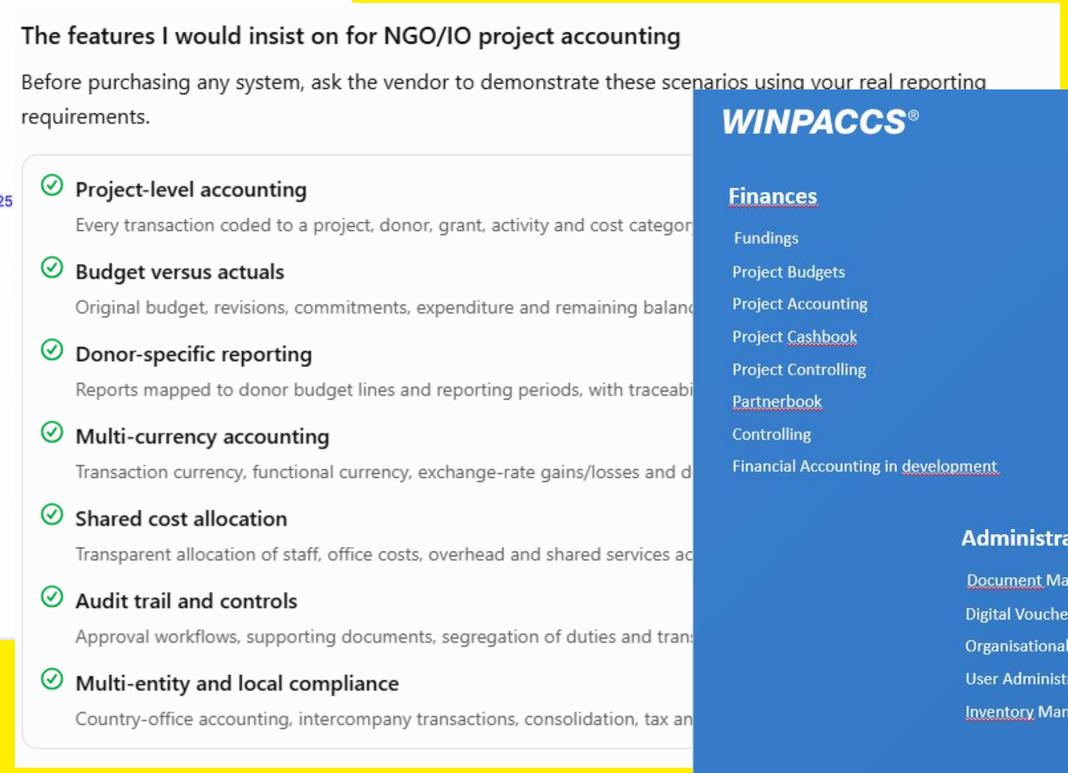
Our WINPACCS journey: From decision to implementation

Decision making phase







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Our WINPACCS journey: From decision to implementation

Our recommendation: Give the change a real chance

Recommendation: Ensure you allocate sufficient time for planning and transitioning to the new system, as it is a complex and demanding process.

Our WINPACCS journey: From decision to implementation

Preparation: Build the team before the system

WP implementation team (6 persons: 1 lead + 5 members)

ASB & mbi workshops

WINPACCS Webinars

WINPACCS Seminars

How to use the system?

Project Accounting

Partnerbook

Financial Accounting



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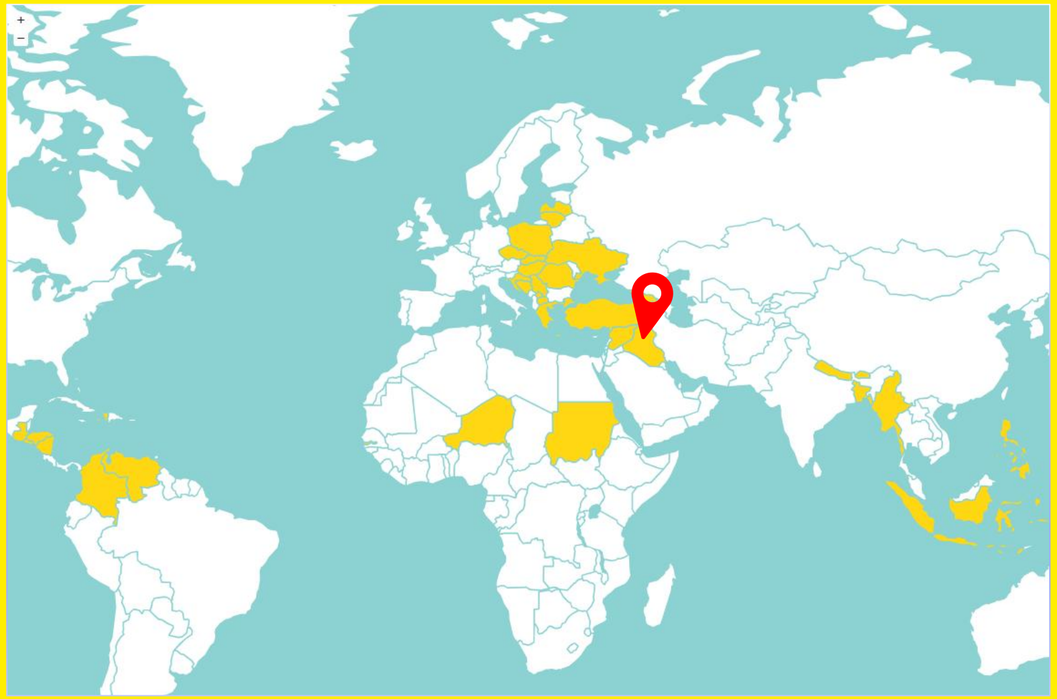
Our WINPACCS journey: From decision to implementation

Pilot: Learn before you scale

- ✓ First pilot country: Iraq April 2026
- ✓ Transfer of historical necessary data from the old system
- ✓ Posting of “new” transactions into the new system
- ✓ Clear cut-off date
- ✓ Training of the staff on the spot
- ✓ Preparing of training material
- ✓ Preparing of ToT



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Our WINPACCS journey: From decision to implementation

Our biggest lesson: Clean before you migrate



Recommendation: „Do some cleaning!“

The more you clean, the less you need to take with you

Our WINPACCS journey: From decision to implementation

Implementation: Repeat, improve, expand

Indonesia and South East Europe followed with transition (June-August 2026)

Following Country offices Ukraine, Niger, Nicaragua, Haiti, Syria, Armenia



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Our WINPACCS journey: From decision to implementation

Implementation phase

Training of Trainers (September 2026)





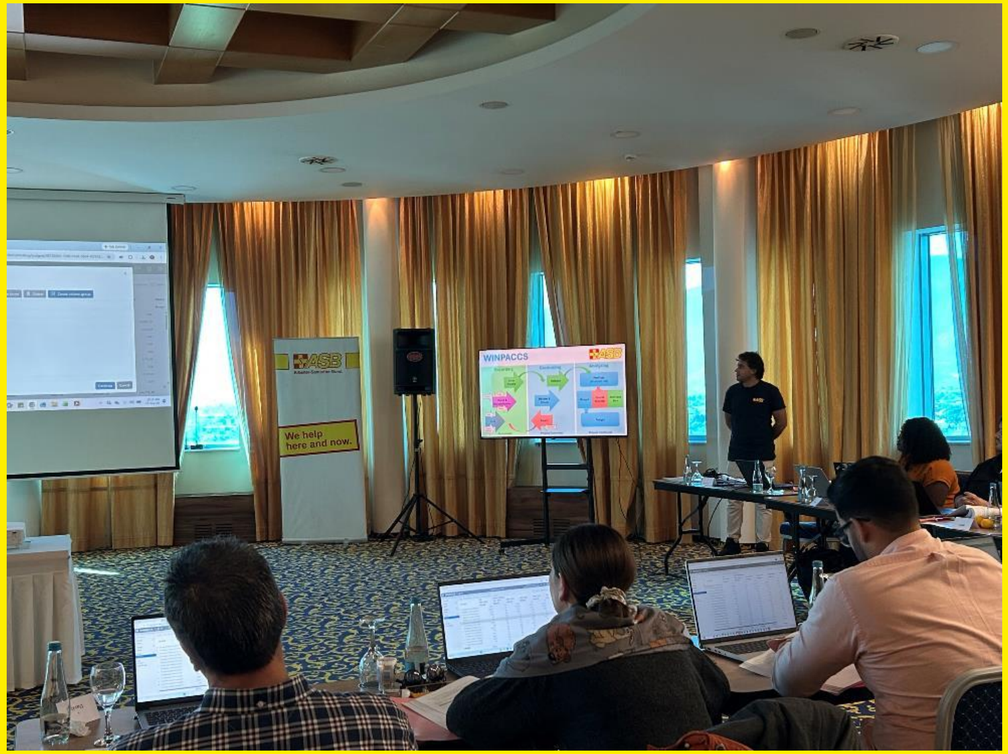
Our WINPACCS journey: From decision to implementation

Implementation phase

IFM – International Finance Meeting (September 2026)







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Our WINPACCS journey: From decision to implementation

Implementation phase



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Our WINPACCS journey: From decision to implementation

Great achievements are never a solo effort — they are the result of a strong, united, and happy team.





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Our WINPACCS journey: From decision to implementation

WIN with WINpaccs.



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Any questions?

Thank you for your attention!

