Enter the Company
Entersoft is an innovative IT company providing business software and professional services. The company was founded by pioneering and acknowledged professionals with over 20 years of experience in the field of business software and services.

Our mission is to constantly provide lasting, technologically advanced and reliable Information Systems, combined with high quality services, in order to ensure optimal performance and maximum output for the solutions we provide our customers with.

We have:

- A strong shareholder and capital base
- A flexible, competent and efficient organization
- Specialized knowledge and full understanding of the challenges of the business world and of the market conditions, and
- Technological innovation

Entersoft is a leader in the Greek software market.

The company addresses businesses and organizations that consider their information system as a competitive advantage and want to utilize new technologies, in order to strengthen their growth and support their staff with fast and efficient administrative and information analysis tools.

Entersoft aims at dynamic businesses seeking to boost their accessibility through the continual use of the latest available methods and flexibility of software systems.

Our success is based on:

1. **Technological innovation in our products.**
   Entersoft leads the Greek IT market, as it is the only Greek company that has adopted the new Microsoft.net® platform for the development of a full range of products for business.

2. **Quality Services.** Entersoft’s experience, deriving from the hundreds of projects undertaken for medium- and large-sized companies, as well as from the support lent to thousands of small- and medium-sized enterprises, combined with the optimum reliability of new technologies, ensure that we provide our clients with the best possible services.

3. **Highly Qualified People.** Entersoft’s people have many years of experience in this specific domain, as well as in customer care. They constitute part of our company’s basic advantages and that is why we continuously invest in updating their knowledge.
In the software industry, investment in new technologies and innovations is essential in order to constantly secure our customers’ value and optimize our competitiveness.

Modern Advanced Information Systems

Increased needs of businesses and organizations call for certain features in modern information systems. The most important ones are:

- Flexible user interface
- Adaptability to business processes
- Company accessibility support
- Immediate support of business decisions
- Easy access of information any time anywhere
For the production of innovative software products that fully support the above requirements, Entersoft was the first company to adopt the technological platform Microsoft.net® which formed the basis for the development of the privately-owned applications platform Enter.net. Entersoft’s products comprise integrated technological, functional and design features up to date with technological developments. Their basic features are:

- Functionality and user-friendliness based on the Microsoft® Office interface
- Facilitation of communication and data exchange with other information systems
- Integration of cooperative commercial features for B2B, B2C, and B2G transactions with information systems in banks, public sector organizations, tax offices, etc.
- Fast remote access, in order to provide total support to branch offices, retail shops and franchisees
- Integrated security and encryption systems for safe access via the Internet
- Possibility of utilizing new devices to access information at any time from anywhere (Personal Digital Assistants (PDA’s), Tablet Purchase)
- Full support for the most common and currently standard XML data display
- Integrated dynamic and multidimensional information tools (OLAP)
- Live Update through the Internet, ensuring significant cost reduction and time saving

**Microsoft.net and Enter.net Platforms**

As a reward for the pioneering, technological innovation and expertise of our company and its people, in 2003 the Microsoft® Corporation selected Entersoft as the company with the strongest technical skills and profile to deliver the innovation of the new Microsoft.net® environment in Greece. Following this distinction, Entersoft became a member of a privileged global mechanism of 120 software providers from 50 countries all over the world.

Entersoft is currently participating in several Greek and European research projects, aiming at the continual development of its products and services. These research projects are funded by various Greek and European organizations which also recognize the innovative character of the company, its products and services.
The software requirements of companies have significantly increased.

Now, they demand from their software to adapt quickly and easily to any change in their organizational structure (subsidiaries, branch offices, franchise networks, etc) and to supply them with prompt information.

They require integrated Best Business Practices and scenarios, in order to benefit from the knowledge gained from experience in previous projects in similar areas and businesses.

They demand their systems to be unrestricted in their internal processes and to support at the same time comprehensively and cohesively sales processes (CRM), service processes and project flow processes.

Finally, they wish for complete reliability of the network and of new infrastructures created in telecommunications (DSL, always-connected Internet), in order to boost systems and business accessibility.

In this way, salespersons, managers, partners have access 24hrs, 7 days a week.

Our products, Entersoft Business Suite® and Entersoft Expert® incorporate all of the above features and at the same time utilize the Internet to provide live updates to new versions, as well as support services.
Entersoft Business Suite® is an advanced next generation ERP system that is developed completely with the new Microsoft.net® platform. Apart from its advanced technological base, that preserves for long time the investment of an enterprise, it also combines the advantages of and ERP system with the philosophy of a CRM system. It targets dynamic medium-sized enterprises which can assimilate high technology and turn it to a competitive advantage. Entersoft Business Suite® measures up to all the essential business needs by fulfilling all requirements, providing immediate implementation and smooth functionality of the system, prompt access and utilization of information, boosting a company’s accessibility, long-term safeguarding of the investment, on time and within the budget implementation.

This system is installed and operates in a plethora of Greek and multinational companies representing all major sectors of the Greek economy, such as Industry-Processing, Wholesale Trade, Retail and Franchise Networks, Clothing-Footwear, Food-Beverages-Catering, High Technology and IT, Services, Telecommunications, Construction Companies, Finance, etc.

Entersoft Expert® is a technologically advanced standard ERP system that covers all commercial, financial and management support needs (MIS) of small- and medium-sized enterprises. Fully developed in the Microsoft.net® environment, it combines the functionality and simplicity of a standard application with the advantages of Best Business Practices, integrating ready-to-use organizational and operational solutions. As it utilizes the same technological platform as Entersoft Business Suite®, it offers direct utilization of the experience gained by larger companies, as well as the ability to update, protecting the customer’s investment in the long-term. New versions are automatically updated through the Internet, significantly reducing the cost and time spent on installation.

The product is installed and operating in a plethora of companies and is supported by an experienced Pan-Hellenic network of partners.
Entersoft’s main priority is to invest in the long-term in a qualitative and competitive network of partners that promotes, implements and supports its products. Entersoft partners are selected based on their quality of their work, their company’s organization and their technical expertise. They are companies that provide the extended capabilities and experience with systems’ integration, all of which are essential requirements for the smooth operation of software in connection with the hardware systems, networks and specialized peripherals (e.g. barcode scanners, printers, etc.).

Our partners participate in ongoing and solid training in order to qualify for undertaking the full installation, parameterization, training services and long-term support of our company’s products.

Today, Entersoft has more than 40 partners in every main city in Greece and in Cyprus.

Highly Qualified Partners Network
Customers

Major medium- and large-sized Greek companies of every sector trust Entersoft and its partners due to the innovative character of our products and services.

Some of our clients are:

CPI, DIONIC and DAIOS Plastics (all registered in the Athens Stock Exchange), the ELECTRONET network, constituted of 65 independent companies all over Greece, MAKITA and UNITOR HELLAS (multinational companies), CRYSTAL AUDIO and TECHNOHART (industrial companies), the group of companies PAPISTAS, K.VLACHOPOULOS S.A. (KONIKÁ, MINOLTA).

Entersoft Business Suite® shows great success in retail chains, such as the METROPOLIS shops, KESSARIS jewelry shops, the Longchamp DIGALAKIS S.A. (leather goods shops), TSAKIRIS MALLAS, ZANCOU, ROLLINI and SENSO PER LEI (clothing and footwear), COSMOBEAUTY cosmetics (La Profumeria), PALLET STORES (house ware products), HIRE SHOPS and many more.

In the wholesale and distribution sector, major clients such as IASON IT, EXPO, CD MEDIA, ERMIS HARISIADIS S.A., CARPENTER’S COOPERATIVE ASSOCIATION OF PIERIA, and ATHINAIKOI MIKROPOLOGISTES S.A., have installed and are operating our products.

The integrated project management features are widely effective in the construction sector as well, where some of our clients are: GNOMON CONSTRUCTIONS and PRECONSTRUCTA.

Last but not least, EUROCORP Financial and NOVAFIN (subsidiary of NOVA BANK) in the financial sector, PITA PAN and PROTOFANOUSSIS in the food sector, transport company KASSOUDAKI BROTHERS, e-DIRECT, DS STELL, POSSIDI HOLIDAYS and MEDITERRANEAN HOTEL (in the hospitality sector), and many more medium- and large-sized enterprises rely on Entersoft’s products.
At Entersoft, we aim at increasing our customers’ expectations by combining innovative products with high quality services. Quality and service processes are important factors for the successful implementation of a software solution in a company at an agreed price and with a specific result. Technological innovation in products enables the implementation of new services that contribute in differentiating Entersoft from its competitors. Enter.net and the optimal use of the Internet form a common basis for providing such services in the most efficient way, minimizing the response times and the related costs.

Entersoft and its partners provide the following main services:

- Implementation of information services based on Entersoft products
- Remote consulting for the products
- Development of specialized information systems using Enter.net
- Training on Entersoft products
- ALL BY SIDE Support
Entersoft's people are continually developing new ideas, technologies, and products. The company is based on the recognition and rewarding of its employees' talents and builds long-term business relationships. Entersoft's employees are highly qualified scientists, with many years of experience in the implementation of strategic IT systems and software. They have performed hundreds of ERP, CRM and HRM software installations in companies and organizations in many different vertical markets.