



# Entersoft Business Suite®

Complete and integrated  
software solution for Distribution





## Benefits



Integrate all processes and distribution channels



Control the entire supply process



Efficiently manage warehouses from different locations



Increase the accuracy and quality of deliveries



Manage orders and sales across all channels



Automate sales and marketing processes at points of sale



Reduce costs and increase margin



Shorten strategic decision-making time

## Entersoft Business Suite® ERP

### ■ Procurement and On-time Supply

Automate sourcing, from supply requirements, supplier orders, supplier invoices to payment.

### ■ Stock and warehouse optimization

Manage the inflows and outflows of goods in the warehouse as well as the inventory. Reduce costs through stock control.

### ■ Order and sales management

Create offers, customer orders, reserve goods, manage inventory, generate invoices and track receipts, automatically notify customers.

### ■ Delivery optimization

Optimize deliveries to customers by automating the delivery process.

### ■ Control of prices, discounts and margins

Customize and control pricing policy, easily create pricing strategies, customer specific lists, discounts, promotions, payment terms per customer, products, sales agents.

### ■ Cost management

Track costs by activity and quickly find out what was consumed and where by products, channels, customers. Allocation can be done online, retroactively, by expense line (document) and/or in cost accounting, using dynamic allocation criteria.

### ■ Real-time budget monitoring

Monitor your budget online/in real time, control revenue collection delays and budgeted cost overruns, and anticipate liquidity issues early.

### ■ Financial and accounting management

Automate the processes in the organization with a single system, manage all financial and accounting activity.

### ■ Customer relationship and service management

Better manage customer relationships from first contact to contract signing, track customer transaction history, manage inquiries and quickly respond to any question or request.

### ■ Management of marketing activities

Functionalities for the management of marketing activities allow the segmentation of customers with the help of advanced business intelligence tools (segmentation with an unlimited number of fixed criteria - geographical, demographic, survey responses or dynamic criteria - turnover, frequency of purchases, product mix), realization of various campaigns, sending newsletters, organizing events, customer loyalty, merchandising and surveys.

### ■ Analytics and reporting for Distribution

You always have an overview of the important business indicators to improve the activity.



## Entersoft Mobile® CRM/SFA

### ■ Efficiency and agility

Increase the effectiveness of your mobile sales force by accessing information about products, inventory, customers, etc. in real time from a mobile device.

### ■ Increased productivity of the sales team

Automated and simplified sales processes with Entersoft Mobile® SFA allow to obtain better sales revenue and in a shorter time, improve communication between companies, reduce sometimes unnecessary time spent in the field, minimize bureaucratic procedures and documentation.

Customer data, trade policies, pricing and credit, backlogs, orders, deliveries, sales opportunities and more are information at the fingertips of salespeople, which can be managed by them on-site, even if they are on the go. land, for high productivity.

### ■ Improved customer service

Salespeople are becoming proactive and can meet customer needs better than ever before. Their visiting plan is designed in accordance with the company's strategy and the objectives can be balanced with the needs of the customers. The sales team can thus effectively focus on each meeting to quickly provide proposals well adapted to the customer's request.

### ■ Faster sales, higher volumes

Accesul în timp real la informații facilitează deciziile și oferirea de produse și servicii mai rapid, dar și generarea de vânzări mai bune, prin reducerea cazurilor nerezolvate.

### ■ Efficiency for merchandisers and marketers

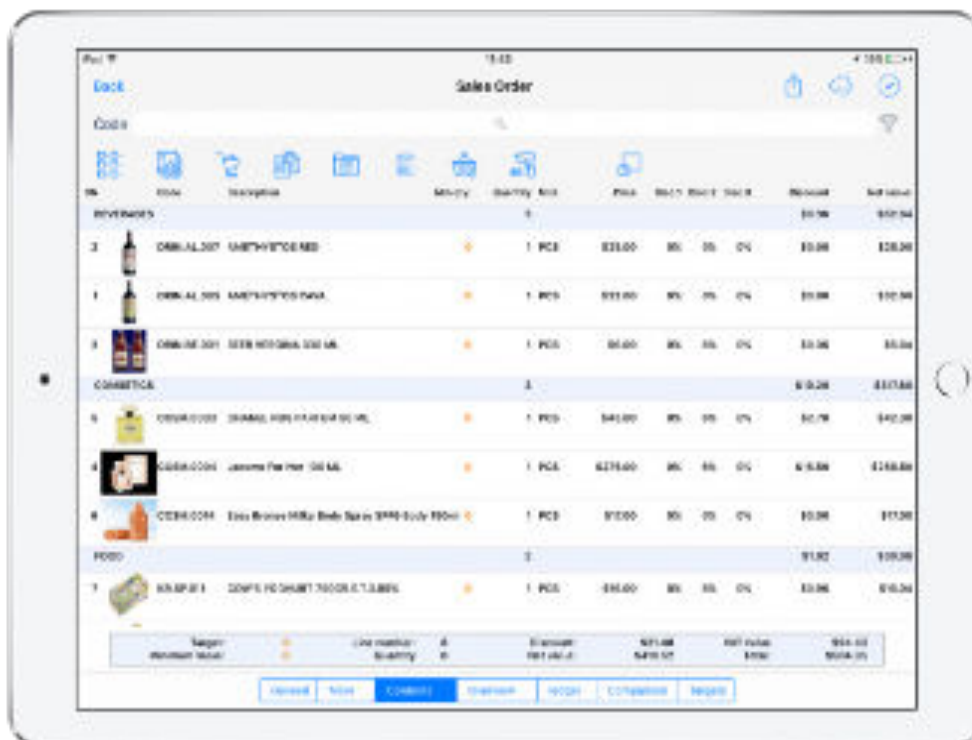
The possibility of managing promotional materials in stores and at the distributor, recording the percentage of placement on the shelf, photography, questionnaires and competition analysis, in-store inspections and mystery shopping.

### ■ Strategic decisions for the sales manager

The daily tasks of salespeople are automatically recorded in the back-office, and the solution provides real-time detailed information on sales targets and key performance indicators (KPIs), such as average productivity per call, average time spent in the meeting, daily income, receipts, etc. At the same time, salespeople can get their own detailed reports to monitor their individual performance.

### ■ Data security

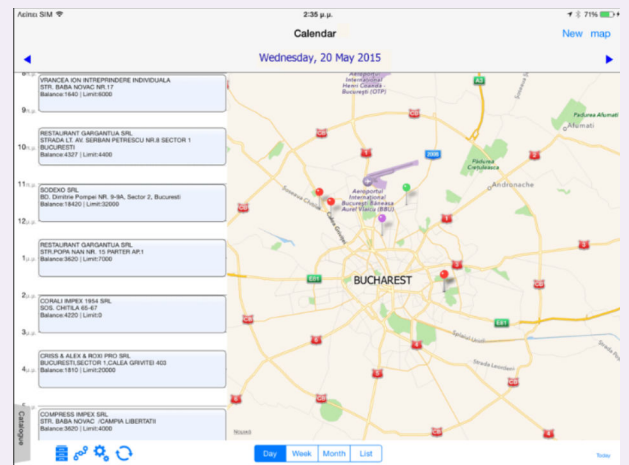
It ensures data security through a centralized management of mobile devices.





## Entersoft Mobile® xVan

- **Management of mobile invoicing points**  
vehicles, document series, document types, storage spaces
- **Managing points of interest**
- **Managing the agenda**  
With scheduled visits
- **Issuing documents directly from the field**  
(Proforma invoices, invoices, credits, etc.)
- **Printing with a portable device**  
via Zebra ZQ520 and Bixolon SPP-R400 thermal printers.
- **Managing returns**
- **Orders integrated**  
into the commercial policy and ordering on the iPad/D.
- **Viewing sales targets**  
Budgeted/achieved.
- **Viewing messages**  
Directed to managers or decision-makers outside the office (via notifications).
- **Reporting, Metrics, MIS - Business Intelligence, KPIs** (References, Charts).
- **Remote synchronization & communication**



No SIM 18:08 100%

Back Sales order (AGROTIKI SYNETERISTIKH G.P)

Code

SN	Code	Description	Min qty	Quantity	M.U.	Price	Disc.1	Disc.2	Disc.3	Discount	Net value
COSMETICS											
1	000-01	SHAMPOO	0	3	TEM	90,00 €	0%	10%	0%	27,00 €	243,00 €
2	000-03	DEODORANT	0	1	TEM	90,00 €	0%	0%	0%	0,00 €	90,00 €
3	000-04	SHOWER GEL	0	1	TEM	90,00 €	0%	3%	0%	2,70 €	87,30 €

Target: 0 Line number: 3 Discount: 28,70 € VAT value: 0,00 €  
 Minimum value: 0 Quantity: 6,0 Net value: 420,30 € Total: 420,30 €

General More Contents Overview Ledger Comparison Targets

## Entersoft® WMS

### ■ WMS Standard

Multiple item barcodes & packing units handling, Container management, Barcode printers management, Storage location management, Resource management, Goods receipt ad-hoc or vs ASN (Advanced Shipment Notice), Directed Putaway based on capacity and stock allocation rules, Order picking & picking per recipient, Internal movements, Repackaging & Unpacking, Returns management, Loading (bulk or containers), Annual or Cycle Inventory Count.

### ■ Packing

Pick & Pack, Pack after Picking, Mobile Packing, Touch Packing Stations, Packing Algorithms based on capacity & material constraints, Packing Lists & Packing Labels printouts.

### ■ Inventory Take Management

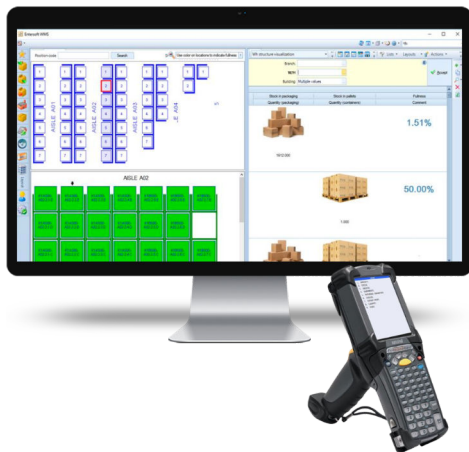
Schedule annual inventory, take tasks per storage location/item/pallet/etc., resource allocation per task, update ERP stock real-time, perform cycle counting based on system's proposals.

### ■ Routing & Shipment

Loading management based on loading sequence, allocation-loading algorithms according to routes & truck capacity, documents issued per truck, map views of routes, WMS Mobile loading, Staging, Loading List printouts.

### ■ Cross-docking

Allocate customer orders on expected receipts, one-step and two-step cross docking, track cross-docking phase on both receipts and shipments, evaluate associated time and cost for the cross-docking activity.



### ■ Visual Warehouse Management

Visual layout of storage areas, storage location status (locked, inactive), capacity usage, disposition/reservation state, behavior patterns, log of actions per storage location, inventory levels per storage location.

### ■ Managementul depozitului de producție

Production order management, issue production & consumption documents, track raw materials movements, automatic lot creation, lot genealogy, make-to-order processes are also supported.





## Entersoft® WMS

### ■ WMS - advanced

Further functionalities in goods receipt & putaway are enabled, group picking & sorting is also enabled, stock replenishment to picking locations based on embedded algorithms, stock allocation rules per item & customer profile, fully guided workflows for receipts, putaway, picking, advanced resource allocation use cases. Integration with Pick to Light, Pick to Cart, Conveyors, Sorters, AS/RS. Multiple depositors and/or site management. Shifts management, Automatic assignment of tasks, rescheduling and alert management.

### ■ Value-added Services

Kitting, Lot Genealogy, Lot Traceability, Re-packaging. Serial Number Management, Labeling, Variable Measurement Unit Management (groceries).

### ■ WMS Mobile

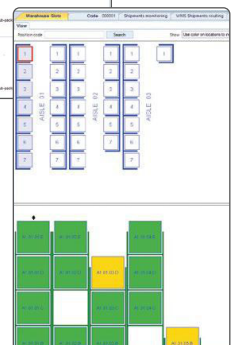
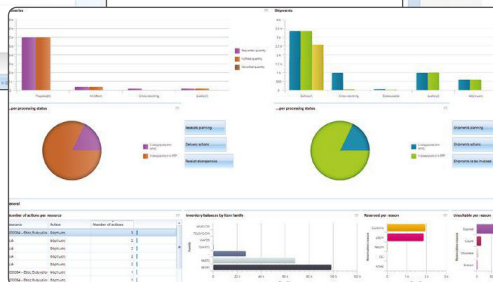
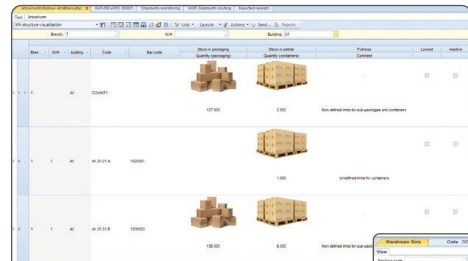
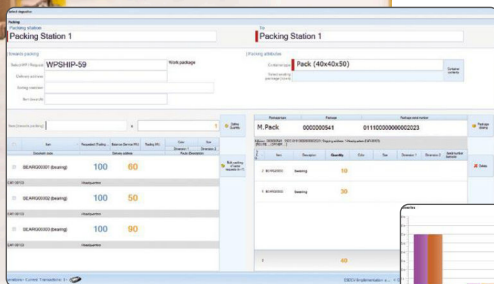
Execute Receipt, Putaway, Picking, Packing, Loading, Internal Movements, Inventory Take Workflows, Check inventory & data with the use of industrial mobile devices (PDAs). WMS Mobile Request for Approvals & Proof of Delivery (POD) modules are also supported.

### ■ Supply Chain Execution Analytics

Overview of imports/exports, reception and delivery lines analysis, delivery errors percentage analysis, on-time delivery percentages, percentage of reservations/unsuitable, resource efficiency statistics.

### ■ MIS 360°

MIS reports and BI Analytics for tracking/monitoring activities from remote users over the web or through mobile apps. Reporting supported for both Overview Control and Daily Checks. Daily Checks aims at real-time monitoring and management of daily tasks performed by warehouse staff. Overview Control is a managerial tool for long-term decision-making.



## Entersoft® BI - Intelligent Reporting

An innovative platform that processes with the most advanced tools, software services, connectors, huge amounts of information and presents them in a compact and easy-to-understand way, in reports and dashboards, with the justification of the results and with the possibility of analysis on their source.

### ■ Entersoft OLAP

Interface (UI) with a variety of alternative presentation possibilities, graphical display, color coding, in-depth analysis and grouping of data and business dimensions.

### ■ Microsoft Power BI Connector

Retrieving and processing data both from the Entersoft Business Suite database and from ready-made datasets, properly predefined for statistical analysis.

### ■ SQL Server Analysis Services

Entersoft Business Suite uses this analysis engine for reporting. SQL Analysis Services enable multidimensional database models, embedded calculations, and analysis for historical data or Big Data. This solution can be used to answer complex questions from huge databases without bottlenecks on the "production system" and to support and improve strategic decisions.

### ■ Entersoft Analyzer

With Entersoft Analyzer®, information can be accessed from any Entersoft system (reports and dashboards) or combinations of systems, online at any time, from anywhere, through any smart device (smartphone, tablet, smart TV), from a browser.

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## Entersoft® eCommerce

Solution for online store management, integrated with Entersoft Business Suite® or Entersoft Expert® systems. Modern interface. Easy to implement.

### ■ Comenzi

- By basket or electronic file
- Check stock availability
- Suggests other possible orders based on customer history or templates
- Provides information about the status of the order
- Implementation of commercial policies
- Application of credit control policies

### ■ Product catalog management

- Product classifications
- Colors, sizes
- Technical characteristics, comparison of characteristics
- Brochures and other documents attached
- Packages, sets

### ■ CRM functionalities

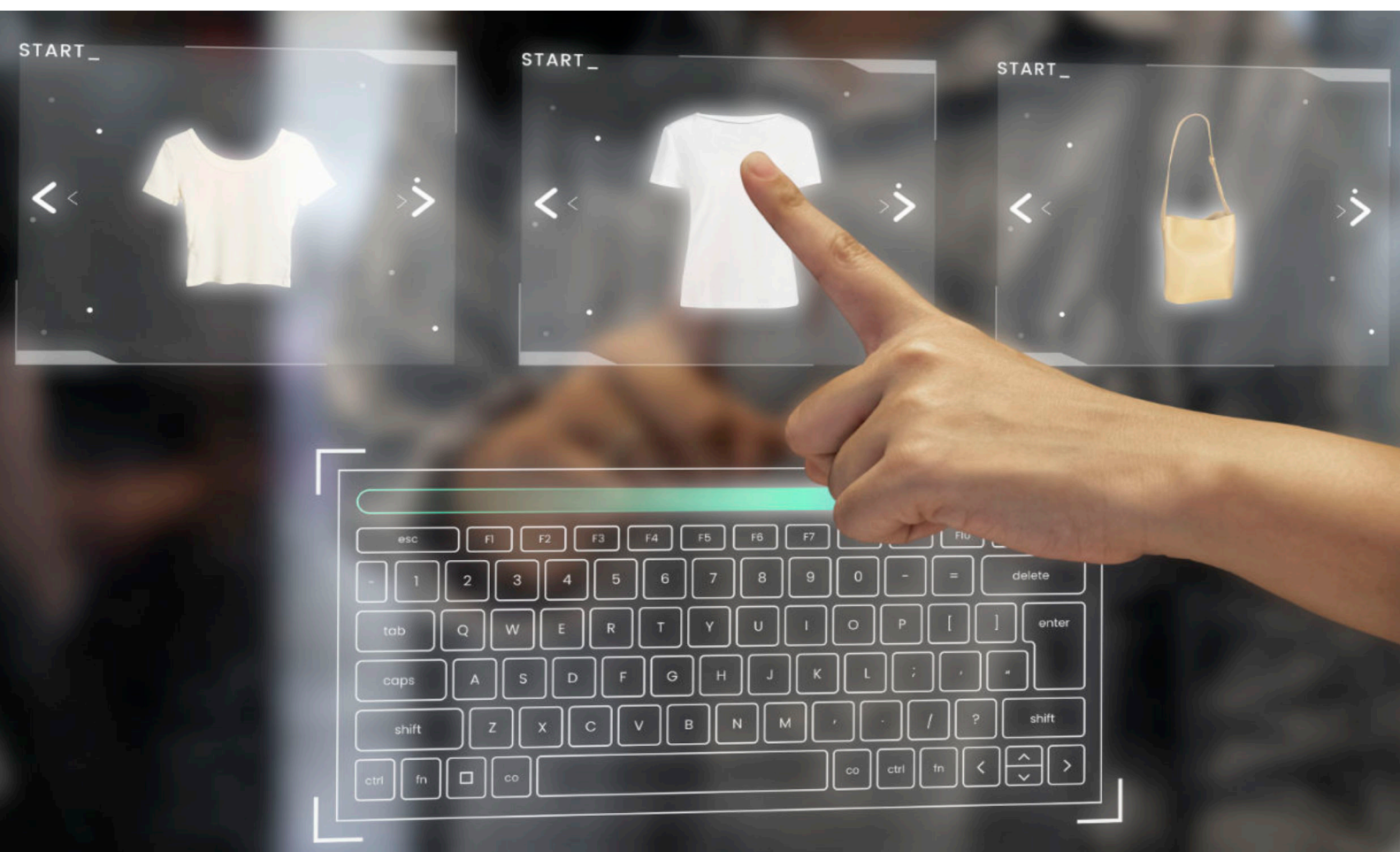
- Complaints management
- Contract management
- Management training (certificates of participation)

### ■ Service management

- Return management
- Customer service status
- Help desk, technical support

### ■ Specific reporting

- Customer order history
- Client data sheet
- Aging reports





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