Business Suite

Discover
the perspectives
of your business.

Growth

Productivity

Accessibility

ENTERSOFT

The next generation of information systems
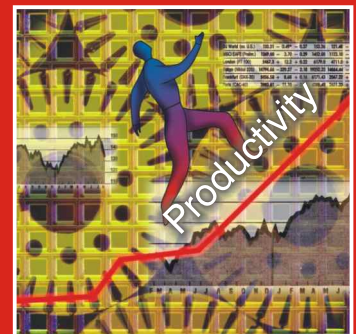
ENTERSOFT

With over 20 years of experience in the field, Entersoft challenges the IT market in Greece and presents Entersoft Business Suite®. A technologically advanced next generation ERP system which combines the advantages of an ERP system with the outward philosophy of a CRM system and the strength of a multidimensional Business Intelligence system.

« The need to replace a problematic application and to install a completely new and efficient working environment necessitated a very careful analysis of the local software market. It is noteworthy that Entersoft's proposals as well as those of other candidate companies were sought out by the parent company in Japan, where the final approval for our cooperation was approved. The main selection criteria were that Entersoft Business Suite® and the independent Microsoft®.net environment fully covered our needs. This integrated application in combination with Entersoft's excellent and flexible support fulfilled our expectations doing away with previous doubts and gave Makita new 'tools' for its dynamic growth in Greece.»

Mr. I. Karidis, Managing Director of Makita Hellas.
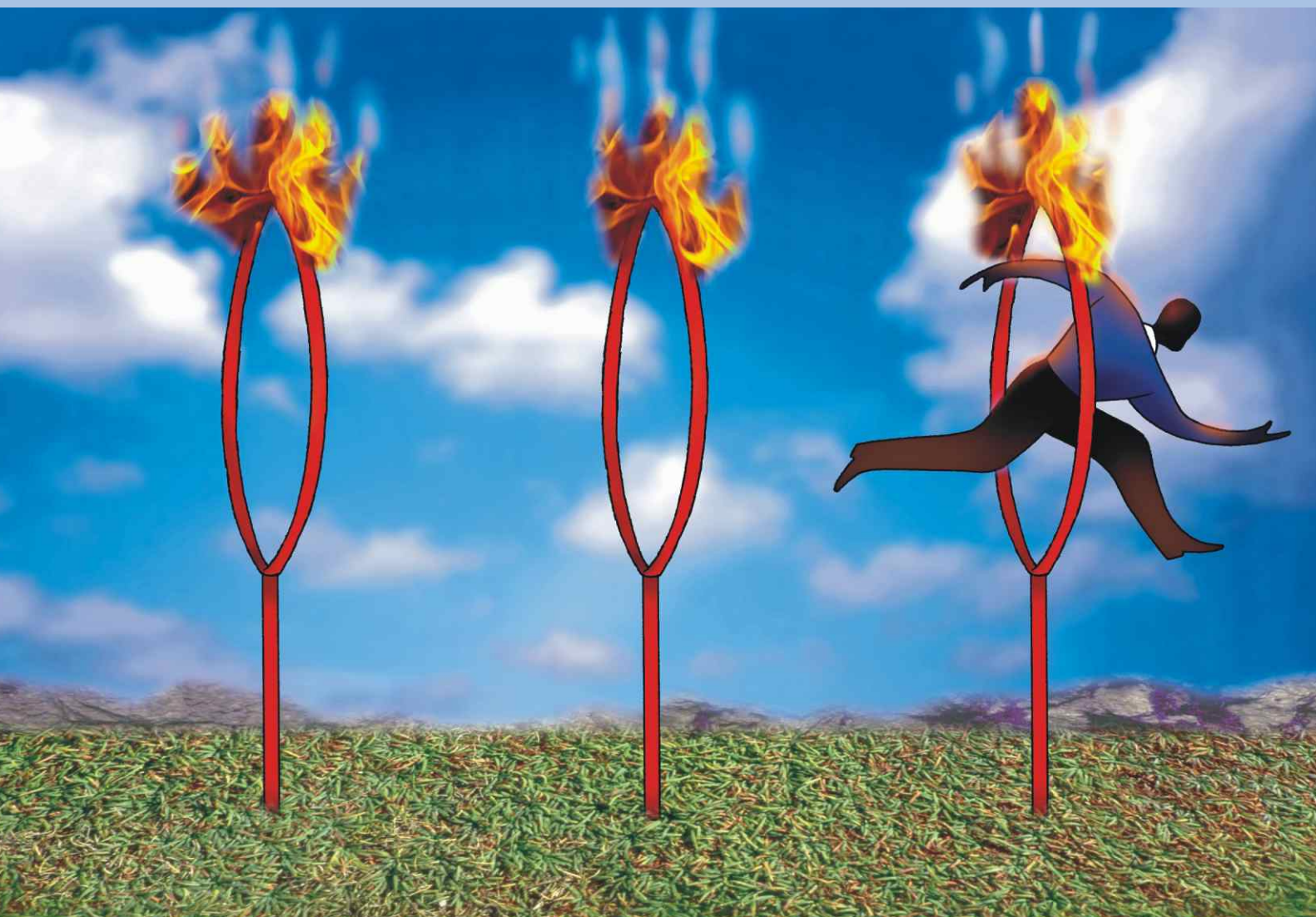
Business challenges...

Investing in technology is a valuable factor in any business aiming at being more competitive and profitable in the long term. ERP information systems cover many current business needs. Are these systems all the same though? In what way can they reinforce the organization while respecting its procedures? What do these systems offer as standard operational models? How do they enhance collaboration between the departments of a company that apply a strategic system with common data and information? How many of these systems have the possibility of functioning as real planning and decision-making tools; can they become a source of knowledge management?

... become opportunities.

Entersoft Business Suite® assimilates and incorporates business practices, combines information provided, uses cutting edge Microsoft®.net technology and generates the knowledge needed to deal with the current period and plan the future of your business. Entersoft Business Suite® is a dynamic, multi-purpose information and organizational tool helping you to convert business challenges into opportunities for development.

Satisfy all your needs.

Entersoft Business Suite®, incorporating Entersoft's many years of experience in the implementation of strategic systems in a large number of market sectors in medium and large companies, addresses businesses seeking more than a simple administration system. Entersoft Business Suite® provides answers to actual business needs.

1

Can I standardize the daily work flow of my departments, to ensure smooth implementation?

Entersoft Business Suite®, given its powerful workflow specification tools, incorporates automated processes such as, order requests, reservation and dispatch of goods, credit control, purchase order approval, service department and generally, all business functions that require standardization of their organization and their implementation.

2

The sector my company is activated in has quite a few particularities. Will my demands be covered?

The system consists of pre-parameterized modules applying to every vertical market, such as: Industry-Manufacturing, Wholesale Trade and Distribution, Retail and Franchise Networks, Clothing-Footwear, Food-Beverages-Catering, High Technology and IT, Services, Telecommunications, Construction Companies, Finance etc. Thus, we can ensure the successful implementation of a solution, within the customer's specified time and quality requirements, even in sectors with increased particularities. This system also contains a powerful documentation mechanism for any kind of business procedure as it utilizes its parameterization abilities to generate business invoices and workflows.

« Having decided to use the Microsoft®.net technological platform, we chose Entersoft as our collaborator since the basic modules of Entersoft Business Suite® covered Novafin's needs to a large degree. In this way we gained the advantages of fast and easy installation, since only a small number of changes and adjustment of certain subsystems was required, despite our particular needs. »

Mr. S. Lourakis, General Manager of Novafin

Our organization is a group of companies.
What capabilities does
Entersoft Business Suite® offer
in order for us to be able to apply
a consistent policy and to have an
integrated information system?

Entersoft Business Suite® responds fully to multi-company operational and information requirements. This is accomplished by providing the capabilities for unified group data with common files on goods customers suppliers banks, etc;

practice of common policies such as a group credit policy;

automatic exchange of invoices for inter-company transactions (e.g. the sales of one company automatically become purchases or imports to the other company etc.), and of course

integrated information systems, both for financial reasons (e.g. integrated balances exclusive of inter-company transactions) and for information and control reasons (e.g. balancing costs of the group, group sales statistics, group financial data).

The user has the choice to apply all of the above on all or some of the companies within a multi-company group.

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«One major benefit from implementing the system is the common information base for all the group's departments and access of the information in real time. In this way, we can now set down the entire group's operational processes, control their implementation and make changes and modifications when necessary easily. Also, we can continually improve our processes and base our company's growth on Entersoft Business Suite® by capitalizing on the flexibility of the system in combination with the experience of Entersoft's executives.»

Mr. E. Strogioglou, Financial Manager of the CPI Group
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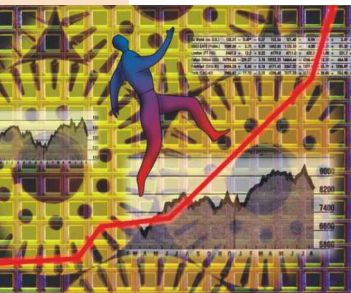
Entersoft Business Suite® can be characterized as **the ideal solution** for retail chains and franchise networks.

Since the system works in an **Internet environment** with the unique features of remote on-line access (.Net Remoting) there is no need for a third party system, such as a Terminal Server. **Uniform data management** for each member of a chain ensures consistency between headquarters and stores.

The system provides direct information for the entire supply chain. Also, it makes available all the data per store and overall, providing management with valuable information in order to take fast and accurate decisions on actions, such as commercial policy and stock management. The capability of on-line updates enables the implementation of market scenarios, such as loyalty cards (members club) and wedding lists. The increased capabilities of prompt recording and management of numerous payment methods, credit cards and currency exchange, as well as the automatic connection with POS systems, bar code readers and thermal printers provide all set solutions for the efficient management of a retail business.

5

Entersoft Business Suite® fully supports the preparation procedures of corporate financial statements according to International Accounting Standards (IAS). It includes special accounting recording in accordance with the IAS and autonomous daily journals, balances, ledgers, consolidated statements and financial results. Also, it incorporates comparison statements between national and international accounting standards, automatic cost reassessments and amortization of fixed assets, as well as deferred tax in accordance with IAS 16.

Can I have complete control over company expenses or over the products I produce or market?

The system provides budgetary costs for every entry or transaction, whether it concerns purchases, imports or production costs. This way, you know the cost and therefore you can extract the gross profit of every transaction and you can apply a relevant policy (e.g. warning or ban on sales with less than 3% gross profits). This real time control over costs, especially insofar as production but also when it comes to imports, circulation and sales is provided through an automated (and timetabled) process, which results in accurate and accountable costing, but also produces instant comparisons against forecasts.

All reports in Entersoft Business Suite® and all subsystems enable you to chart costs and gross profit.

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«One of our company's major requirements was the efficient administration of production costs and charting of our elaborated internal procedures. With Entersoft Business Suite® we have authoritative forecasts and analyses of budgeted costs and we are also able to follow and fully control production costs.»
Mr V. Ziogas, Financial Manager at Daios Plastics

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DJ World (ex. U.S.)	133.21	− 0.49*	− 0.37	153.26	121.48	−	8.94		+ 3.59
MSCI EAFE (Prelim.)	1269.00	− 3.70	− 0.29	1452.00	1123.10	−	4.00	.31 +	81.30
London (FT 100)	5467.2	+ 12.2	+ 0.22	6179.0	4711.0	+	632.2	.08 +	331.7
Tokyo (Nikkei 225)	14794.66	− 329.27	− 2.18	19252.23	14664.44	−	4246.4	22.30 −	464.08
Frankfurt (DAX-30)	5456.58	+ 8.68	+ 0.16	6171.43	3567.22	+	1377.9	33.79 +	1206.89

Combine and utilize information immediately.

When selecting an ERP system, the main criteria are the amplitude, the quality and capability of adaptation of statistical information (reports). Entersoft Business Suite® provides the end users with a dynamic information mechanism allowing them to configure the information as required, when required, with no time consuming procedures.

7 How can I combine information from all the departments at any time in order to make decisions?

Many ERP systems are limited to one-dimensional information. Within its sophisticated statistical reporting system (Business Intelligence Toolkits, OLAP Scenarios, Graph Reporting), Entersoft Business Suite® reports on your company's progress at numerous levels (by branch, business line, activity, geographical area) right from its implementation and also provides numerous other data, such as gross profits per customer and salesperson, average reimbursement times per commercial area and salesperson, expenses by department and commercial area, profitability by commercial area and much more. This information contributes to management support for sales forecasts, control of expenses, development of new opportunities and focusing on development opportunities for the company.

> «With Entersoft Business Suite® we can now have all data regarding our chain, which includes owned and franchised stores, at any time and synchronize the flow of goods from production and imports down to every last store. We can easily transfer goods between warehouses and stores for restocking, automatically inform stores about price changes, special offers and minimize mistakes and double entries of orders, while the dispatched goods from the headquarters are automatically converted to receipts at the stores. The immediate and multi-dimensional information provided by the system gave us total control and helped us out in planning our actions.»
> Mr. S. Soulas, IT Manager - Tsakiris Mallas
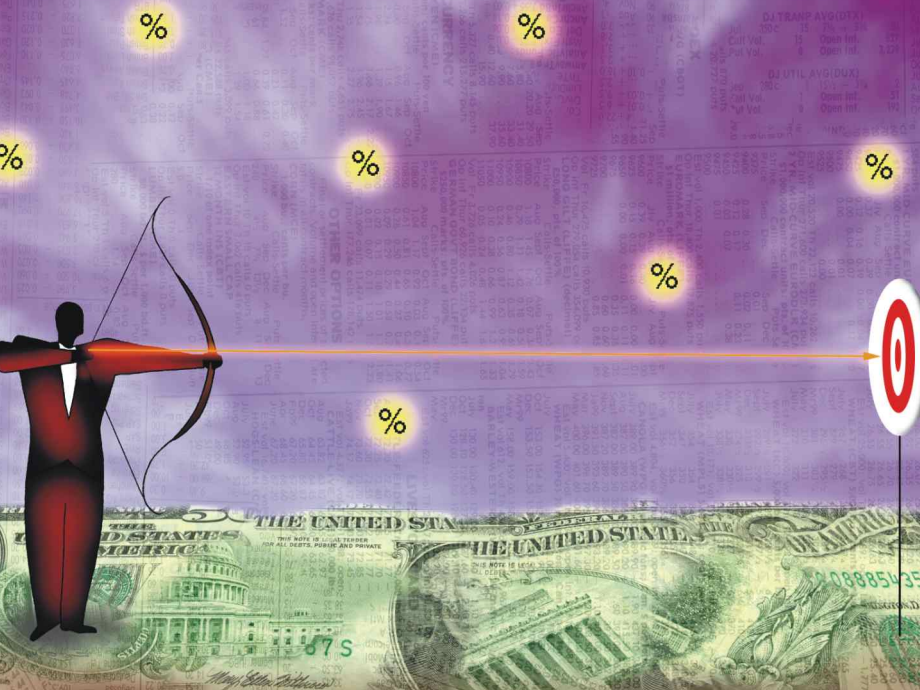
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Can I obtain financial statements or balance sheets for my company at any time?

Entersoft Business Suite® incorporates ready-to-use parameterized balance sheets and statements of results scenarios per company or in total for groups. Its pre-parameterized modules of operation, in combination with the budgetary cost accounting modules, enable instant account recording of all invoices and prompt issuance of results at any time.

9

Can I segment my business in order to see in which department I prevail and what is my gain?

The product enables you to manage and monitor multiple company segments. In this way, you can break your company down into small segments and have instant access to data per department or for your company as a whole.

Boost your company's accessibility.

Many people say that ERP systems mainly manage internal processes in a company. Entersoft Business Suite® combines the advantages of an ERP system with the philosophy of a CRM system and enables you to focus on planning your company's growth, control its administration and boost your company's accessibility.

10

How can the system help me boost my commercial development?

The system provides Commercial Managers with a great deal of statistical information on sales per commercial area, category of goods, geographical zones, salespersons, comparative data between two or more accounting periods. Also, it provides a powerful subsystem for the development of sophisticated policies with multiple price lists, promotions, gifts, credit discounts. These factors, in combination with the monitoring of sales activity and of marketing campaigns, provide a complete solution for the organization and control of a company's commercial transactions. The prepared Mail Merge scenarios and the integrated e-mail provision within the system, in combination with document attachment capabilities in all the system's entities and transactions, support the whole commercial image for customers and the actions pertaining to Commercial Management.

> «The ERP we had installed did not fulfill our needs. We needed a flexible system, capable of supporting our group's significant growth, in order to be able to supervise all company reorganizations and to cover the particularities of the demanding telecommunications sector, which is one of our fields of activity. Entersoft Business Suite® met the challenge, offering global information, flexibility in the design of our commercial policies and marketing operations as well as their immediate application. It is without a doubt a fundamental tool for our continuing development.»
> Mr. V. Bakalis, Financial Manager of the Papistas Group

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Can my executives have
direct access to the system
from anywhere?

Designed in an Internet environment, Entersoft Business Suite® eliminates distance,
optimizes the employees' productivity and boosts your company's image! Your employees
can remotely connect to the central database using a laptop from any location and inform
other executives of their work results and/or receive any information promptly. Integrated
encryption mechanisms provide maximum security. The whole procedure runs on the TCP/IP
protocol and does not require a third party system such as a Terminal Server.

Make full use of high technology, protect your investment.

Entersoft Business Suite® ensures the long term protection of your investment, much better than any other competitive system.

12 — Technology changes rapidly. How will my investment be protected?

The product's technological innovation is unique since it makes full use of the latest and preset Microsoft®.net platform. Its advanced technological base is a competitive advantage. Its unique capabilities, such as integration of technological advancements, instant adaptation and expandability with new operations, ensure long-term protection of your investment.

> «Imperative changes in the market meant there was no straightforward response to our computer system. After we examined the companies that offer ERP systems, we chose Entersoft because they offered us a complete and flexible system that fulfils our daily needs, provides long-term protection for our investment® and is based on the independent Microsoft®.net platform. What really strengthened our collaboration with Entersoft was the level of service we received and continue to receive from Entersoft ERP consultants.»
> Mr. C. Bizoumis, General Manager of Dionic
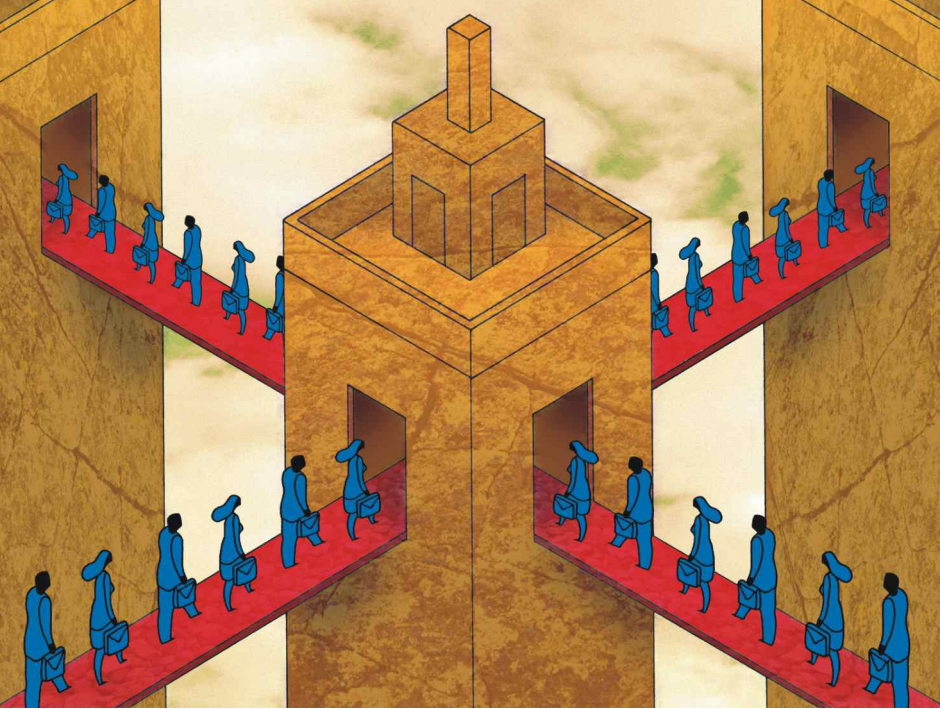
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Entersoft Business Suite® includes preset mechanisms for automatic data, transactions and inventories transfer, ensuring the simple and quick transfer of your company's data contrary to any other information system. From its first day of operation, you can extract information and comparative data for every previous financial year you wish.

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How easily will my employees familiarize themselves with the new system?

The operating system is already familiar, as it follows all Microsoft® Windows® XP and Microsoft® Office standards. Furthermore, a number of operational features, such as standardization of routine procedures, the ability to customize personal work environments, guidance with tooltips, as well as the on line context sensitive help mechanism and the comprehensive user manuals all contribute in making users feel at home.

Welcome to the immediate response experience.

Entersoft Business Suite® reflects the excellent quality of Entersoft's people and services. System implementation and operation is achieved through a specific methodology, in a minimal amount of time and at a perfectly predictable cost. By utilizing Internet technology, system users experience immediate response times and/or upgrading and updating on matters that are of interest to them.

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«The immediate operation of the system was achieved thanks to the support from Entersoft's people, the quality of their work, the immediate response time, the prompt pre-parameterized business scenarios offered by Entersoft Business Suite®, the understanding of Novafin's requirements and the commitment to complete the project effectively and efficiently. Our cooperation with Entersoft gave us an integrated, flexible system that offered excellent expansion capabilities and protection of our investment.»
Mr. T. Lourakis, General Manager of Novafin

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Entersoft Business Suite® has no "hidden" implementation costs! Entersoft and its partners work within the agreed implementation time and cost, as the system has integrated methodologies that automate the installation procedures and incorporates pre-parameterized business case models for each vertical market. At the same time, the friendly user interface reduces significantly the time and cost involved in the adaptation of

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I want my ERP to operate on time and within the budget!

users to the new environment. With Entersoft Business Suite® you can be certain that the development and beginning of operation of the new solution are always on time and within the budget!

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How can I reduce the maintenance cost? What kind of support will I have?

Entersoft Business Suite® incorporates advanced operations that aim at facilitating remote maintenance and support, which reduces the related costs to a minimum. Specifically:

As far as maintenance is concerned, the system adopts Internet live update procedures that ensure automatic upgrading to any version the user selects, at any time;

As far as support is concerned, the system adopts Internet support procedures in order to provide service promptly. Furthermore, users have access to Entersoft's Knowledge Base, which contains all the necessary clarifications or answers they need, as well as to the Forum, the communication channel through which users exchange opinions.

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«The project was completed in an extremely short time, since we didn't have to discuss the obvious with Entersoft. We focused our attention on charting the company's organization into the software, implementing the work flows, our commercial and credit policies, the information itself and how to disseminate it to our executives.»
Mr E. Strogioglou, Financial Manager of the CPI Group

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How can I see what Entersoft offers?

Right away! Entersoft's people and partners are at your disposal for an in depth presentation of Entersoft Business Suite® based on your company's requirements. Adopt the new generation of ERP systems using Entersoft Business Suite® and give your company the opportunity to take advantage of the business challenges it meets.

Systems

FINANCIAL MANAGEMENT

General Accounting

Managerial Accounting
Alternative accounting schemes, autonomous accounting schemes results.

Balance Sheet

Analytical Accounting

BUDGETING

Standard Budgeting

Advanced Budgeting
Monitoring and multiple budget scenarios per project, business unit, activity, etc., comparative pre and post budget reports per accounting period.

FINANCIAL MANAGEMENT

Standard Financial Management

Advanced Financial Management
Automatic forecasting entries based on terms of payment, credit card administration, matching based on rules, aging of receivables, repayment indices per client-merchandise-commercial sector.

Cash Flow Management

MANAGEMENT OF FIXED ASSETS

Standard Fixed Asset Management

Advanced Fixed Asset Management
Serial numbers of fixed asset, sets, gratuitous loaning.

TRADE PARTNER MANAGEMENT

Trade Partner Management - Sales - Purchases

Commercial Policy
Automation of promotional policies - promotions, gifts, discounts.

Credit Policy
Management of credit limits, dynamic credit monitoring, control policies and credit approvals.

Default Interest

Credit Notes for Discounts

Costing of Imports

Special Accounts
Tax management of charges - discounts - withholdings - pension and health funds, automatic allocation.

INVENTORY MANAGEMENT

Management of Inventories and Warehouses

Composite items, Prescriptions, Sets/Kits

Correlations between Goods
Recommended items, alternative items, appurtenances, substitutes, accessories.

Serial Numbers

Lots

Color - Size - Assortment

Systems

PRODUCTION MANAGEMENT

Industrial Production

Industrial Cost Accounting

Product Requirement Scheduling

PROJECT MANAGEMENT

Project Management

Financial Project Management
Direct link to the system and immediate mapping of actual financial data per project. Expenses, purchases, forecasts - measurements - validation, collections - payments per project.

CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

Management of Sales Promotions

Management of Salespeople - Supplies

Management of Opportunities - Sales

Handling of Customer Complaints

Management of Attached Documents

MANAGEMENT INFORMATION SUBSYSTEM (MIS)

Accounting Analytics
Statistical reports of financial management per organizational structure - dimensions - grouping - accounting periods and financial indices.

Sales & Purchases Analytics
Statistical reports on sales - purchases - items - customers - suppliers - salespersons, per organizational structure - dimensions - grouping - geographic areas - accounting periods, etc.

Cross Company Analytics
Statistical reports on sales, expenses - financial and accounting, consolidated statements - ledgers - balance sheets for multiple companies.

Views Report & Graph Designer
Integrated manageable tool for views, printouts and graphs. Immediate production and integration of printouts in the system, without requiring SQL or Crystal Reports, to which there is a direct connection though their use is not required.

OLAP Designer
Easy to use tool for OLAP scenario creation without requiring knowledge of SQL. Integrated OLAP cube generation engine for immediate production and integration of the latter into the system.

GENERAL OPERATING FEATURES

Entersoft Business Suite® Basic System Performance
Management and administration of multiple companies, groups, branches, physical persons and corporations, contacts, statistics, accounting periods, users, benefits, user interface parameters.

Dimensions of Business Information
Commercial sector, activity and two freely defined dimensions.

Import / Export Tools
Data Exchange with third party applications, cash registers, portable invoicing systems, Palm PCs.

Replication Server
Autonomous operation of remote locations and replication of data with the headquarters.

Replication Client
Automatic synchronization function with the Off Line Server.
Automatic switch to Off Line status when no On Line Server is available (Fall Over Scenario).

ORIGINA