# WHERE ERP MEETS BI

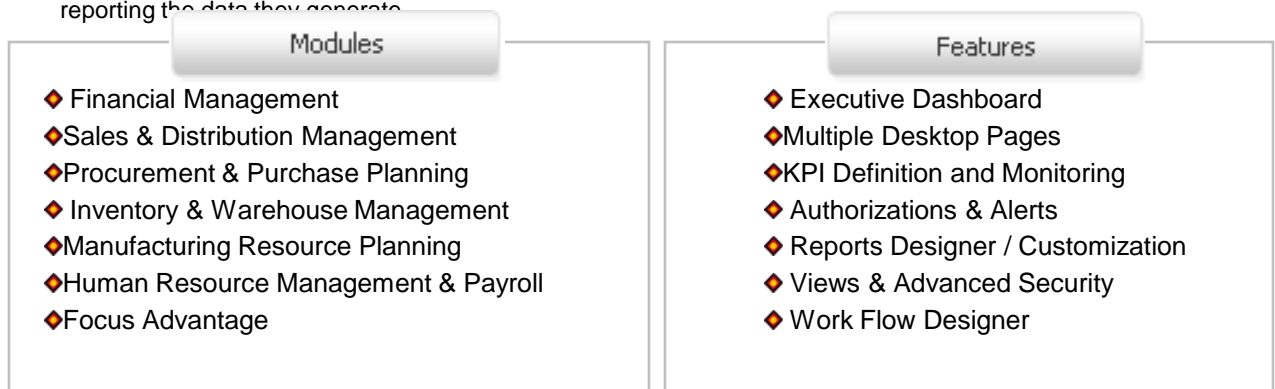**WHERE ERP MEETS BI**
As a business grows, it needs to make timely and effective decisions by eliminating information lag. ERP helped  managers in their decision making till now. With the ever-increasing internet bandwidth, speed of information and reporting needs have changed towards more dynamic and multi-dimensional report formats. Manager have no time to pull data into XL and create intuitive graphs and then take it into presentation. BI tool helps user pull the information, on demand, in the format as required.

BI, as a tool, takes raw data from different applications in an enterprise and provides reports with valuable information with drag-drop customization. BI gives management of companies a competitive edge as it can provide organized and structured reporting very quickly.

Companies across the globe have implemented ERP solutions as a system that would centralize enterprise data. However, it has so far been restricted to only the information that the ERP solutions are capable of generating. Companies would, otherwise, also need to invest in BI tools that require lot of technical and functional understanding of both the ERP database and BI interfaces. This calls for tremendous technical capabilities within the organization which would come at a cost that would negate the claims made by ERP providers on the ROI. If realistic ROI has to be gauged, then all the attached costs over the years need to be included.

So far, the high cost of implementing and continuously managing BI kept mid-sized organizations away from it. Having seen this gap, Focus Softnet has created a cost-effective solution that combines its highly customizable ERP with business intelligence tools. Focus i is a revolutionary product that enables companies to automate their financial and operational processes and helps them make better decisions by organizing, analyzing and reporting the data they generate.

## Modules

- ◆ Financial Management
- ◆Sales & Distribution Management
- ◆Procurement & Purchase Planning
- ◆ Inventory & Warehouse Management
- ◆Manufacturing Resource Planning
- ◆Human Resource Management & Payroll
- ◆Focus Advantage

## Features

- ◆ Executive Dashboard
- ◆Multiple Desktop Pages
- ◆KPI Definition and Monitoring
- ◆ Authorizations & Alerts
- ◆ Reports Designer / Customization
- ◆ Views & Advanced Security
- ◆ Work Flow Designer

## Advantages of Focus i:

Information on user-defined executive dashboard without pressing a key
No third-party Business Intelligence solution
Easy to use
Costs Effective, Faster ROI
Enhanced Reporting Capabilities
Define & Monitor Key Performance Indicators (KPI)
Critical Business Alerts on Dashboard, Email and SMS
Combine Multiple Reports from different Modules
Decision-making in real time
Monitor business activities to ensure best performance
Comprehensive Manufacturing Resource Planning

## BENEFITS of INTEGRATION

### Business Intelligence
**Business Intelligence**
Focus i, with its unique BI tools, eliminates the need for a third party BI Tool. With built-in BI with ERP modules user gets BI integration across all the modules. Now define your KPIs, define executive dashboards and receives alerts on critical activities. The information can be viewed as colorful graphs or in an excel-like format.

**Features**
Dashboard Interface for each User
User definable reports
KPI (Key Performance Indicator) definition
Alerts - Customized as per user's requirements

### Enhanced Reporting Capabilities
With its enhanced reporting capabilities, Focus i eliminates the need for a separate reporting tool.
**Features:**
Analyze – Drag and Drop row and column fields to Analyze report.
Graphs – While dragging and Dropping fields, generate Graphs online .
Flip between Text and Graphical report on screen.
Refine Report – Quick Summary of values and count in the report for immediate Filter.
Cross Reference – Jump to any other report based on row parameters of on-screen report.

### Multiple Options for Remote Connections
Focus i comes with multiple remote connectivity options:
**Features:**
Direct Focus i server connection using SOCKS technology
Web Access using Java based interface.
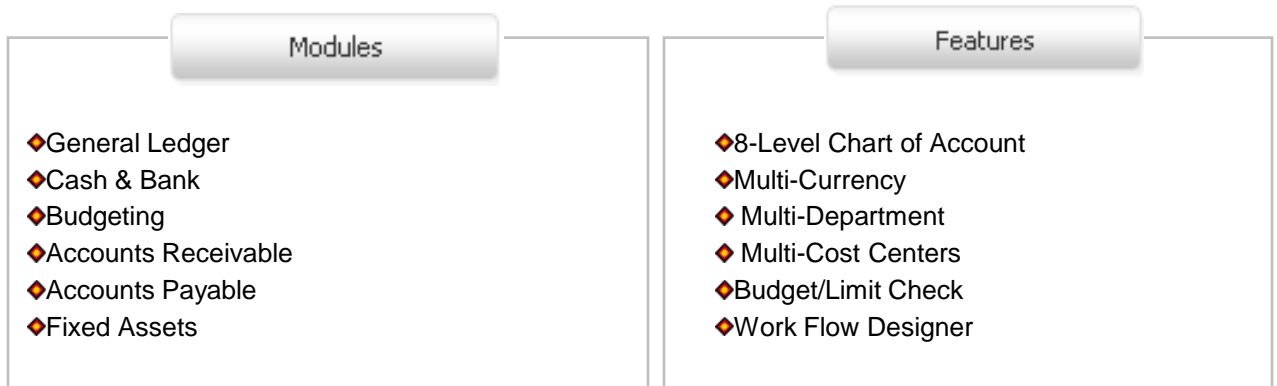Online or Batch Data Synchronization

Direct connections require remote users to have VPN or server connectivity using DSL or broadband internet connections.

Web Access using Java is an optional addition for those who wish to have both windows and web interface modules.

Online Synchronization can be setup on the Focus Softnet server directly provided the Focus Server has static IP or it can be provided through a 2nd server which has static IP, and the Focus server connects to remote user through the 2nd server.

# Financial  Management

Focus Softnet's Solutions provide a financial foundation for over 20,000 enterprises worldwide. Focus i, the new generation ERP, which fully integrates a comprehensive BI tool, provides real-time, multi-dimensional posting of transactions, resulting in real-time reports. Focus i offers a broad range of industry-specific processes. It supports Multi-company consolidation, Multi-currency, Multi-language among many other features. With Focus i Financials, you can dramatically increase your finance department's value by streamlining and automating the business / transaction processes. Focus i, bundled with robust security and advanced authorization  features, makes your company's financials absolutely secure.

| Modules | Features |
|---|---|
| ◆General Ledger | ◆8-Level Chart of Account |
| ◆Cash & Bank | ◆Multi-Currency |
| ◆Budgeting | ◆ Multi-Department |
| ◆Accounts Receivable | ◆ Multi-Cost Centers |
| ◆Accounts Payable | ◆Budget/Limit Check |
| ◆Fixed Assets | ◆Work Flow Designer |

## ❖  General Ledger

The General Ledger module is the most crucial and fundamental platform for any accounting system. Focus i's General Ledger module has the required flexibility and customizability to address current and future financial management requirements of diverse business verticals. Focus i General Ledger fully integrates with all modules and is the key to maximizing the efficiency and accuracy of your financial data.

- Maintains multi-level chart of account.
- Multiple tags for analysis of unlimited multi-level (Departmental/Cost Center Analysis).
- User-Defined customization of Masters for adding/dropping fields like text, integer, fraction, date, selection etc.
- Optional Auto-regrouping for Receivable/Payable Control Accounts.
- Summary/Detail Financial Ledgers and Sub-Ledgers.
- Multi-level user definable formats for final reports.
- Recurring/Reversal Journals.

## ❖  Cash in bank

Cash and bank management in Focus i provides for total integration between General Ledger, Account Receivables and Account Payable modules. Additionally you can enter post dated transactions for bank and convert the promissory notes on maturity. System would give alerts of such maturities on login.

- Unlimited Cash and Bank Accounts.
- Post Dated Cheque (PDC) handling.
- Electronic Bank Reconciliation.
- Multi-Currency.
- Multiple Petty Cash handling.
- Columnar and Daily/Monthly Cash/Bank Books.
- Cash Flow Forecast.

## ❖ Fixed Assets

Create unlimited number of fixed asset records either directly in Fixed Asset master or integrate it with Fixed Asset purchase. System will auto generate the serial numbers (Asset Code) based on the quantity entered in the fixed asset purchase. Assets can be classified into user-defined groups such as asset type, location, G/L account number and personal property type. GL integration ensures depreciation journals can be posted by department/cost center in summary or detail monthly/Quarterly or once a year.

The asset maintenance module takes care of scheduling preventive maintenance and tracking the maintenance for each asset.

- Multiple categories of Assets.
- Multi-Level chart of Assets.
- Multiple methods of depreciation.
- Original Purchase value, Book Value, Insured value and Scrap Value.
- User defined depreciation commencement date.
- Disposal of Assets.
- Transfer History.
- Repair and Maintenance History.
- Fixed Asset Schedule.
- Auto Posting to GL.

## ❖ Budgeting

Focus i Budget Module eliminates the drudgery of creating and maintaining dozens of spreadsheets. Focus i addresses your budget calculations, expense budgets and revenue budgets, helping you manage your operations by analyzing the actual v/s budgeted values. You can define your own reports, allowing you to create more accurate budgets and get your reports quickly and efficiently.

- Multi-year budgeting.
- Auto budgeting based on percentage of fixed growth.
- Online budget checking.
- Budgets by Department/Cost Centers.
- Monthly/Annual Budget Variance.
- Budgeted Final Reports Vs Actual.

## ❖ Payables and Receivables

Focus i Accounts Payable module provides robust accounting features to streamline your entire cash flow. Process purchase bills, payments and vendor statement in vendor specific currencies. Ensure proper payment scheduling based on due dates with aging of payables and over-due payable analysis.

*Only Focus offers you a unique combining feature of receivables and payables wherein you can adjust customer invoices against purchases from same customer thus no need to create separate customer and vendor accounts. Such accounts would get auto – regrouped based on the final balance at the time of generating the final statement.*

With Focus i's Accounts Receivable module, you can manage your customers and keep track of receivables by ageing / department.  Accounts Receivable is also fully integrated with all modules in Focus i. Accounts Receivable module allows you to schedule recurring invoices. Hence Hire Purchase Sales and Sales with recurring invoices on a fixed interval can be managed efficiently. Customization of header/footer in receivable reports helps you in printing customer statements and dunning reports for payment follow-up.

- Optional Auto adjustment on FIFO Basis.
- User Definable ageing reports.
- Receivable/Payable by Branch/Job/Department.
- Multi-currency transactions & reporting.
- Credit Limit check by Amount/Ageing of due-bills/approved sales orders.
- Partial and full adjustments.
- Adjustment of bills through PDC.
- Credit Note Adjustments.
- Advance Receipts/Payments adjustable in customer/vendor invoice.
- Carry Forward of open bills with full details to multiple years.

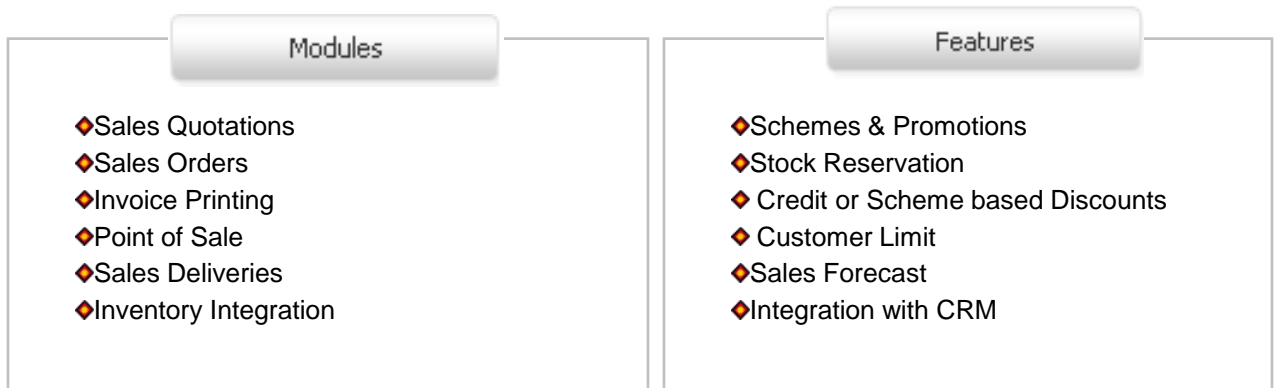## ❖ Project Costing and Accounting & management reports

- Project Management in Focus  comprehensively covers all aspects of project estimation, costing and revenue booking. The features included in Project costing are:
  – Estimation of Projects
  – Procurement of Materials
  – Procurement of Manpower services
  – Procurement of Machines/Tools services
  – Revenue Booking  can be either on based on project completion or on percentage of project completion.
  – Reports under Project costing cover cost estimation versus actual cost, Project profitability, project movement.

# Sales & Distribution

The sales module covers activities from sales enquiry to delivery automation. It simplifies the entire process of making quotations and allows for smooth processing of orders and invoices, not forgetting the sales tracking features.

Sales module helps in setting up the quantity and value based targets for branches and sales staff to monitor performance and improve the efficiency of the marketing department. With online integration, operations such as inbound logistics, storage, outbound logistics, decision on inventory levels across the warehouses would never be time consuming.

Receivables integration ensures online credit limit checks based on Credit Amount and/or Credit days.

| Modules | Features |
|---|---|
| ◆ Sales Quotations | ◆ Schemes & Promotions |
| ◆ Sales Orders | ◆ Stock Reservation |
| ◆ Invoice Printing | ◆ Credit or Scheme based Discounts |
| ◆ Point of Sale | ◆ Customer Limit |
| ◆ Sales Deliveries | ◆ Sales Forecast |
| ◆ Inventory Integration | ◆ Integration with CRM |

**Sales Workflow:** Define the document flow starting from enquiry to quotations to orders. Follow the link chain report to see how effective your sales department is in responding to client queries and converting quotations into orders.

**Reserve Stock:** Avoid stock delivery problems by optionally selecting the Stock Reserve option for each sales order or for all sales orders.

**Invoice Designing & Printing:** Design the invoice layout for pre-printed or plain stationary with user defined headers, images and customized field placement anywhere in the layout.
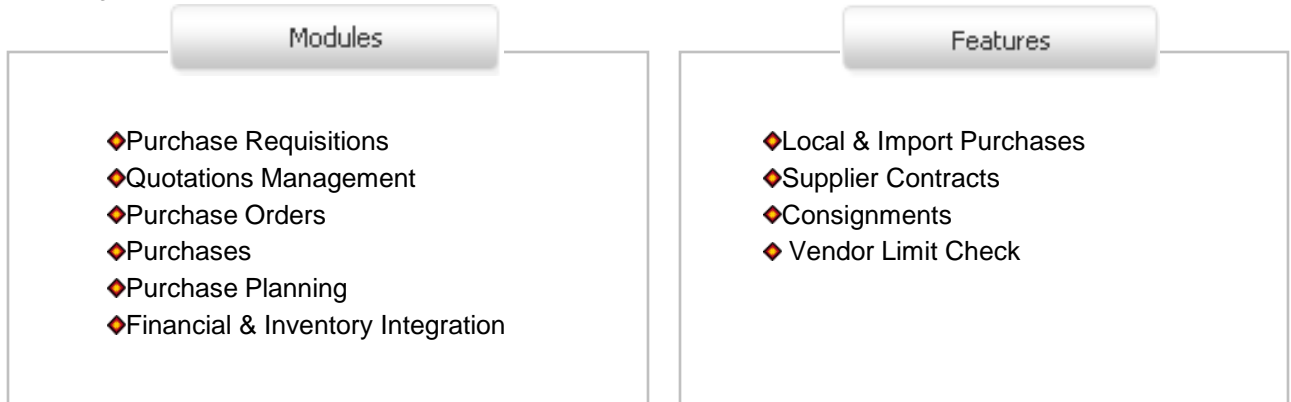
**Point of Sale:** The Focus Point of Sale module can be activated either in the general invoice or separately on the POS screen. Both documents have integrated barcode scanning, cash draw option and continuous printing options.

**Sales Deliveries Management:** Link the sales process to the deliveries by converting the sales invoices to delivery notes or by alerting the stores on raising sales order/sales invoice to generate the delivery note or simply print the delivery note on remote warehouse printer.

**Financial & Inventory Integration:** Tight integration of sales, financials and inventory ensure that every approved invoice updates receivables and revenue account. The sales, cost of sale and inventory account can be selected from a product group, product or from the overall inventory depending on the preference setting. To add to it, related VAT or State Tax accounts and reports are updated as soon as the invoice is saved and approved.

# Procurement & Purchase Planning

The procurement process in Focus i adapts to organizational document flow. Procurement request can be manually processed by stores based on current stock levels of based on orders or it may be triggered by Purchase Planning module based on combination of demand forecast, production planning or new orders. The procurement document workflow can also be linked across modules to Sales Order Processing to ensure complete Supply Chain Management.

| Modules | Features |
|---|---|
| ◆Purchase Requisitions<br>◆Quotations Management<br>◆Purchase Orders<br>◆Purchases<br>◆Purchase Planning<br>◆Financial & Inventory Integration | ◆Local & Import Purchases<br>◆Supplier Contracts<br>◆Consignments<br>◆ Vendor Limit Check |

**Purchase Workflow:** Define your purchase workflow either initiated by stores through requisition or by confirmed sales order or both. Moreover, Focus can auto issue requisitions based on reorder limits.

**Purchase Planning:** Annual and monthly purchase planning can be done for raw materials based on production forecast and for trading items based on sales forecast.

**Quotations:** System generated quotation analysis helps the company's purchase department to take appropriate decisions on where to raise the Purchase Order.

**Purchase Orders:** The company can define different types of Purchase Orders and create separate document flow for each type. For example, local purchase flow would just invoice local purchase order and purchase invoice while Import Purchases might have longer document chain including LC confirmation and shipment notifications leading to supplier invoice.

**Consignment Stock:** Keep track of the consignment stock as a separate inventory list and payment to suppliers against the sale of consignment stock.
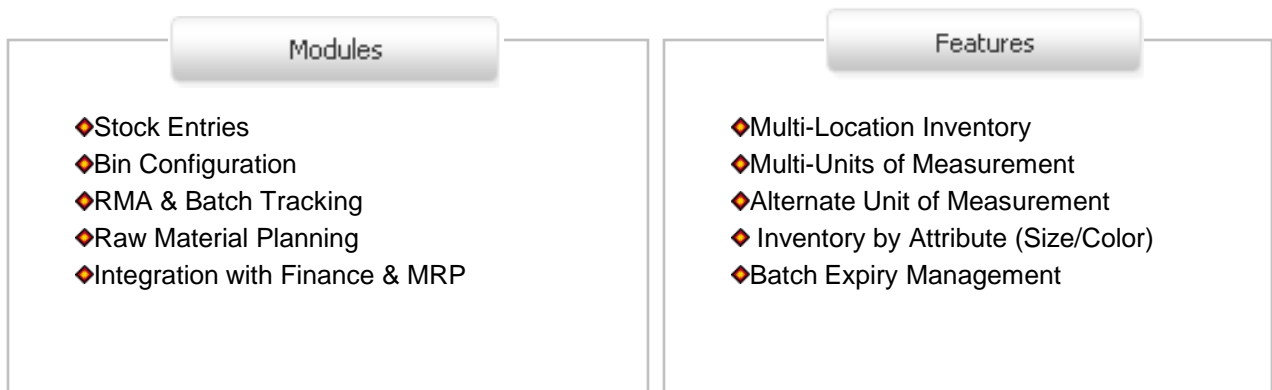
**Financial & Inventory Integration:** Optionally integration with inventory could be from Material Receipt Note, which is raised  separately by the stores department before supplier invoice is accepted, to post accounts payable entry in the financial or you may simply clear both in one document.

# Inventory & Warehouse Management

With the Inventory and warehousing module you are ensured of an efficient flow of items from production to storage to shipping. The complete integration with production and demand planning helps in maintaining optimum levels of inventory.

Warehousing module helps in planning distribution of items at different locations, placements and picking of items, tracking serial number/RMA for efficient customer support, bar-coding and stock taking with hand held devices. With online integration operations like inbound, storage and outbound movement decision on procurement and maintenance of inventory levels across warehouses would never be time-consuming.

- Inventory Control in Focus i can be done for multiple locations.
- Global or item based stock valuation methods can be defined.
- Auto indenting for stock below Reorder Levels. Reorders levels can be defined for each item or Group of items.
- Stock Check that include orders in process and customer reservations.
- Virtual Stock Report that gives complete Stock analysis for Stock In Hand, Stock in Process and Stock Reserved.

| Modules | Features |
|---|---|
| ◆Stock Entries | ◆Multi-Location Inventory |
| ◆Bin Configuration | ◆Multi-Units of Measurement |
| ◆RMA & Batch Tracking | ◆Alternate Unit of Measurement |
| ◆Raw Material Planning | ◆ Inventory by Attribute (Size/Color) |
| ◆Integration with Finance & MRP | ◆Batch Expiry Management |

**Documents Updating Inventory:** In an integrated sales and purchase workflow, the user can define at what stage of sales and purchase flow, the inventory can be provisionally or finally updated at the physical or virtual location.

**Warehouse & Bin Configuration:** Based on the warehouse layout, the aisles and rows can be defined in a tree structure under each warehouse group. Each bin location can be classified as Floor or Cell Bin with specified capacity.

**RMA Tracking:** Return Material Authorization feature allows the stores or the sales center to trace the item to its vendor through system generated or barcode serial number.

**Batch Number Tracking:** For pharma/food businesses, where each production batch has unique batch number and expiry date, system maintains the expiry conditions rejecting items near expiry.

**Units of Measurement:** Multiple units with definite conversion formula or alternate units with base link can be used in parallel.

**Raw Material Planning:** Production related raw material planning can be done either with or without MRP modules based on a combined requirement of sales forecast and confirmed sales orders. The system will generate requisition to suppliers based on supplier contract rates ensuring smooth flow of inventory to production shop floor.
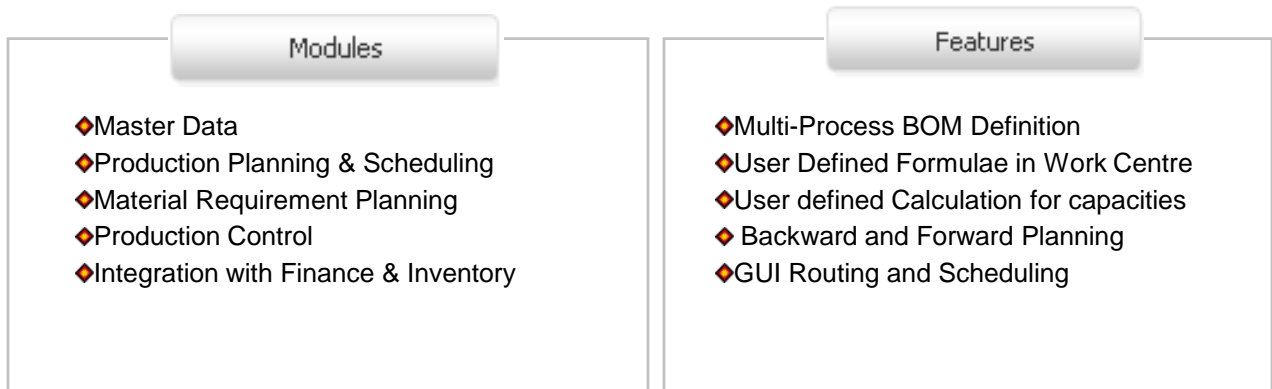
**Stock Valuation:** Each stock unit can have different stock valuation methods or it can be defined globally on stock valuation choosing between FIFO, Weighted Average or LIFO. Apart from the methods defined, on any date, the system can generate reports of stocks based on market value or on the last purchase price.

# Manufacturing Resource Planning

The MRP module provides full support for multi-process production for stocking, order-based, assemble-to-order environments. The production planning gives a complete picture of raw materials-in-hand, Order and Best Order Quantity, Supplier analysis based on Orders to Execute or Daily/Monthly/Annual Sales Forecast etc.

- The MRP function can be configured to work independently or in complete integration with other modules of Focus RT.
- Define work centers, capacities and link the work centers to resources and define formula based capacities for work centers.
- User defined routing helps in better understanding the production scheduling.
- Master production schedule generates combined production schedule for forecast and pending orders

| Modules | Features |
|---|---|
| ◆Master Data | ◆Multi-Process BOM Definition |
| ◆Production Planning & Scheduling | ◆User Defined Formulae in Work Centre |
| ◆Material Requirement Planning | ◆User defined Calculation for capacities |
| ◆Production Control | ◆ Backward and Forward Planning |
| ◆Integration with Finance & Inventory | ◆GUI Routing and Scheduling |

**Master Data:** This sub-module takes care of settings in the product Master data related to Raw Material Planning, Master Production Scheduling and Costing Method Indicator. Apart from this, the basic production data like BOM, Routing and PRTs are part of Production Master Data.

**BOM Definition:** Almost all types of manufacturing entities require a Bill of Material as Manufacturing Planning on material depends on a well defined BOM, and other related masters like work centers, shift calendar and routings.

**Routing:** A Flexible GUI based routing helps in defining the processes, the sequence in which these processes are performed and also link work centers and/or PRTS to each of the task. The routing supports sequential, parallel and alternate path of operations.

**PRT:** Allocate tools that are required and used during specific production process but are not part of any specific location such as a measuring device or lubricant.

**Production Planning & Scheduling:**
The Master Production plan takes a combination of forecast and orders and generates an overall production plan.

**Scheduling**
A GUI interface of schedule for multiple processes gives clear picture of its production plan at different stages.  Product basic data and capacities are taken into consideration while loading production items in the scheduler.

## Material Requirement Planning

The main task of MRP is to ensure material availability by procuring or producing the required materials in the correct quantities at the right time. It provides the visibility and tools needed to effectively plan for demand from sales lines and component lines and then create different types of supply orders directly.

The stocks have to be monitored and replenished by timely purchase and production either manually or by automatically creating planned production orders or orders for purchase. Dependent Material requirements are maintained with integration from Sales order to production order or purchase order with the facility of reserving the stock.

### Planned Order

- MRP analyzes the demand from sales orders and forecasts. If stock is needed then a planned order is created. A planned order consists of a suggested order quantity, a start date and a finish date.
- The system calculates the quantity of the planned order according to the lot sizing procedure specified in the material master.
- The order finish date of the finished product's planned order is based on the requirement date of the customer order or the planned independent requirement. To calculate the order start date, MRP uses backward schedules, lead-time information from either the material master or the routing.
- A planned order is created automatically by MRP when it encounters a material shortage. A planned order may also be created manually by the planner.

### Dependent Requirements

The bill of material of the planned order for the finished product is **explored** to generate dependent requirements.

When the production order is saved, the dependent components are reserved.

### Plan Independent Requirement

- Planning of items that are not linked to Sales Orders.
- Planned independent requirements left unconsumed, increase the stock as long as they are not adjusted to customer requirements.
- Depending on the company's production strategy, the planned independent requirements from Demand Management can be consumed by sales orders.
- Planned independent requirements are used for Make-to-Stock.

**Production Orders:** Generates Production Orders from Production planning screen after the MRP run.

## Production Control

The Production Control sub-module in the MRP module takes care of execution of production orders and integration of finished and raw material to inventory module and actual cost of production to financial module.

### Issues to Production

The issues or raw material against specific Production Orders would consume the inventory from stores or production floor after being transferred to production shop-floor.

While issuing the material system updates, the financial module updates inventory and work-in-progress.

### Receipts from Production

In the receipt from production, total material issues and overheads are considered for costing of the received finished goods.

In some production processes, the intermediary and by-products are also received in the same process while the cost is distributed based as defined ratio in the BOM.

### Job Work issues

If the production requires to issue job work, the material is issued as job work against the production order.

### Job Work Receipt

All the pending job work issues are received via job work receipt.

### Return From Shop-floor

The raw material left over on the production shop floor is returned as unconsumed against the production order.

**Production Costing:** The cost of production and work in progress is updated to financials based on actual consumption and can be compared with the standard costs. Standard cost variance in quantities and values can be posted directly from issues or can be generated as a report.

# Human Resource Management

Focus i helps you in structuring employee information, monitoring their development and creating the right internal environment to drive your business forward. This module starts right from accepting CV details, filtering and screening of candidates up to the end-of service benefits.

An Organization's most important resources are their employees. To manage manpower successfully, is becoming the mantra for a successful organizational growth. An efficient HRMS suite helps you achieve this, by consolidating vital information in one secure and accessible location, and working collaboratively with your employees and their managers. Strong and flexible security empowers employees to perform certain tasks themselves, while protecting privileged information from curious eyes.

The Human Resource module starts right from accepting CV details, filtering and screening of candidates and takes the complete process up to end-of-service benefits.

| Modules | Features |
|---|---|
| ◆Manpower Requisition | ◆Interview/Appointment Letter generation |
| ◆Employee Management | ◆Integrate with Attendance Swipe Cards |
| ◆Attendance & Payroll | ◆Generate Customized Alerts |
| ◆Loans & Advances | ◆Design Pay-slip |
| ◆Vacation Management | ◆Generate Bank Transfer Statements |
| ◆End of Service Calculations | |

**Manpower Requisition:**

The Complete requisition process comprises requisition request, short-listed candidates, Interview marking, appointment letters and joining process.

**Employee Management:**

Store comprehensive personnel information system using custom created fields. Default fields provided include marital status, dependants details and bank details for salary transfer. In case of expat employees, the company can store the information related to passport/visa/employment contract details.

**Attendance & Payroll:**

Integrate the attendance with swipe card and bio-metric device or input manually daily/weekly/monthly attendance.

**Loans & Advances**

Employee self entries for advance requests that are processed through approval.

**Vacation Management**

The vacation management takes care of calculating the number of days available for vacation, last vacation details and vacation salary and encashment.

**End of Service Calculations**

End of service calculation can be defined as per country specific labor laws for calculation of gratuity and end of service benefits.
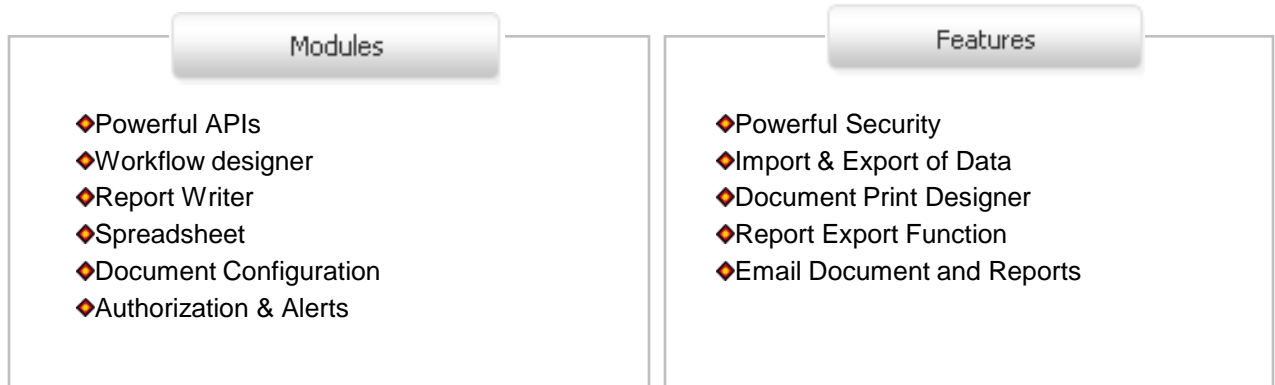
**Integration**

Integration with financial ensures monthly salary posting, payments of advances to employees are updated to Financial Module.

# Focus Advantage

Apart from the modules that work independently while seamlessly integrating with each other, Focus i offers you distinct advantage with list of global features that are available across all modules.

With the options available in Focus Advantage, an organization using Focus i would never require any other tool.

## Modules

◆Powerful APIs
◆Workflow designer
◆Report Writer
◆Spreadsheet
◆Document Configuration
◆Authorization & Alerts

## Features

◆Powerful Security
◆Import & Export of Data
◆Document Print Designer
◆Report Export Function
◆Email Document and Reports

- **API:** Focus API module allows external module development and integraton. The external module just needs to be com+ compliant.
- **Workflow designer:** The workflow designer helps you in defining the document process within and across Focus modules which reduces the drudgery of data entry across documents. Using the links data is entered in the first stage of the document process and the rest of the process is automated using document push or pull options. Document based push/pull criteria can be defined in the workflow.
- **Report Writer:** Library of user defined reports can be created that can generate report from multiple modules and multiple companies. The unique feature of report designer allows you to select data from Focus and other application and combine it in one report. Additionally the reports generated from Report Designer can be used as trigger for generating documents, for example commission calculated in a report can be posted as Journals.
- **Spreadsheet:** This feature in Focus helps user create Focus spreadsheet report comprising data from multiple reports. For example separate report on Stock Valuation and Cash/Bank balance can be combined to form a single summary report on various end-of-day/month balances. Uniqueness of this report is it does not require you to have any external spreadsheet application.
- **Document Configuration:** The document configuration can be used to create user specific document types and/or create user specific fields in existing documents.
- **Authorization:** The advance security in Focus allows user groups that can be linked to authorization flow. Set authorization condition for each document type with multi-level authorization that can be triggered as application alert or can be configured to be sent as email to user/user groups.

## Technical Specifications

- Development Language – Microsoft Visual Studio & Java
- Database Supported – Microsoft SQL 2000 & Above & Oracle 10g & Above
- Hardware Specifications – IBM Server, Minimum 100 GB Hard Disk and 4GB RAM, Windows Server Operating System,

**Optional Requirements**

- Microsoft Outlook Mail server for mail configuration
- Microsoft Office
- Acrobat Reader
- Static IP and Internet on the server for Remote connections
- Internet connection on the server for Online Support