Site

Path	ID	Reference	Codification	Title
*	hoechberg			Höchberg
*	dresden			Dresden

Short Title	Description
Höchberg	Office in Höchberg
Dresden	Office in Dresden

Group

Path	ID	Reference	Codification
*	aurorasystems		
*	sales		
*	germany		
*	bavaria		
*	education		
*	bsb		
*	isb		
*	würzburg		
*	munich		

Title	Short Title	Description
Aurora Systems	Aurora	Aurora Systems is a small IT company specia
Sales and Distribution	Sales	Sales department is in charge of distribution,
Administrations in Germany	Germany	German administration, governmental organi
Administrations in Bavaria	Bavaria	Bavarian administration, governmental organ
Bavarian ministry of education and science	Education	The Bavarian ministry of education and scien
Bayerische Staatsbibliothek	BSB	The Bavarian state library has various satellit
Institut für Bildungsforschung	ISB	The Institut für Bildungsforschung is divided i
Administrations in Würzburg	Würzburg	Würzburg administration organisations
Administrations in Munich	Munich	Munich administration organisations

alised in the development of administration software for school libraries

marketing, sales as well as administrative work

sations and public insitutes

isations and public insitutes

ice

stations in Bavaria (Nürnberg, Würzburg, München, Regensburg) which advise schools in their regi

into various departements, some of which advise schools about library software

on

Function

Path	ID	Title
*	sales	Sales and Distribution
*	agent	Sales Agent
*	marketing	Marketing
*	agent	Marketing Agent
*	company	Company
*	executive	Company Executive
*	agent	Company Agent
*	education	Education
*	manager	Education Manager
*	agent	Education Agent
*	professor	Professor
*	admin	Public Administration and institutes
*	manager	Public Administration Manager
*	agent	Public Administraton Agent

Short Title	Description
Sales	An entity in charge of Sales and Distribution
Agent	A person in charge of executing sale orders, packaging and distribution
Marketing	An entity in charge of Marketing
Agent	A person in charge of designing marketing material like flyers etc.
Company	A company is a legal entity which has been registered at a commerce registry
Executive	A company executive has broad decision power and broad access to confident
Agent	A company agent is a regular staff of the company in charge of operations. He
Education	An educational organisation such as a school
Manager	A manager in an educational organisation such as a school director
Agent	An agent in an educational organisation such as a school secretary
Professor	A professor in an educational organisation
Administration	Public administration and istitutes like the education departement of a city, the
Manager	A public administration manager has decision power
Agent	An public administration agent is regular staff of the public administration in cha

and which has full autonomy.
tial information of the company.
 or she has little or no decision power.

bavarian institute of the bavarian state library

arge of operations

Role

Path	ID	Reference	Codification	Title	Short Title
*	multiplier			Multiplier	Multiplier
*	internal			Staff	Staff
*	client			Client	Client
*	supplier			Supplier	Supplier
*	admin			Administration	Administration
*	user			User	User
*	lead			Sales Lead	Lead
*	prospect			Sales Prospect	Prospect

Description

A multiplier is somone who influences the opinion of our prospects and leads. For example someone

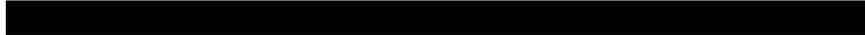Corporate staff

Client

Supplier

Public administration, tax office

A registered user of meine-schulbibliothek.de

A person or an organisation that is potentially interested in purchasing a product or service from our c

A person or an organisation that is interested in purchasing a product or service from our compagny g

part of an organisation which advises schools about library products

ompagny group (first stage in sales process)
group (qualified sales lead)

Grade

Path	ID	Reference	Codification	Title	Short Title
*	employee			Employee	Employee
*	trainee			Trainee	Trainee
*	associate			Associate	Associate

Description

Full time or part time employee
Trainee
Associate or owner of the company

Region

Path	ID	Reference	Codification	Title
*	germany			Germany
*	bavaria			Bavaria
*	unterfranken			Unterfranken
*	oberfranken			Oberfranken
*	mittelfranken			Mittelfranken
*	oberpfalz			Oberpfalz
*	schwaben			Schwaben
*	oberbayern			Oberbayern
*	niederbayern			Niederbayern
*	munich			München
*	baden-wuerttemberg			Baden-Württemberg
*	hessen			Hessen
*	niedersachsen			Niedersachsen
*	berlin			Berlin
*	luxemburg			Luxemburg
*	suisse			Switzerland

Short Title	Description
Germany	Germany is our main marked. The most important distinction is between differen B
Bavaria	Most of our schools are located in Bavaria, so we further distinguish between diffre
Unterfranken	Schools in Unterfranken
Oberfranken	Schools in Oberfranken
Mittelfranken	Schools in Mittelfranken
Oberpfalz	Schools in Oberpfalz
Schwaben	Schools in Schwaben
Oberbayern	Schools in Oberbayern
Niederbayern	Schools in Niederbayern
München	Schools in Munic (Also Munic is a city, it's a Regierungsbezirk of its own)
Baden-Württemberg	Schools in the Bundesland Baden-Württemberg
Hessen	Schools in the Bundesland Hessen
Niedersachsen	Schools in the Bundesland Niedersachsen
Berlin	Schools in the Bundesland Berlin
Luxemburg	Interested schools in Luxemburg
Switzerland	Interested schools in Switzerland

Bundesländer beacause there are different school laws and schools adminstrations in each Bundeslan
ent Regierungsbezirke as its important to our clients to know how many other Kallimachos Schools are

d

located in ther nearest region

Path	ID	Reference	Codification
*	management		
*	marketing		
*	communication		
*	sales		
*	advise		
*	distribution		
*	configuration		
*	scanner		
*	barcode		
*	support		
*	design		
*	graphic		
*	admin		
*	accounting		
*	it		
*	sysadmin		
*	linux		
*	macos		
*	windows		
*	webadmin		
*	programming		
*	lang		
*	python		
*	system		
*	linux		
*	macos		
*	windows		
*	application		
*	web		
*	lang		
*	en		
*	de		
*	soft		
*	presentation		
*	speech		
*	formatting		
*	library		

Skill

Title	Short Title
Management	
Marketing	Marketing
Communication	Communication
Sales and Distribution	Sales
Advise clients	Advise
Distribution	Distribution
Kallimachos Configuration	Configuration
Adjusting Scanner	Scanner
Printing Barcode Labels	Barcode
User Support	Suport
Design	Design
Graphic Design	Graphic
Administration	Administration
Accounting	Accounting
Information Technology	IT
System Administration	Sysadmin
Linux System Administration	Linux
MacOS System Administration	MacOS
Windows System Administration	Windows
Website Administration	Website
Programming	Programming
Programming Languages	Languages
Python	Python
System Programming	System
Linux System Programming	Linux
MacOS System Programming	MacOS
Windows System Programming	Windows
Application Programming	Application
Web Application Programming	Web
Language	Language
English	English
German	German
Softskills	Softskills
Presentations	Presentations
Give Presentation	Speech
Document Formating	Formating
Library Management	Library

Description

Management skills

Ability to create marketing materials and marketing concepts

Ability to establish and maintain commincation with "multipliers" and public administration for ad

Skills related to sales an distribution

Ability to advise a client about what functionality he needs in the event of selling a Kallimachos

Skills related to distribution and packaging of our products

Abilty to confgure the Kallimachos library Program according to a sale order

Ability to correctly adjust a barcode scanner for sale

Ability to use the lable printer and software to print custom barcode labels for our clients

Ability to support Kallimachos and meine-schulbibliothek.de users

Multimedia design skills

Ability to design graphics, logos, layouts, etc.

Business administration skills

Ability to book keep accounting transactions

Information Technology skills

System administration skills

Ability to administer a Linux System

Ability to administer a MacOS System

Ability to administer a Windows System

Abilityto administer a website

Skills related to programming

Knowledge of programming languages

Ability to programme in Python

Ability to programmatically interface with an OS

Ability to programmatically interface with a linux system

Ability to programmatically interface with a MacOS system

Ability to programmatically interface with a Windows system

Application programming skills

Web application programming skills

Ability to work in a given language

Ability to work in English

Ability to work in German

Skills which are not really technical and not really taught at university

Ability to create stunning presentations

Abiltiy to give convincing presentations

Ability to create well formatted documents

Librarian and library management skills

dvertising

license or meine-schulbibliothek.de contract

Nationality

Path	ID	Title
*	**africa**	**Africa**
*	algeria	Algeria
*	angolan	Angolan
*	basotho	Basotho
*	beninese	Beninese
*	botswanan	Botswanan
*	burkinabe	Burkinabe
*	burundian	Burundian
*	cameroun	Cameroonian
*	cape_verdean	Cape Verdean
*	central_african	Central African
*	chadian	Chadian
*	comorian	Comorian
*	congolese	Congolese
*	djiboutian	Djiboutian
*	egypt	Egypt
*	equatorial_guinean	Equatorial Guinean
*	eritrean	Eritrean
*	ethiopian	Ethiopian
*	gabonese	Gabonese
*	gambian	Gambian
*	ghanaian	Ghanaian
*	guinean	Guinean
*	ivorian	Ivorian
*	kenyan	Kenyan
*	liberian	Liberian
*	libyan	Libyan
*	mahorais	Mahorais
*	malagasy	Malagasy
*	malawian	Malawian
*	mali	Malian
*	mauritanian	Mauritanian
*	mauritian	Mauritian
*	moroccan	Moroccan
*	mozambican	Mozambican
*	namibian	Namibian
*	nigerian	Nigerian
*	nigerien	Nigerien
*	reunionese	Reunionese
*	rwanda	Rwandan
*	sahrawi	Sahrawi
*	saint_helenian	Saint Helenian
*	senegal	Senegalese
*	seychellois	Seychellois
*	sierra_leonean	Sierra Leonean
*	somali	Somali
*	south_african	South African
*	sudanese	Sudanese
*	swazi	Swazi
*	tanzanian	Tanzanian
*	togolese	Togolese
*	tunisian	Tunisian

Nationality

*	ugandan	Ugandan
*	zambian	Zambian
*	zimbabwean	Zimbabwean
*	**americas**	**Americas**
*	anguillan	Anguillan
*	antiguan	Antiguan; Barbudian
*	antillean	Antillean
*	argentina	Argentinian
*	aruban	Aruban
*	bahamian	Bahamian
*	barbadian	Barbadian
*	belizean	Belizean
*	bermudian	Bermudian
*	bolivian	Bolivian
*	brasil	Brazilian
*	bv_islander	British Virgin Islander
*	canada	Canadian
*	caymanian	Caymanian
*	chilean	Chilean
*	colombian	Colombian
*	costa_rican	Costa Rican
*	cuban	Cuban
*	dominican	Dominican
*	ecuadorian	Ecuadorian
*	falkland_islander	Falkland Islander
*	greenlander	Greenlander
*	grenadian	Grenadian
*	guadeloupean	Guadeloupean
*	guatemalan	Guatemalan
*	guianese	Guianese
*	guyanese	Guyanese
*	haitian	Haitian
*	honduran	Honduran
*	jamaican	Jamaican
*	kittsian_nevisian	Kittsian; Nevisian
*	martinican	Martinican
*	mexican	Mexican
*	montserratian	Montserratian
*	nicaraguan	Nicaraguan
*	panamanian	Panamanian
*	paraguayan	Paraguayan
*	peruvian	Peruvian
*	puerto_rican	Puerto Rican
*	saint_lucian	Saint Lucian
*	salvadorian	Salvadorian
*	st_pierrais	St-Pierrais; Miquelonnais
*	surinamer	Surinamer
*	tc_islander	Turks and Caicos Islander
*	trinidadian	Trinidadian; Tobagonian
*	uruguayan	Uruguayan
*	usa	American; US citizen

*	us_virgin_islander	US Virgin Islander
*	venezuelan	Venezuelan
*	vincentian	Vincentian
*	**asia**	**Asia**
*	afghan	Afghan
*	armenian	Armenian
*	azerbaijani	Azerbaijani
*	bahraini	Bahraini
*	bangladeshi	Bangladeshi
*	bhutanese	Bhutanese
*	bruneian	Bruneian
*	burmese	Burmese
*	cambodian	Cambodian
*	china	Chinese
*	cypriot	Cypriot
*	east_timorese	East Timorese
*	emirian	Emirian
*	filipino	Filipino
*	georgian	Georgian
*	hong_kong_chinese	Hong Kong Chinese
*	indian	Indian
*	indonesian	Indonesian
*	iranian	Iranian
*	iraqi	Iraqi
*	israeli	Israeli
*	japan	Japanese
*	jordanian	Jordanian
*	kazakh	Kazakh
*	kuwaiti	Kuwaiti
*	kyrgyz	Kyrgyz
*	lao	Lao
*	lebanese	Lebanese
*	macanese	Macanese
*	malaysian	Malaysian
*	maldivian	Maldivian
*	mongolian	Mongolian
*	nepalese	Nepalese
*	north korean	North Korean
*	omani	Omani
*	pakistani	Pakistani
*	palestinian	Palestinian
*	qatari	Qatari
*	saudi_arabian	Saudi Arabian
*	singaporean	Singaporean
*	south_korean	South Korean
*	sri_lankan	Sri Lankan
*	syrian	Syrian
*	tajik	Tajik
*	thai	Thai
*	turk	Turk

*	turkmen	Turkmen
*	uzbek	Uzbek
*	vietnamese	Vietnamese
*	yemeni	Yemeni
*	**europe**	**Europe**
*	aland_islander	Åland Islander
*	albanian	Albanian
*	andorran	Andorran
*	austrian	Austrian
*	belarusian	Belarusian
*	belgian	Belgian
*	bosnia_herzegovina	of Bosnia Herzegovina
*	uk	British
*	bulgaria	Bulgarian
*	croat	Croat
*	czech	Czech
*	dane	Dane
*	estonian	Estonian
*	faeroese	Faeroese
*	finn	Finn
*	france	French
*	germany	German
*	gibraltarian	Gibraltarian
*	greek	Greek
*	hungarian	Hungarian
*	icelander	Icelander
*	irishman	Irishman
*	italian	Italian
*	latvian	Latvian
*	liechtensteiner	Liechtensteiner
*	lithuanian	Lithuanian
*	luxembourger	Luxembourger
*	macedonian	Macedonian
*	maltese	Maltese
*	moldovan	Moldovan
*	monegasque	Monegasque
*	montenegrin	Montenegrin
*	netherlands	Netherlander
*	norwegian	Norwegian
*	poland	Pole
*	portuguese	Portuguese
*	romanian	Romanian
*	russian	Russian
*	san_marinese	San Marinese
*	serb	Serb
*	slovak	Slovak
*	slovene	Slovene
*	spaniard	Spaniard
*	swede	Swede
*	swiss	Swiss
*	the_holy_see	of the Holy See
*	ukrainian	Ukrainian

Nationality

*	**oceania**	**Oceania**
*	american_samoan	American Samoan
*	australian	Australian
*	fiji_islander	Fiji Islander
*	guamanian	Guamanian
*	kiribatian	Kiribatian
*	marshallese	Marshallese
*	micronesian	Micronesian
*	nauruan	Nauruan
*	new_caledonian	New Caledonian
*	new_zealander	New Zealander
*	niuean	Niuean
*	norfolk_islander	Norfolk Islander
*	northern_maria na_islander	Northern Mariana Islander
*	palauan	Palauan
*	papua_new_guinean	Papua New Guinean
*	pitcairner	Pitcairner
*	polynesian	Polynesian
*	samoan	Samoan
*	solomon_islander	Solomon Islander
*	the_cook_islands	of the Cook Islands
*	tokelauan	Tokelauan
*	tongan	Tongan
*	tuvaluan	Tuvaluan
*	vanuatuan	Vanuatuan
*	wallisian	Wallisian; Futunan

Short Title	Description
Africa	Pan-african nationalities
Algeria	
Angolan	
Basotho	
Beninese	
Botswanan	
Burkinabe	
Burundian	
Cameroonian	
Cape Verdean	
Central African	
Chadian	
Comorian	
Congolese	
Djiboutian	
Egypt	
Equatorial Guinean	
Eritrean	
Ethiopian	
Gabonese	
Gambian	
Ghanaian	
Guinean	
Ivorian	
Kenyan	
Liberian	
Libyan	
Mahorais	
Malagasy	
Malawian	
Malian	
Mauritanian	
Mauritian	
Moroccan	
Mozambican	
Namibian	
Nigerian	
Nigerien	
Reunionese	
Rwandan	
Sahrawi	
Saint Helenian	
Senegalese	
Seychellois	
Sierra Leonean	
Somali	
South African	
Sudanese	
Swazi	
Tanzanian	
Togolese	
Tunisian	

Ugandan
Zambian
Zimbabwean

Americas   Pan-american nationalities (north, central and south)

Anguillan
Antiguan
Antillean
Argentinian
Aruban
Bahamian
Barbadian
Belizean
Bermudian
Bolivian
Brazilian
BV Islander
Canadian
Caymanian
Chilean
Colombian
Costa Rican
Cuban
Dominican
Ecuadorian
Falkland
Islander
Greenlander
Grenadian
Guadeloupean
Guatemalan
Guianese
Guyanese
Haitian
Honduran
Jamaican
Kittsian; Nevisian
Martinican
Mexican
Montserratian
Nicaraguan
Panamanian
Paraguayan
Peruvian
Puerto Rican
Saint Lucian
Salvadorian
St-Pierrais
Surinamer
T&C Islander
Trinidadian
Uruguayan
US citizen

US Virgin
Islander
Venezuelan
Vincentian
Asia   Pan-asian nationalities
Afghan
Armenian
Azerbaijani
Bahraini
Bangladeshi
Bhutanese
Bruneian
Burmese
Cambodian
Chinese
Cypriot
East
Timorese
Emirian
Filipino
Georgian
Hong Kong
Chinese
Indian
Indonesian
Iranian
Iraqi
Israeli
Japanese
Jordanian
Kazakh
Kuwaiti
Kyrgyz
Lao
Lebanese
Macanese
Malaysian
Maldivian
Mongolian
Nepalese
North Korean
Omani
Pakistani
Palestinian
Qatari
Saudi Arabian
Singaporean
South Korean
Sri Lankan
Syrian
Tajik
Thai
Turk

Turkmen
Uzbek
Vietnamese
Yemeni
Europe   Pan-european nationalities
Åland Islander
Albanian
Andorran
Austrian
Belarusian
Belgian
of Bosnia Herzegovina
British
Bulgarian
Croat
Czech
Dane
Estonian
Faeroese
Finn
French
German
Gibraltarian
Greek
Hungarian
Icelander
Irishman
Italian
Latvian
Liechtensteiner
Lithuanian
Luxembourger
Macedonian
Maltese
Moldovan
Monegasque
Montenegrin
Netherlander
Norwegian
Pole
Portuguese
Romanian
Russian
San Marinese
Serb
Slovak
Slovene
Spaniard
Swede
Swiss
of the Holy
See
Ukrainian

Oceania
American Samoan
Australian
Fiji Islander
Guamanian
Kiribatian
Marshallese
Micronesian
Nauruan
New Caledonian
New Zealander
Niuean
Norfolk Islander

Northern
Mariana
Islander
Palauan
Papua New Guinean
Pitcairner
Polynesian
Samoan
Solomon Islander
of the Cook Islands
Tokelauan
Tongan
Tuvaluan
Vanuatuan
Wallisian

Activity

Path	ID	Reference	Codification
*	education		
*	school		
*	university		
*	industry		
*	banking		
*	logistic		
*	it		
*	expendable		
*	hardware		
*	consulting		
*	webagency		
*	software		
*	floss		
*	nonprofit		
*	association		
*	foundation		
*	government		
*	town		
*	regional		
*	agency		
*	professional		
*	chamber		

Title	Short Title
Education	Education
School	School
University	University
Industry	Industry
Banking and Finance	Banking
Logistic	Logistic
Information Technology	IT
Expendable items	Expendable
Hardware	Hardware
IT Consulting	Consulting
Web Agency	Web Agency
Software (Proprietary)	Software
Open Source - Free Software	FLOSS
Non-profit	Non-profit
Non-profit Association	Association
Non-profit Foundation	Foundation
Government	Government
City	City
Regional Government	Regional Government
Regional Agency	Agency
Professional Organisation	Professional
Chamber of Commerce	Chamber

Description

Education
Any kind of non-academic school (primary, highschool, professional school)
Universities and higher education (ex. Kyoto University, Lille3, Telecom Lille1, Université de Dakar, MIT
Industry and services
Banking and finance (ex. HSBC, BNP Paribas, Citybank)
Logistics (ex. UPS, CGM)
Information technology (ex. IBM, Bull, NEC)
Expendable items used in conjunction wit it, like barcode labels
Provider of hardware such as servers, laptops, routers (ex. Asus, Dell, Supermicro)
Provider of consulting services for network, applications, security (ex. IBM Global Services)
Provider of web site design and implementation (ex. Quadra)
Proprietary software publisher (ex. Microsoft)
Open Source software publisher and service provider
Non-profit organisations (NGO)
Not for profit associations (ex. April, AFUL, MSF)
Foundations (ex. FSF, Fondation de France)
Government organisations
Towns and cities (ex. Paris City, Tokyo City, Dakar City, Campos City)
Regional government (ex. California Government, Bavaria Länder, Catalonia Generalitat, Lorrain Regi
For example regional eductaion agencies
Professional organisations (for profit or not for profit)
Chambers of commerce, business registries

г)

on)

Publication Section

Path	ID	Sort Index	Reference	Codification
*	marketing			
*	kallimachos			
*	msbde			
*	news			
*	documentation			
*	process			
*	technology			
*	template			
*	tax			
*	other			

Title	Short Title
Marketing	Marketing
Kallimachos	Kallimachos
meine-schulbibliothek.de	msbde
Global News Feed	News
Documentation	Documentation
Business Processes	Process
Technology Library	Technologies
Template	Template
Tax	Tax
Other documents	Other

Description
Marketing documents including web site, presentations, leaflets
Marketing Documents for Kallimachos
Marketing Documents for meine-schulbibliothek.de
News about related to marketing, projects, operations, etc. It can be anything.
Kallimachos documentation for users and Aurora Systems staff.
Documents related to core business processes
A collection of articles and links to technologies commonly used Aurora Systems or implemented in I
Document templates of general use (ex. Offer, Letter, Fax.)
Tax and social declarations
A place holder for documents which can not be categorised with the current categorisation. Based o

Kallimachos

n the content of Other, new categories may be created to improve the categorisation system.

Product Line

Path	ID	Sort Index	Reference	Codification
*	kallimachos			
*	license			
*	update			
*	support			
*	programming			
*	msbde			
*	hosting			
*	support			
*	programming			
*	expendable			
*	barcode			
*	ink_ribbon			
*	film			
*	scanner			
*	ccd			
*	laser			

Title	Short Title
Kallimachos	Kallimachos
Licenses	License
Update Licences	Update
Support Services	Support
Custom Functions Programming	Programming
meine-schulbibliothek.de	MSBDE
Hosting Services	Hosting
Support Servies	Support
Programming Services	Programming
Expendable items	Expendable
Barcode labels	Barcode
TT Ink Ribbon	Ink Ribbon
Protective film	Film
Barcode Scanners	Scanners
CCD Scanners	CCD
Laser Scanners	Laser

Description
Kallimachos library program licenses and services
Kallimachos Licenses with different kinds of functionality
Kallimachos update licenses
Kallimachos support services
Kallimachos custom function programming services
meine-schulbibliothek.de services
meine-schulbibliothek.de hosting services
meine-schulbibliothek.de support services
meine-schulbibliothek.de custom function programming services
Expendable items for library administration
Barcode labels for books
Thermo transfer ink ribbon to print barcode labels
Protective film for barcode labels
Barcode scanners for libraries
Cheap CCD scanners
High quality laser scanners