



# Product Brochure





SYSPRO, a solution that is easy  
to adopt and intuitive to use,  
putting you in complete control  
of your ERP investment.

# Table of contents

<b>SYSPRO the Company</b>	01
<b>Deploying and Implementing SYSPRO</b>	05
<b>SYSPRO Espresso Mobile</b>	09
<b>SYSPRO Architecture &amp; Technologies</b>	13
<b>SYSPRO Core Solutions</b>	17
<b>Planning</b>	
<b>SYSPRO's Planning Solutions</b>	23
Inventory Forecasting	24
Inventory Families and Groupings	25
Inventory Optimization	26
Requirements Planning	27
Budgeting and Targets	28
Factory Scheduling	29
<b>Execution and Operational</b>	
<b>SYSPRO's Execution and Operational Solutions</b>	31
Accounts Payable	32
Purchase Orders	33
Landed Cost Tracking	34
Inventory Management	35
Lot Traceability	36
Bill of Materials	37
Work in Progress	38
Factory Documentation	39
Accounts Receivable	40
Sales Orders	41
Blanket Sales Orders and Releases	42
Trade Promotions	43
Counter Sales	44
Return Merchandise	45
Product Configurator	46
Quotations	47
Point of Sale	48
Engineer Change Control	50

# Table of contents

## Management and Control

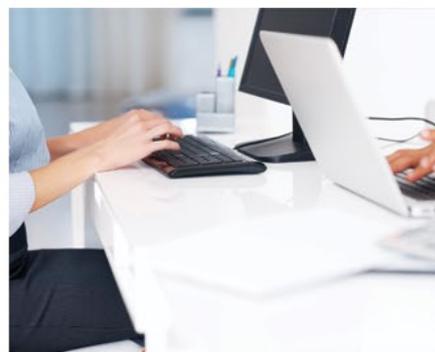
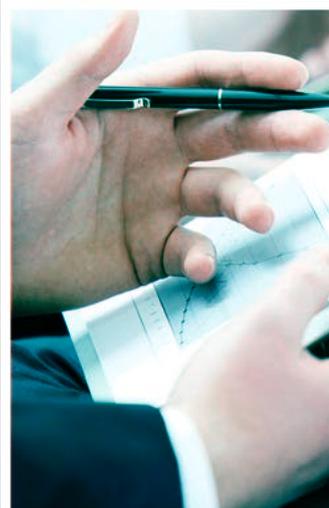
<b>SYSPRO's Management and Control Solutions</b>	53
Process Modeling	54
Workflow Services	55
Power Tailoring	56
System Manager	58
Electronic Funds Transfer	60
Electronic Signatures	61
Office Automation and Messaging	62
General Ledger	63
Cash Book	64
Contact Management	65
Assets Register	66
Projects and Contracts	67
Activity Based Costing	68

## Analysis and Reporting

<b>SYSPRO's Enterprise Reporting and Analysis Solutions</b>	71
Management through analysis and reporting	72
Customized Panes	73
Executive Dashboards	74
Cashflow Forecasting	75
Analytics	76
Sales Analysis	77
Reporting Services	78
Report Writer	79
General Ledger Financial Reporting	80
General Ledger Cost Analysis	81
General Ledger Financial Ratios	82

## External Integration

<b>SYSPRO Solutions for External Integration</b>	85
Integration Framework	86
Web Applications	87
Document Flow Manager	88
Office Integration	89
SYSPRO-to-SYSPRO Interface	90



## Delivering unmatched levels of customer service and ERP solution confidence

In today's highly competitive marketplace, businesses face substantial pressures to improve product and service delivery, as well as reduce operating costs, specifically in the areas of product development, inventory, material planning, production management, scheduling, sales and marketing.

To successfully compete, these same businesses need to leverage innovative technologies that can bring about the necessary product improvements and cost reductions, and to continue delivering top-quality customer service.

For more than 35 years, SYSPRO's ERP technology has provided manufacturers and distributors with one flexible, easy-to-learn solution. The solution offers complete visibility and operational efficiency through a range of business tools that help run a business. SYSPRO takes pride in the fact that we are a technology partner to our customers, without losing sight of the importance of the personal relationship.

We are known for our dedication to both relationships and service. Today, SYSPRO is a globally-recognized ERP supplier with thousands of customers in more than 60 countries. SYSPRO has also been the recipient of several 'Company of the Year' honors and is recognized by Microsoft as an integral Microsoft Gold partner.

SYSPRO software combines a broad and powerful feature base of manufacturing, distribution and accounting functionality, simplicity of use, operational visibility, strong analytic and reporting capabilities, exceptional business process modeling and workflow management. Users in a variety of industries report that the utilization of SYSPRO ERP software drives profit, builds lengthy rosters of satisfied customers and helps gain a competitive edge.

SYSPRO remains an industry leader by listening to the needs of customers, anticipating industry and technology trends, and continuously evolving the software's functionalities based upon these needs and trends.

# Future-proof technology that grows with your business

Businesses today are more complex than ever, placing constant demand on technology to help them be agile and to perform at maximum efficiency. SYSPRO has the flexibility to meet these constantly changing economic and unpredictable business requirements by providing stability, innovation and right-time technology solutions.

Enhancements to the SYSPRO product are determined by a worldwide design committee that focuses on current users' needs and identifies world trends to anticipate users' aspirations and industry-specific requirements. Within SYSPRO we acknowledge the need for 'openness' to ensure operational solutions that successfully compete in today's highly competitive environment. We therefore encourage our customers to participate in an immense global forum where everyone benefits from seeing the product continually evolve.

SYSPRO's reliable and robust on-premise and cloud-based platforms integrate all functional areas within an organization, allowing the business focus to be on boosting productivity rather than maintaining software.

SYSPRO offers manufacturers and distributors of all business models a complete range of technology solutions at a very reasonable and competitive cost point, while also supporting current trends like Lean and green manufacturing. Customers benefit by leveraging applications such as SYSPRO Espresso, a device-agnostic mobile solution that gives the business user secure access to real-time data and transactions.

SYSPRO is an ideal fit for both simple and complex mid-market businesses. SYSPRO's global footprint enables multinational customers to use SYSPRO not only in the head office, but also in smaller divisions around the world, allowing the business and employees to operate as a cohesive unit.

## An ERP solution that leverages the right practices for our customers

SYSPRO embraces a corporate philosophy that places the CUSTOMER at the forefront, viewing every customer as a 'customer for life'. This philosophy permeates the entire organization.

A critically important and holistic building block to achieving world-class software is the ability to leverage those best practices that are also the right practices based on market and industry needs. SYSPRO works closely with many of the world's leading analyst firms and product area experts, vertical market specialists,

consultants and market leaders across a wide spectrum of companies. This interaction helps SYSPRO understand specific industry best practices and absorb and utilize them to benefit SYSPRO customers, enabling each to leverage competitive positioning in their respective markets.

This commitment to maintaining the customer relationship rewards SYSPRO with one of the highest customer retention rates of any software company.



# Exceptional business value and minimal risk

In the mid-market, ERP buyers often have choices between relatively equal software vendors. However, SYSPRO excels in its ability to deliver the lowest risk solution to its customers with a system that is intuitive to users and builds trust by delivering results early on in the process, often culminating in a shortened user-adoption period. This is done through its highly valued and time-tested implementation methodology, and its flexible, easy-to-learn user interface.

At SYSPRO, the executive leadership sets the vision for the customer experience in collaboration with its customers. SYSPRO's 'buy what you need when you need it' philosophy enables customers to add on to the core solution as and when the need arises, whether this is for additional functions, or additional users. This unifies into a single vital ecosystem that serves to nurture customer interaction, develop long-term relationships and, most important, mitigate risk.

By adopting the SYSPRO approach, companies can look forward to a highly affordable solution in Total Cost of Ownership (TCO) terms, which will quickly deliver improved productivities and the cost of efficiencies that new economy markets demand.

Companies selecting SYSPRO Enterprise Resource Planning software gain more than a software solution. They are able to leverage more than 35 years of SYSPRO software expertise, obtain periodic software upgrades that further SYSPRO technology leadership, and enjoy an ongoing relationship that has at its core the success of the customer.



"Within the first week of implementing SYSPRO, it was apparent that the right choice had been made. The SYSPRO system is stable. No longer are we spending a fortune on consultants and IT support just to keep the system running, like we were with our previous solution. No longer are we battling our own customizations. What we gained by switching to SYSPRO was freedom to do our business and have a system working for us rather than working to make the system function." Jaime Ditterline, Prudential Lighting

"Overall, SYSPRO has a reputation as an ERP vendor that does care about the businesses of its customers and has a commitment to provide its customers with more than just software. Although SYSPRO is certainly a solid and modern business management package, SYSPRO's big efforts to deliver additional advantages and value to its clients are highly compelling arguments for those in an active search for an ERP contract." Aleksey Osintsev, Research Analyst, Technology Evaluation Centers



# Deploying and Implementing SYSPRO

02

## Deploying SYSPRO

Business-critical applications like ERP can place huge demands on the IT staff and infrastructure. Maintaining this infrastructure can be an expensive business, not to mention a big responsibility for the management team, especially if IT resources are limited.

While some companies using ERP remain cautious about the full-scale adoption of cloud computing, many companies would prefer not to have to be concerned about their IT infrastructure and are therefore looking closely at how cloud computing may help in this regard. In addition, there is ample evidence to indicate that there is value for a company in being able to access certain company information 'in the cloud', even if it isn't the entire ERP database.

When it comes to deployment of SYSPRO there are various options available:

**SYSPRO on-premise** – the traditional deployment of SYSPRO requiring an IT infrastructure, hardware and people resources to manage and maintain the software.

**SYSPRO BusinessLive** – a Software-as-a-Service (SaaS) offering:

- SYSPRO BusinessLive provides the hosting infrastructure, charges a monthly per-user subscription fee, and allows businesses to leverage all the advantages of SYSPRO software without investing in upfront IT capital costs and large IT staffs.

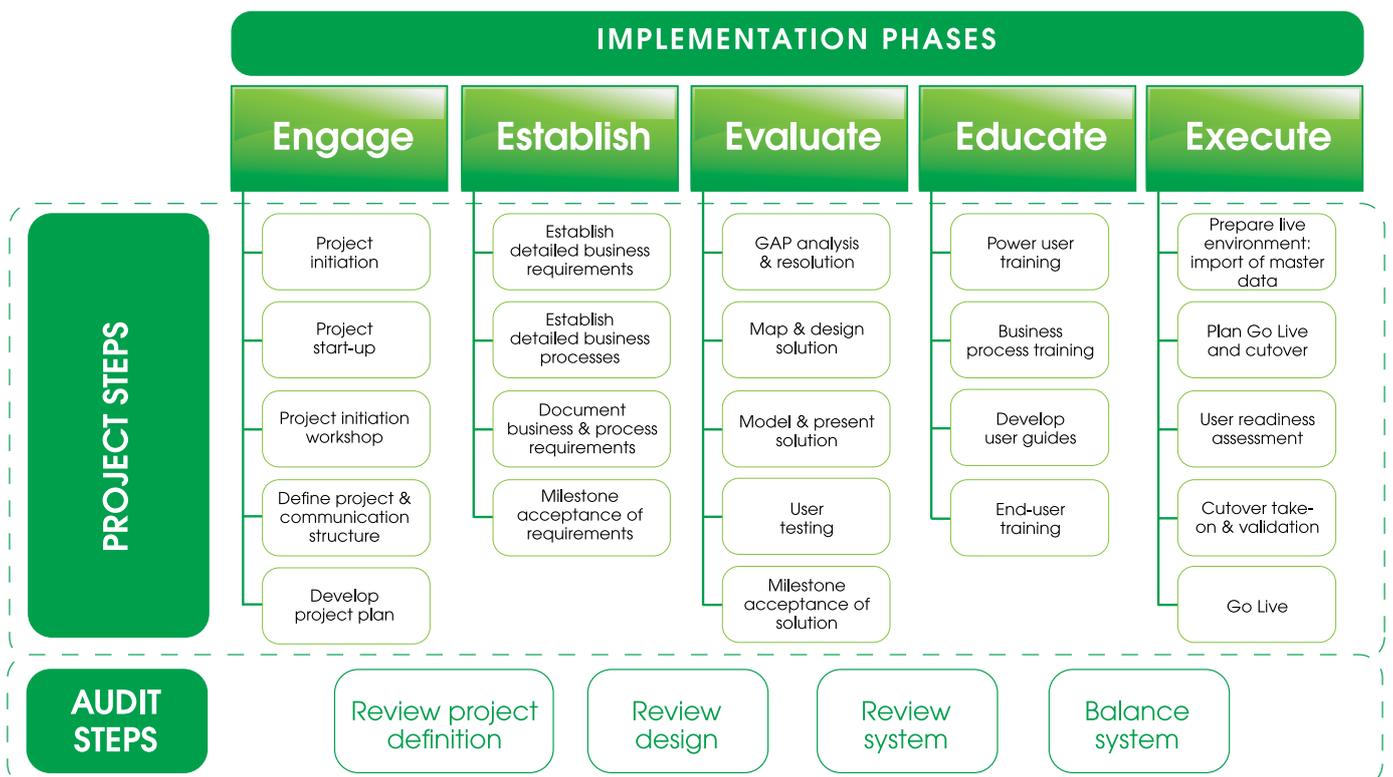
- SYSPRO BusinessLive subscribers have the ability to leverage available SYSPRO resources, including comprehensive user training and support, from SYSPRO and its reseller channel.
- SYSPRO BusinessLive subscribers benefit from data security measures which are audited and maintained to industry standards and will be able to leverage new versions of SYSPRO as required.
- SYSPRO BusinessLive enables company and user-specific tailoring of the SYSPRO software by the user. This is done through the utilization of SYSPRO Power Tailoring tools – the same tools available to a SYSPRO customer in an on-premise environment.

**A hosted solution** - SYSPRO is deployed in a managed services environment by a SYSPRO partner.

**A hybrid model** - in which SYSPRO on-premise is deployed and certain company information is deployed into the cloud. In organizations where increasing numbers of workers need access to data stored within SYSPRO, it makes sense to provide such access without the need to have SYSPRO installed on the desktop. Therefore SYSPRO has provided mechanisms to allow any SYSPRO published report to be available on a remote desktop or mobile device. Examples include documents, reports, images and the handling of B2B transactions in the cloud. The customer can decide which elements should be stored 'in the cloud' and also decide on the hosting provider.

# Implementing SYSPRO

A well-implemented system provides a solid foundation for growth, with the flexibility to easily adapt to business process changes, industry and economic evolution, and technological developments. A structured, model-driven approach has been developed to help reduce the time and cost of implementing SYSPRO. This proven methodology contributes to the use of best practices, encourages responsibility and accountability, and promotes action to help management keep budgets and timescales on track. Procedures are documented to assist with implementation, future maintenance, and providing the standards to assist with training future employees.



## 1. Engage

A detailed discovery phase encompasses sessions which provide you with opportunities to question, redefine and streamline business processes. This stage of engagement creates understanding of the scope, resource needs and timing of the project for everyone involved. It ensures a 'no surprises' approach to implementation. The project plan will define the roadmap for proceeding through the design phase and it will include at minimum the following steps:

- Establishing the detailed requirements
- Mapping the requirements and designing the solution
- Building and presenting a prototype

## 2. Establish

During this detailed discovery phase, Joint Application Design (JAD) sessions are held to establish the detailed business requirements across all areas of the organization. SYSPRO Process Modeling (SPM) is used to define and record the end-to-end business process requirements. The deliverable for this phase is a JAD Results document outlining the detailed business and process requirements. Work will only commence on the next phase once you have reviewed, accepted and signed off on this document.

## 3. Evaluate

This phase refers to the design of the overall system, incorporating not only the technical deployment design but the full scope of how business processes will be configured and set up to work for you. Once the business processes are understood and defined, our consultants build a model of the solution that will be implemented. This is presented back to the company for approval.

Once the model has been accepted, a project plan is put in place to implement the solution. The plan includes everything from data conversions and data entry to verifying the network and hardware requirements. A key part of this phase will be for you to verify and validate the project team's implementation and design. You will need to perform end-user testing and provide acceptance of the defined business processes and functions.

## 4. Educate

The education and training of any user of the newly-implemented system is ongoing throughout the implementation process. Users who have been properly trained are able to utilize the full power and functionality of SYSPRO software and make a rapid transition to the new system. At this stage in the process, however, the education and training focuses on the testing of all aspects of the system.

## 5. Execute

With the design and delivery complete, final preparations are made for Go Live. This phase is critical to success, as Go Live is an important time. A SYSPRO consultant is on hand to provide support at the cutover and immediately after the Go Live. In addition, we schedule the consultant to be on hand at the first month-end. Finally, between six and eight weeks after Go Live, all key stakeholders in the project sit down and review the project against the original project objectives and modeled solution.





# SYSPRO Espresso Mobile

03

SYSPRO Espresso is a mobile solution that provides access to your business processes and data on the go, as easily as if you were in your office. It enables you to use applications that will work anywhere, anytime, on any popular device, providing instant and secure access to key business information.

SYSPRO Espresso has been developed for users who want to work anywhere and yet require immediate access to decision-making information, or who need to process business transactions, all done with secure communications. The SYSPRO Espresso architecture allows developers to build custom applications using one piece of source code that can be deployed to all major mobile device platforms.

The component-oriented architecture enables mobile users to tailor the user interface of SYSPRO Espresso applications themselves, without the need for development skills. Apps built with SYSPRO Espresso can address native device capabilities such as push notifications, signatures, camera and GeoLocation. The offline capability of SYSPRO Espresso means that users can work with mobile apps even when there is no mobile or wireless signal.



# SYSPRO Espresso – meeting the needs of mobile deployment

## Device and platform independent

SYSPRO Espresso can be used on all major mobile device operating systems, and is compatible with all web browsers that support HTML5, including Windows® and Mac OS. It will work on smart phones, tablets, and even on a PC.

## Users can personalize their own application user interface

Unlike many other business mobile applications, SYSPRO Espresso mobile applications can be tailored by the user on their mobile device by dragging and dropping different screen components. No programming skill is required. Customizations can be saved at a system, company, role, or user level.

## Real-time or offline access

Users can be productive on SYSPRO Espresso even when they are not connected by Wifi or mobile signal. Any transactions made when offline can be synchronized once the device is reconnected.

## Secure communication

Data transmitted between the SYSPRO server and mobile devices can be encrypted using the SSL security protocol; this ensures that the security of business-critical information is not compromised.

## Enables alerts to be sent via push notifications

SYSPRO Espresso supports context-sensitive push notifications. When a user receives an alert on their mobile device, they can be directed straight to the alert issue without having to navigate to it, just by tapping on the icon.

## Uses active tile technology

Instead of having a static icon on a screen, active tiles can show real-time information, such as charts or data feeds that are dynamically updated.



## Integrated mobile device and application management, with single sign-on

With SYSPRO Espresso, mobile device and application management is integrated with the SYSPRO ERP solution. Administrators on the SYSPRO system can configure menus and applications by company, role and user. When a user logs on, they get the configuration that was created for them. If a user gets a new device, all customizations will be seamlessly downloaded to the user's new device.

Integration with the core SYSPRO system means that the username and password used to log onto SYSPRO can also log into SYSPRO Espresso; the same permissions and security settings will apply. An administrator only has to configure once for both core SYSPRO and SYSPRO Espresso.

## Create a mobile partner ecosystem

SYSPRO Espresso can be made available to partners in your business ecosystem. So customers can transact on your system using their mobile devices – place orders, check stock availability - by themselves when they need to. Suppliers can also view payment schedules and be more proactive in monitoring stock levels.

## A single source and app for all applications

SYSPRO Espresso simplifies the process of downloading apps. A number of mobile applications come standard with the system, and all other apps can be found on the SYSPRO App Store.

Only one app needs to be downloaded from the SYSPRO App Store. Once a mobile user logs in, their menu system gives them access to any applications they are allowed to use. As new apps become available they can be pushed to the user's device, removing the need to download another app.







## Communication architecture

SYSPRO is committed to the latest communication technology in the Windows® environments. This architecture delivers computing power to each user in the most efficient and effective way possible by vastly reducing network traffic, whether on-premise or in the cloud.

SYSPRO clients connect to the SYSPRO application server, via a WCF service. SYSPRO's topology supports a thin client or rich client set up in a two- or three-tier architecture where the interface, the application logic and the database can be installed on separate machines. Clients may take advantage of the terminal services offered by Microsoft Remote Desktop Services (RDS) and Citrix® XenApp™.

System upgrades are easily implemented since the software need only be loaded on the server, which automatically sends the required components to the client. This technology is an ideal solution for both local and remote clients.

SYSPRO provides a Web Service solution, which opens up communication with the SYSPRO application server, thus allowing remote access to data.

## Leveraging key technologies

SYSPRO's ongoing product development focuses on establishing and maintaining strategic business partnerships and leveraging key technologies such as XML (Extensible Markup Language), XAML (Extensible Application Markup Language), HTML 5, Crystal Reports Server and Microsoft® .NET. SYSPRO e.net Solutions enables the implementation of Service Oriented Architectures (SOA), allowing businesses to significantly increase their agility by simplifying the re-engineering of business processes.

SYSPRO's business partners offer systems integration and industry expertise backed by SYSPRO's solid experience, intellectual capital and support infrastructures.

In keeping with SYSPRO's Microsoft-centric approach, a list of the technologies embraced by SYSPRO includes:

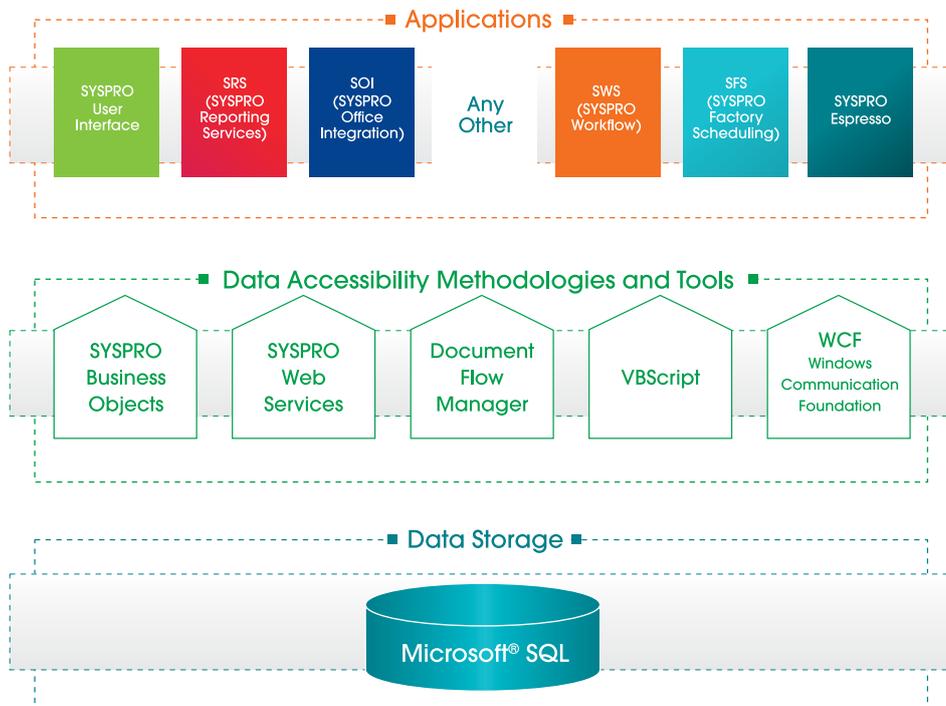
- Microsoft .NET® framework and ASP.NET
- Microsoft SQL Server®
- Microsoft Windows® 8 API support for calling SYSPRO's integration framework
- Windows Communication Foundation (WCF)
- Microsoft Windows Server
- Microsoft Office®
- 64-bit Windows operating system

### Database backbone

SYSPRO's chosen data storage is the Microsoft SQL Server database. This ensures true scalability and data integrity, and facilitates data analysis through data warehousing, data mining and OLAP. Third-party programs may access SYSPRO enterprise data on a read and/or write basis through SYSPRO business objects to extend system functionality to other productivity tools, while maintaining SYSPRO business rules and security.

### XML

XML forms an integral part of the Microsoft .NET framework and SYSPRO e.net Solutions. XML is an open, broadly adopted language that forms the basis for a universal data exchange format which can be used to support business-to-business (B2B) trading with applications such as Microsoft's BizTalk Server. By utilizing XML, SYSPRO ensures that its software can both receive and create documents and transactions in industry-adopted standards. Our extensive use of XML means that we are easily able to adopt and adapt to new technologies as they emerge.



### Service Oriented Architecture (SOA)

Organizations across the world are gradually embracing SOA, facing its challenges and taking advantage of its benefits, with growing evidence that investments in SOA are paid back in the short- to mid-term through business agility.

The functionality of SYSPRO's core applications is designed on a service-oriented model, and our software is pre-integrated with SOA-enabling technologies.

### Extended functionality

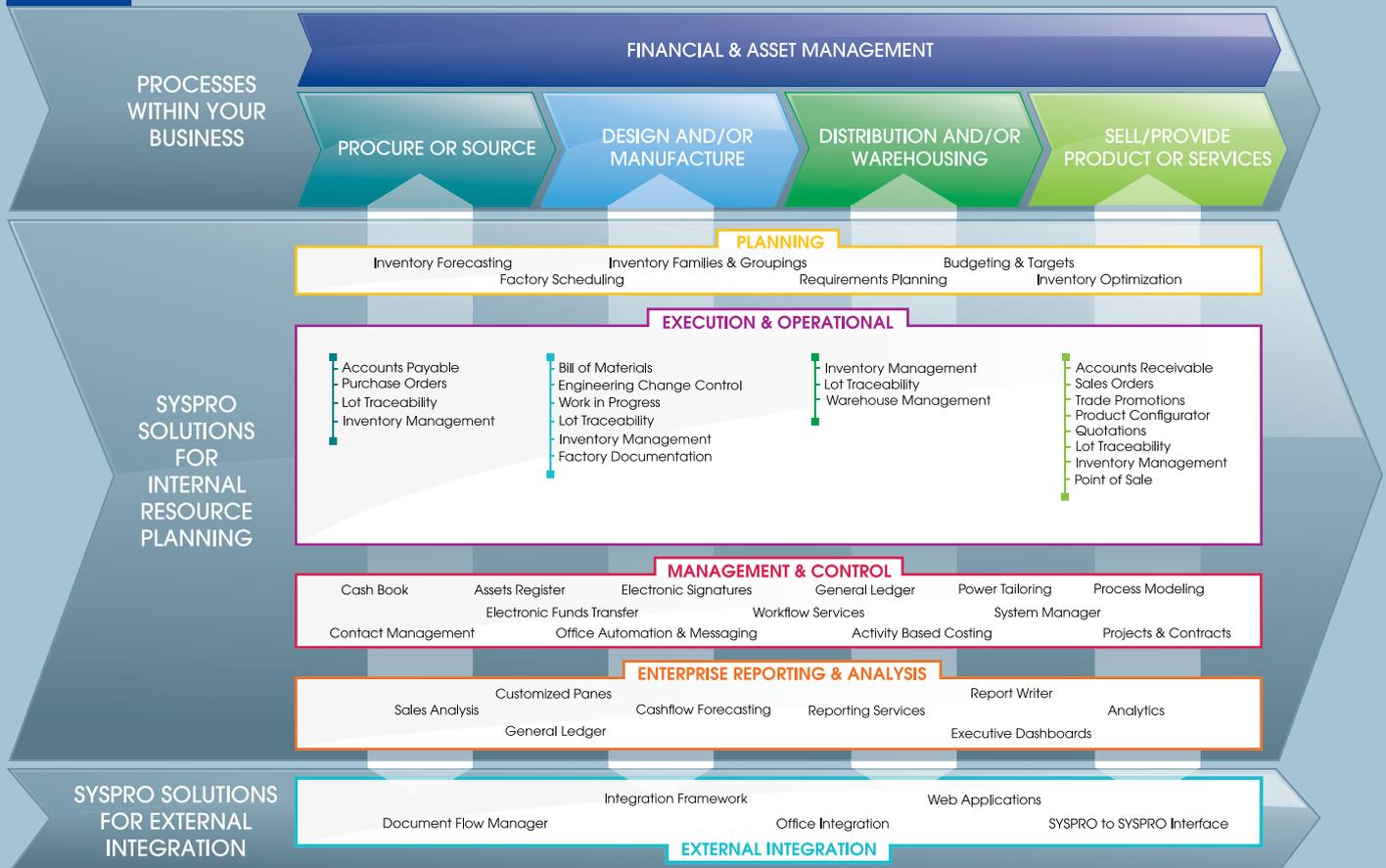
The architecture allows composite SYSPRO and third-party applications work seamlessly with the SYSPRO data, while still applying the SYSPRO business rules and security:

- SYSPRO Web-based Applications
- SYSPRO Document Flow Manager
- SYSPRO Reporting Services
- SYSPRO Office Integration
- SYSPRO Workflow Services
- SYSPRO Factory Scheduling
- SYSPRO Espresso
- External and/or third-party programs

SYSPRO has always based its products around appropriate and relevant industry standards.

By being selective in the technologies it adopts, SYSPRO makes it easier to build and re-use existing skills.

The Core Solutions diagram describes the processes that exist in any enterprise, and the software solutions that SYSPRO provides to give you visibility and control over all aspects of your business:



## The processes that exist in your business

In all businesses, whether you are in sales, services, distribution, assembly, packaging, jobshop, process or full-blown manufacturing, there will always be...

- A **procure or source** phase with its associated supplier sourcing
- An optional **design, manufacturing** and packaging phase
- A **distribution and warehousing** phase (some more complex than others)
- A **prospecting and selling** phase

All of this is underpinned by **financial and assets** management.

In every business no matter how simple or complex the processes, there is an essential **Planning** element to pull the forecasts, budgets and targets together.

To ensure all these processes are effectively implemented, there is an **Execution and Operational** element overseen by **Management and Control**.

In order to complete the cycle there is a **Reporting and Analysis** element to ensure audit trails are in place and efficiencies maintained.

No two businesses operate identically and as such SYSPRO has provided an **Integration** element to ensure all **external interactions** take place securely and according to SYSPRO business rules.

## Introduction

SYSPRO solutions collectively deliver the insight, agility and controls essential to running a profitable business. Prioritising gradual evolution over continual 'revolution,' we set a high bar for the usability and relevance of every feature, ensuring that new features built into the product are stable and designed for the long term.

The result is a single-source solution which provides out-of-the-box flexible, reliable, customisable and scalable solutions that grow with you and your business. Our innovative technology is developed precisely to fit your business and your needs, simplifying your enterprise critical information and driving better business decisions.

## SYSPRO solutions for Internal Resource Planning and Management

SYSPRO is a fully-integrated business software solution. It assists in managing your supply chain business processes from...

- Internal planning to
- Analysis and reporting;
- Management and control;
- Execution and operations; and
- External integration.



## SYSPRO solutions for Financial Management

SYSPRO's powerful financial solutions provide comprehensive financial and cost accounting functionality and controls.

To assist in managing all aspects of your Financial and Assets activities, SYSPRO provides:

- a fully integrated, hierarchical, multi-currency General Ledger
- a multi-bank, multi-currency cash book
- and an assets register with various depreciation methods and multiple books.

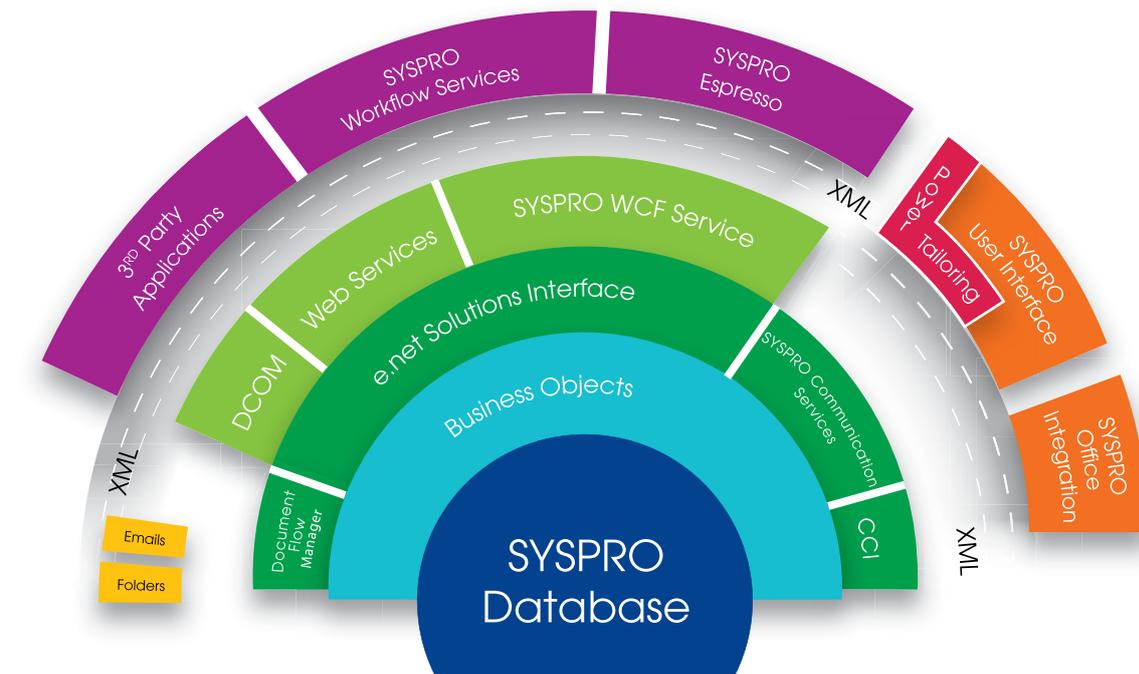




## SYSPRO solutions for External Integration

The world is moving towards more streamlined electronic communications and visibility through the Web in all aspects of the supply chain: from lead generation to prospecting, documentation sharing on both ends of the supply chain, customer relationship management and critical information sharing.

Through SYSPRO's Integration Framework incorporating e.net Solutions, SYSPRO provides all the tools an enterprise needs to manage and extend all the activities in its supply chain, working with other systems within the enterprise and to extend beyond the enterprise.



SYSPRO Integration Framework encourages:

- Integration with other line-of-business third-party products
- Information inter-change with external devices
- Access to applications via the web
- Easier collaboration and information sharing with business partners,
- Improvements to the user interface

SYSPRO Integration Framework is comprised of three service areas:

1. SYSPRO e.net Solutions
2. SYSPRO Client Interface
3. SYSPRO Document Flow Manager

These services are tightly integrated with the SYSPRO application business logic and data, and pass information to external applications and client systems via standards-based formats – XML and Windows Communication Foundation.

# Power tailored solutions that can be configured to your requirements

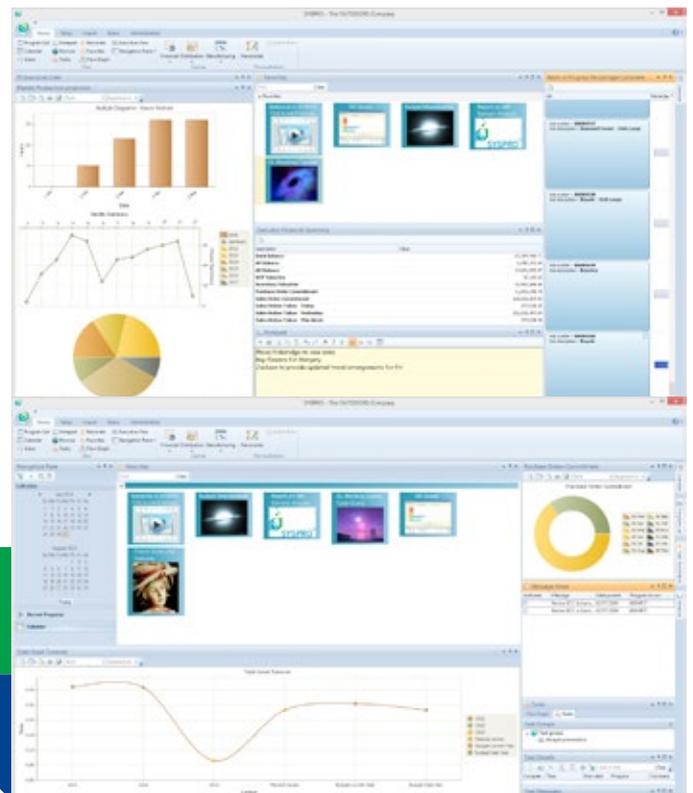
Our customers and prospects increasingly expect a greater level of personalization from their solutions. They want control over the look and feel of the user interface and to incorporate their own data and special ways of processing this data into SYSPRO. Specifically, they want the user interface to reflect the flow of their business processes.

In response to this need, SYSPRO has developed a software solution which is capable, not only of being tailored to suit customer requirements, but also of being personalized to each industry, enterprise, role and operator:

- System-wide personalization enables enterprise-wide customization of user-interface elements such as menus, forms and toolbars; as well as the implementation of industry- or company-specific standards, such as the rewording of default field captions to align with industry terminology. Similarly, role and user-based personalization enables customization of menus and system elements at a more granular level within the enterprise.
- Centralized administration facilitates simplified, efficient administration of tailoring at system, company, role and user level, and includes a customization profiler which provides a complete customization analysis of the current application.
- SYSPRO's dynamic menu navigation provides interactive flow graph capability, enabling your business processes to be mapped through user menus which can then be easily deployed via centralized customization management tools.
- Powerful form-tailoring capability provides control over the appearance and behavior of display and entry forms without the need for specialist development skills, and list views can be tailored to display data from user-defined custom fields. Furthermore, the properties and behavior of buttons in any toolbar can be dynamically controlled using VBScript.

- The field management feature enables you to not only control the presentation of key fields, such as the display and entry length (of inventory codes, for example), but also to restrict the use of defined characters in the creation of key fields. One example is the exclusion of easily confused characters such as alphabetic O and numeric 0 from alphanumeric stock codes or lot numbers. Furthermore, to cater for geographic and company-specific address standards, address fields can be defined as structured to control how they are presented in display and entry forms throughout SYSPRO. The address GeoLocation field enables users to quickly access map directions, using Google Maps or a similar application, based on the address latitude and longitude values.
- Users can integrate user-defined applications with the core SYSPRO product by drawing on out-of-the-box 'templates', or create brand new applications written in any .NET language.

The end result is a highly configurable system designed to adapt and change as requirements evolve.



# Protecting your system and data

SYSPRO incorporates a number of facilities aimed at preventing unauthorized access and ensuring authentication. The entire system is protected by different security levels and access controls, including operator logins and passwords, organizational role access and user interface settings, access levels for companies, programs, queries and transactions as well as activities and fields.

The various levels at which security can be defined within SYSPRO enable companies to implement internal controls according to their specific business and governance requirements. Organizations can enhance the level of accountability, maintain segregation of duties, and enable the traceability of activities through audit logs.

Operator access to solutions and programs is restricted according to defined roles. Advanced security options limit role access to the individual posting transactions and querying of key data. Within programs where there are a number of activities, operators can be restricted to selected activities and fields.

Passwords enable the restriction of unauthorized access, along with password rules which can include lockout policies, change policies and password strength/length to improve the integrity of their use in the system.

Electronic Signatures enable you to secure transactions by authenticating the operator who is performing the transaction. Electronic Signatures can be configured at system, company, group, role, or operator level. You can also configure the system to maintain a transaction log for auditing purposes and activate triggers for integration with third-party systems or notification via e-mail.

External access to data is controlled through the SYSPRO integration framework and e.net business objects, thus maintaining the SYSPRO business rules and security integrity.



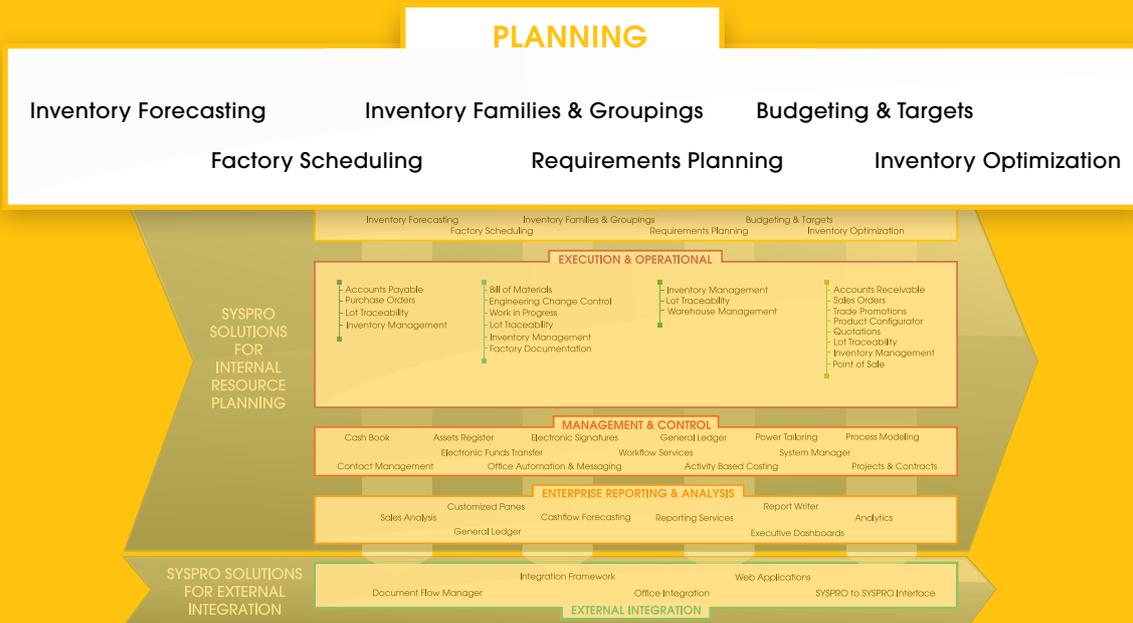


SYSPRO software provides you  
with visibility and control over all  
aspects of your business.



# SYSPRO's Planning Solutions

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These SYSPRO solutions contain the functionality required to handle the more complex facets of planning within your organization. The solutions within this sphere cover the full breadth of all planning from the factory floor to the executive boardroom.

# Inventory Forecasting

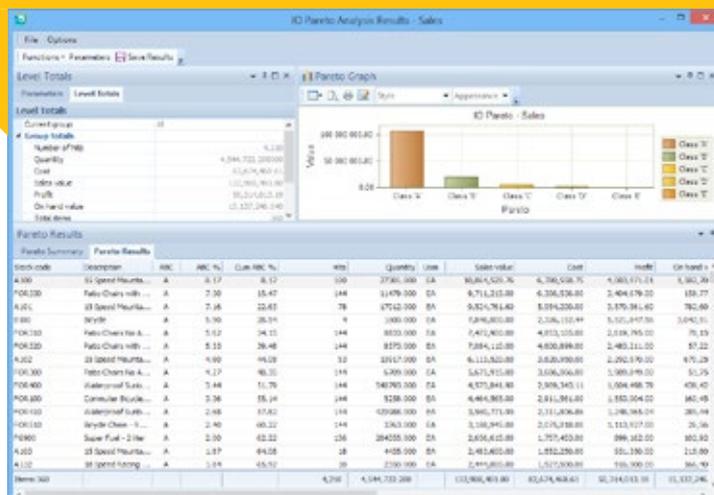
SYSPRO Inventory Forecasting enables you to produce forecasts based on sales history, and provides the tools to measure the quality of your forecasts. It uses a set of mathematical algorithms to predict future sales based on historic demand, and enables you to easily identify those products that contribute the most to your business in terms of sales value, gross profit, cost of sales, quantity sold and hits.

## The benefits of Inventory Forecasting

- Variety of forecast algorithms, including a competition method which automatically selects the best algorithm for the collection
- Analysis of product performance at stock code, warehouse, product class, supplier, planner or buyer level
- Enhanced data selection sets which carry through the entire process through into Inventory Optimization
- Application of seasonality factors
- Powerful Pareto analysis
- Forecast generated at stock-keeping unit (SKU) level
- Batch updating of forecast parameters
- Automatic updating of forecast history from sales in real time
- Identification of unpredictable items with a powerful review of forecast accuracy achieved
- Use of proxies to forecast items with no history
- Create forecasts for SKUs either manually or in a batch mode

## Inventory Forecasting features

- Define multiple calendars
- Set forecast horizon up to 24 months
- Utilize monthly or weekly time buckets
- Identify the items that contribute most to the business through Pareto analysis
- Set default algorithms at company, SKU group or individual SKU level
- Remove outliers and anomalies either manually or automatically
- Manually forecast items which typically require market intelligence, or are of critical importance to the business
- Edit history to exclude specific invoices and outliers or make manual adjustments
- Edit draft forecast to reflect market intelligence
- Store three or more years of history and purge unwanted history
- Compare manual forecast with computer-recommended forecast
- Control and validate the forecast before making it active
- Convert approved forecast to current forecast in requirements planning
- Review forecast accuracy to measure and improve the quality of forecast
- Improve visibility with configurable graphical output
- Edit and optionally freeze draft forecast to reflect market intelligence

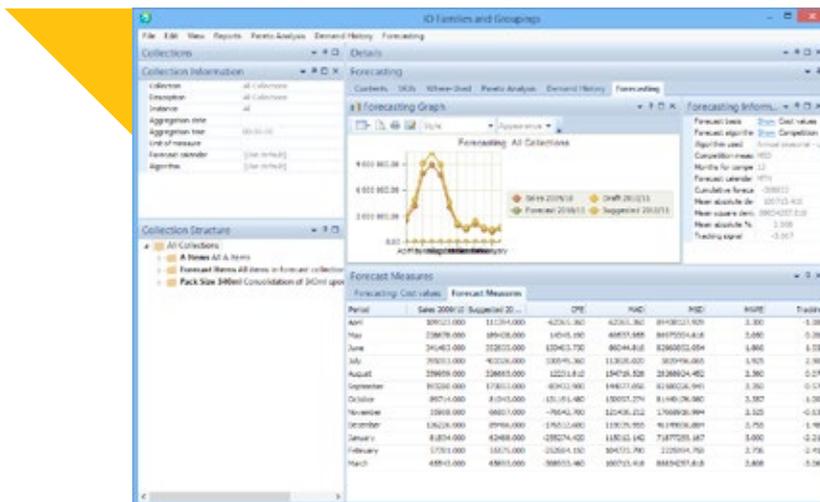


# Inventory Families and Groupings

Families and Groupings is an essential tool for any organization in a demand-driven environment allowing for the aggregated view, and manipulation, of both sales and forecasts and providing input to material requirements planning. SYSPRO Inventory Families and Groupings provides the tools to arrange 'collections' of stock-keeping units (SKUs) into families and groupings of similar items. These collections provide a high-level view of items from which sales forecasts can be produced and the quality of the forecast measured.

## The benefits of Inventory Families and Groupings

- Forecasts at various levels in the family hierarchy (grandfather, father, child)
- Multi-level analysis of family performance over time
- Variety of forecasting algorithms, including a competition method which automatically selects the best algorithm for the collection
- Default algorithms at company or collection level
- Pareto (ABC) analysis for ranking items within each collection
- Analysis of sales value, gross profit, cost of sales, quantity sold or hits (invoice line occurrences) using Pareto capability
- Automatic real-time updates of collection history
- Configurable graphical output for improved visibility



## Inventory Families and Groupings features

- Establish families or groupings of SKUs using SYSPRO's unique collections capability with hierarchical structures for brand- or producttype views
- Group warehouses for purposes of forecasting at a regional or territory level for logistical or supply chain purposes
- Generate forecasts at a brand level to facilitate a more targeted marketing strategy
- Consolidate SKUs with different pack sizes using an alternate, common unit of measure
- Forecast using sales value, cost value, quantity or gross profit as the basis
- Detect seasonality and apply forecasts to seasonal data if present
- Manually or automatically remove outliers and anomalies
- Compare manual forecasts with computer-recommended forecasts
- Aggregate sales history of the collection members to enable a forecast at collection level and then disaggregate the collection forecast back to SKU level
- Validate forecasts before activating
- Optionally edit history at collection level
- Use SKU history of three or more years
- Utilize monthly or weekly time buckets
- Set forecast horizon up to 24 months
- Edit and optionally freeze draft forecast to reflect market intelligence

# Inventory Optimization

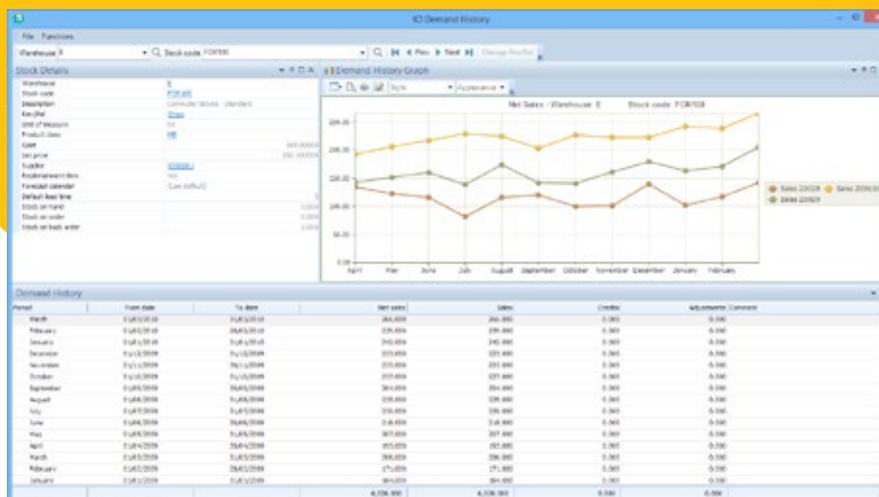
SYSPRO's Inventory Optimization (IO), together with Inventory Forecasting, Families and Groupings and Requirements Planning, provides the tools and processes to optimize stock levels, ensuring stock is in the right place at the right time and reduce obsolescence.

## The benefits of Inventory Optimization

- Modeling of different what-if policy scenarios for the best mix of service and inventory investment
- Improved stock turns and service levels
- Reduction of waste in the supply chain
- Risk policies use Poisson or normal distribution for target service levels
- Consolidation of warehouses at regional or territory level for logistical and supply chain purposes
- Highlighting of problems, such as over- or under-stocking, and stock-outs
- Improved ability to manage demand
- Clear and objective measures of the balance between supply and demand
- Optimization at the stock-keeping-unit (SKU) level with aggregation up to higher levels
- Selection sets in common with inventory forecasting allowing for consistency in processing

## Inventory Optimization features

- Utilize monthly or weekly time buckets
- Define either fixed or risk based policies per SKU
- Copy policies across multiple SKU's
- Calculate and create min/max stock levels per time bucket based on defined policies Edit draft min/max levels to reflect market intelligence
- Control and validate the min/max levels before making them active
- Approve draft min/max stock levels for use in Requirements Planning
- Review excess stock as defined by company policy, and create supply chain transfers to re-distribute the surplus
- View and edit all inputs to target stock (set-up, policies, forecast, historic demand, forecast accuracy) in one interface
- Review the Actual Service Level vs expected service level for each SKU

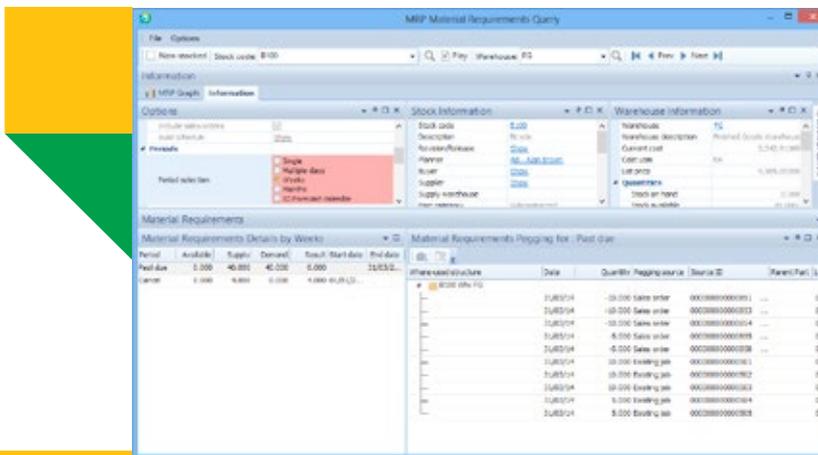


# Requirements Planning

SYSPRO Requirements Planning uses projected and actual demand and supply to assist in planning and creating realistic production, purchasing and supply transfer schedules. It also identifies capacity constraints and maintains optimal stock holdings in a multi-site and multi-warehouse environment.

## The benefits of Requirements Planning

- Effective planning of material and production capacity to satisfy demand
- Identification of critical resources with rough-cut capacity planning
- Detailed pegging information available in queries and reports
- Critical resource queries facilitate effective planning
- 'Bucketless', date-driven planning environment for greater accuracy



## Requirements Planning features

- Create build schedules from Master Production Schedule (MPS) suggestions
- Calculate material and capacity requirements under an infinite or finite capacity assumption
- Create actual purchase orders, work orders or requisitions from suggestions
- Generate supply chain transfers from suggestions for transfers between warehouses
- Accept suggested changes to existing purchase orders and jobs based on changes in demand
- Define a gross requirements rule per item for the calculation of MPS-suggested quantities
- Define planning frequencies, lead times and planning horizons for time fence indicators
- Query MRP calculation results with pegging details to view sources of demand
- View capacity load in a bar chart or report form
- Use time fence indicators to assess the viability of changing an existing materials plan
- View and report planning details in user-defined time periods
- Create and amend purchase orders and jobs based on suggestions, with powerful, on-screen reviews
- Review and update live blanket purchase orders which require corrective action to meet planned demand
- Review excess stock and shortages based on minimum and maximum inventory levels calculated in Inventory Optimization. Stock is moved from one warehouse to another by creating suggested supply chain transfers
- Test materials plans before updating the live system with 'snapshot' functionality
- Control inventory levels by identifying potential over-supply
- Avoid bottlenecks by reviewing average queue times
- Manage lot traceable items, including tracking expiration dates
- Quickly identify overloaded work centers
- Setup forecast depletion options

# Budgeting and Targets

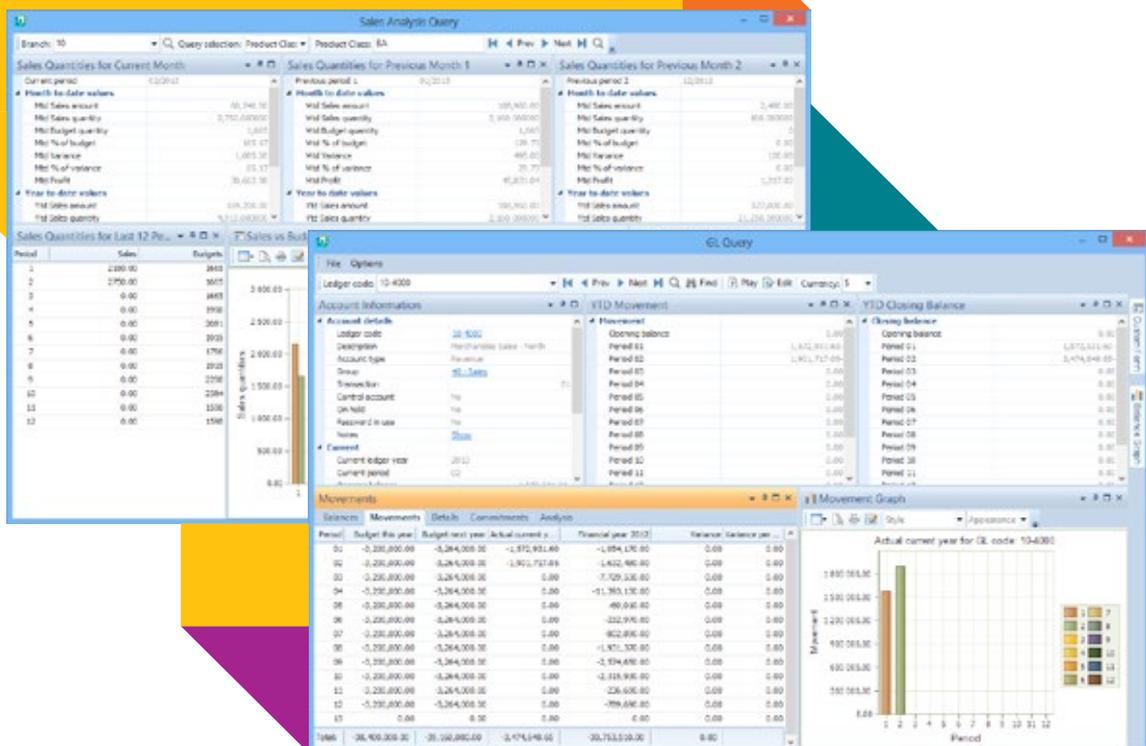
SYSPRO Budgeting and Targets provides for planned revenue and expenditure based on expected performance for a given time period.

## The benefits of Budgeting and Targets

- Budgets against ledger accounts for comparative analysis and reporting
- General ledger budgets for current year, next year and eight alternate budgets
- Projected targets against customers, product classes or user-defined sales history targets for projection of future sales from multiple perspectives
- Projection of forecasts based on past sales and integrated algorithms for more accurate sales targets
- Performance and achievement reports for comparisons between actual and projected targets
- Commitment accounting for checking against budget consumption and availability when entering purchases

## Budgeting and Targets features

- Create general ledger budgets for individual periods, based on manually entered amounts, or a fixed amount spread evenly across all periods or based on a user-defined budget spread
- Copy from one budget to another and optionally apply a percentage increase
- Import budgets from external budgeting systems
- Establish sales targets per company-specific sales criteria

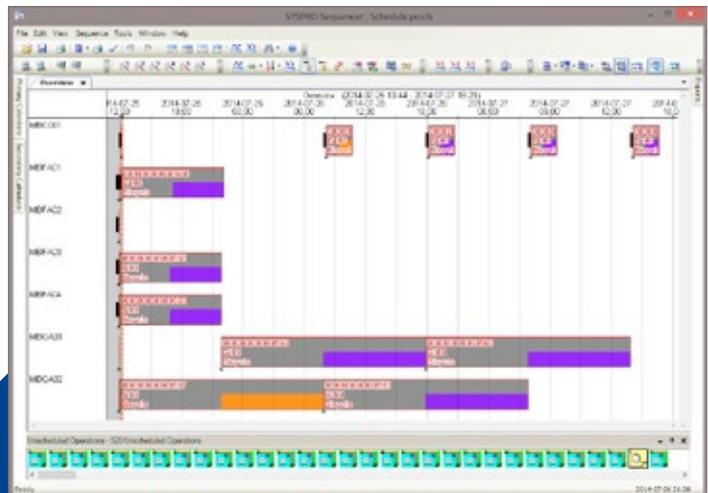
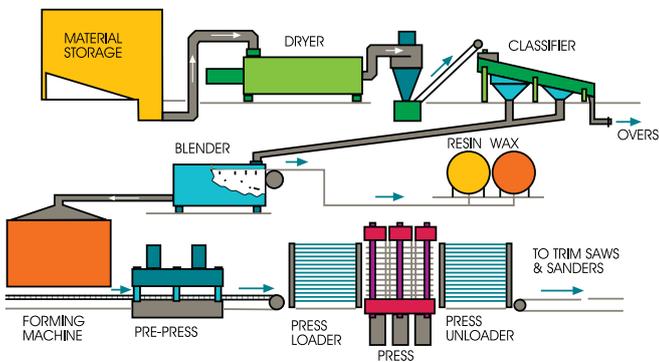


# SYSPRO Factory Scheduling

SYSPRO Factory Scheduling (SFS) provides the capability to schedule production to a detailed level considering the capacity constraints in the production environment. SFS applications range from the simple Graphical Planning Board to the very sophisticated Advanced Scheduler, with the latter classified as an Advanced Planning and Scheduling (APS) system.

## The benefits of SYSPRO Factory Scheduling

- Flexibility to suit your scheduling requirements
- Accommodation of multiple manufacturing sites within a single SYSPRO company
- Feasible production schedules, considering resource availability, constraints and shift patterns
- Insight into the expected utilization of resources for managing shift patterns and scheduled maintenance
- Optional scheduling of demand from sales orders and suggested jobs
- Accurate delivery dates
- Progress of jobs and highlighting of late jobs for targeted action
- Integration with existing shop floor systems via standard import/export tools
- Option to split and store single SYSPRO operations as multiple operations in SFS
- Closed-loop integration of factory schedules with work-in-progress, purchasing and customer order data
- Closed-loop communication facilitated between sales people, schedulers and the production floor
- Materials-based and multi-constraint scheduling
- Option to schedule based on matched properties such as temperature, pressure rates or paint colors, for optimal scheduling of multiple products



## SYSPRO Factory Scheduling features

- Select the level of product that is best suited to your business
- Develop simple or sophisticated scheduling rules, customized to your specific environment and requirements
- Define stock code attributes such as color and width to schedule and optimize the sequencing of production
- Use event scripts and event calendars to customize the solution to your requirements
- Use the user-friendly report writer to generate required reports
- Schedule tooling and planned maintenance



# SYSPRO's Execution and Operational

07

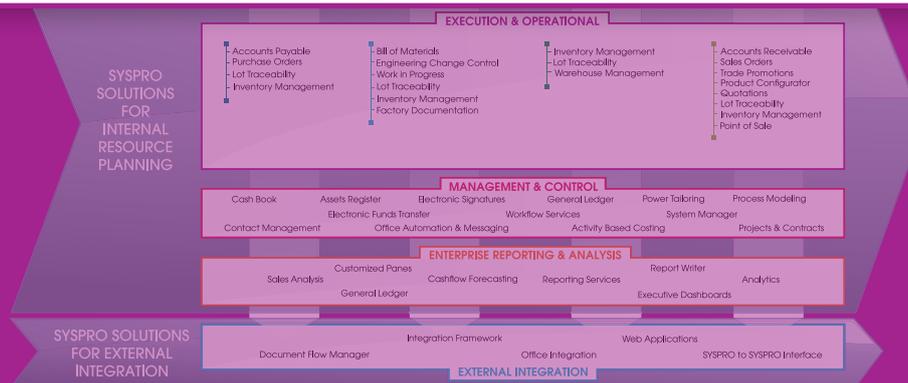
## EXECUTION & OPERATIONAL

- Accounts Payable
- Purchase Orders
- Lot Traceability
- Inventory Management

- Bill of Materials
- Engineering Change Control
- Work in Progress
- Lot Traceability
- Inventory Management
- Factory Scheduling

- Inventory Management
- Lot Traceability
- Warehouse Management

- Accounts Receivable
- Sales Orders
- Trade Promotions
- Product Configurator
- Quotations
- Lot Traceability
- Inventory Management
- Point of Sale



The SYSPRO solutions available for execution and operational processes cover all routine aspects of the business from procurement and sourcing through design and manufacture, distribution and warehousing to the final selling and after-sales service.

Included in this area are additional controls in the form of Inventory Serial tracking; purchasing cost tracking; requisition approvals and flows and BOM change control. Interim visibility is provided through GRN Suspense and Goods in transit. Procurement and sales contracts are controlled through Blanket Orders; Pricing and promotions are managed through Trade Promotions; Sale returns through Return Merchandise; Inter-warehouse stock through Supply chain transfers; and delivery and vehicle loading through Load Planning.

# Accounts Payable

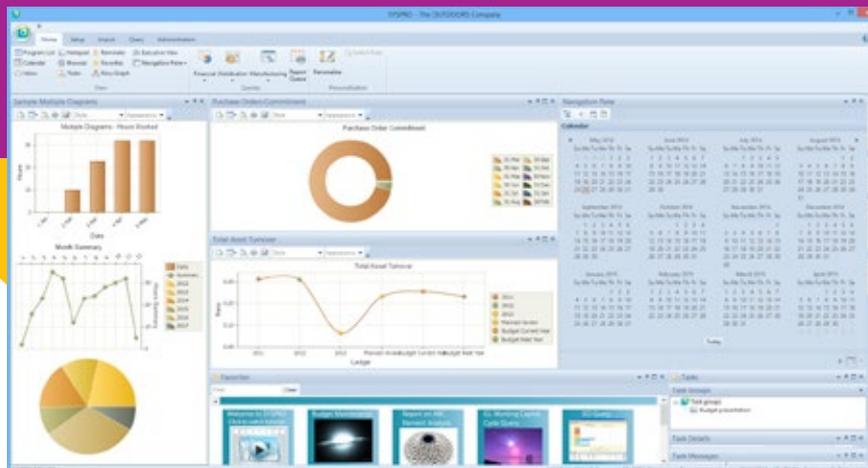
SYSPRO Accounts Payable facilitates improved cash flow and relationships with suppliers by providing timely, accurate and efficient control over invoice processing, bill payments, analysis of available discounts and tracking of purchases.

## The benefits of Accounts Payable

- Multi-branch and multi-currency
- Multi-period accounting for timely period-end rollovers
- Forecast of current and future cash requirements for improved cash flow
- Support for diverse tax systems, such as TAX/VAT/GST/Canadian HST, for global processing
- Invoice registration system for payment authorization control
- Secure authorization of registered supplier invoices
- Recurring invoice function for rapid processing of repeat charges
- Goods received note system for tracking accruals, matching invoices and controlling price variances
- Flexible payment methods, concurrent payment cycles, and automatic calculation of settlement discounts for efficient invoice settlement
- Electronic funds transfer (EFT), manual and automatic check processing, and bulk emailing of remittances for streamlined payment runs
- Void check processing for rapid reversal of payments processed in error or returned
- User-defined stationery formats for company-specific checks and remittances
- Full purchase order receipt and invoice history, as well as purchase analysis for supplier planning and general ledger transaction audit trail

## Accounts Payable features

- Choose from a variety of supplier account numbering methods
- Process invoices and payments in multiple currencies
- Link suppliers to default expense ledger accounts
- Expense invoices over single or multiple general ledger accounts
- Post transactions to up to two prior periods
- Record invoices for approval prior to raising liability values
- Manage permanent and temporary suppliers
- Contra invoices between supplier and customer if the same organization
- Automate postings of recurring monthly entries, such as leases, rentals and maintenance contracts
- Automate balance functions and month end procedures
- Place an invoice on hold and restrict payment
- Select invoices for payment manually or automatically based on chosen criteria
- Automatically void payments or reverse incorrect payment runs, security permitting
- Define company-suitable check, remittance and label formats using the stationery design tools
- Revalue foreign invoices in report-only or update mode

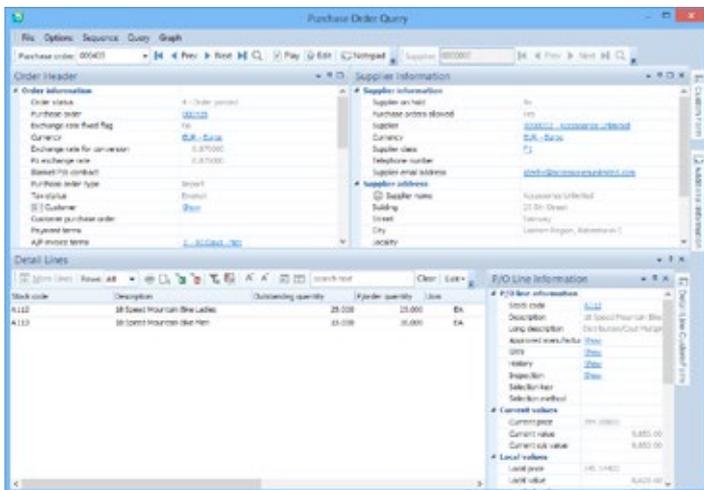


# Purchase Orders

SYSPRO Purchase Orders is an integral part of the organization's distribution and manufacturing functions. It enables the monitoring of the quality, accuracy, lead times and cost of purchases, while providing comprehensive supplier performance analysis.

## The benefits of Purchase Orders

- Purchase approval workflow via the Requisition system for improved expenditure control
- Requisition groups for approval levels and budgets
- Fast conversion of approved requisitions to purchase orders
- Multi-line purchase orders with the option of a different warehouse and due date per order line
- Order line comments, as well as a notepad facility to record purchase requisition and purchase order notes
- Multi-currency with fixed or current exchange rate per order
- Copy facility for rapid processing of repeat orders
- Blanket purchase orders with call-off
- Original and revised dates retained for supplier performance tracking
- Follow-up codes and dates to expedite purchases
- Supplier stock code cross-referencing with pricing for streamlined processing
- User-defined stationery formats for company-specific order documents
- Detailed queries with graphical purchase order commitment
- Receipt into inventory, directly into jobs and sales orders
- Two-stage receipting for inspection items
- Non-merchandise apportionment across all purchase order receipt lines
- Goods Received Notes (GRN) facility for supplier invoice-to-order matching and variance reporting
- XML export utility for electronic upload by suppliers



## Purchase Orders features

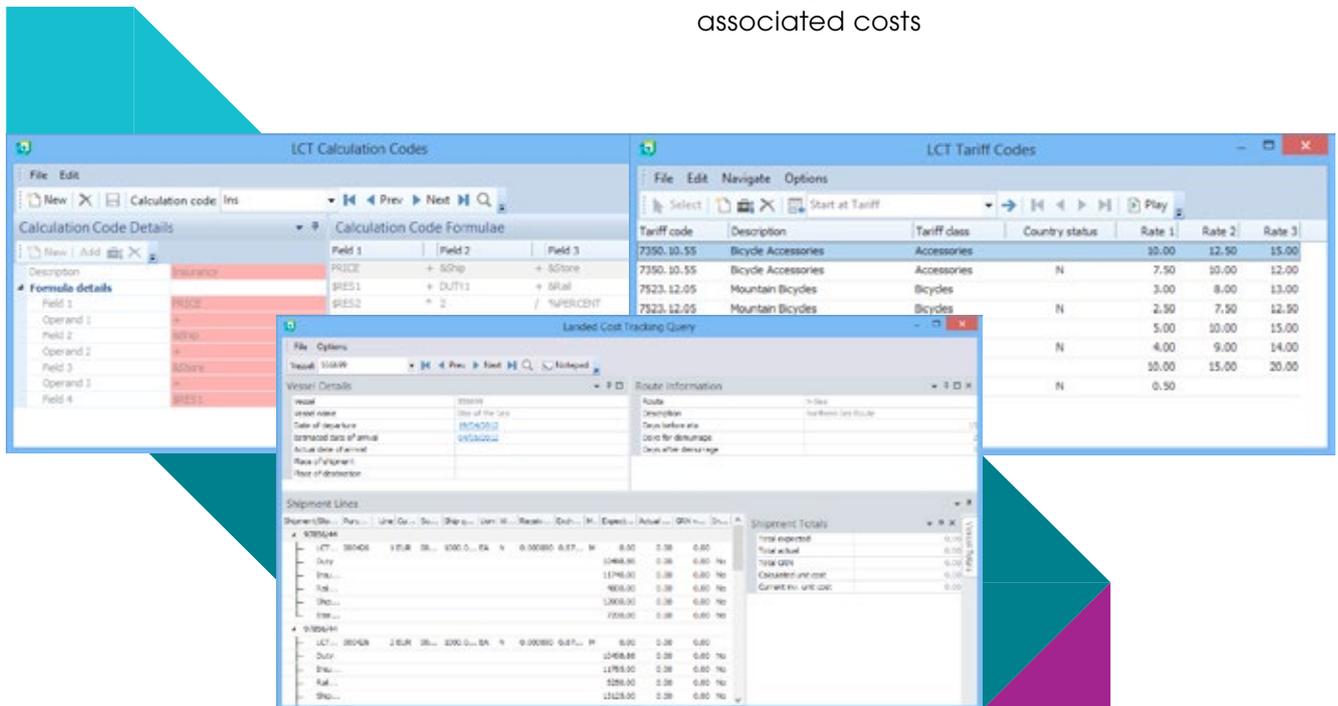
- Manage the purchases of stocked and non-stocked items
- Purchase in multiple units with user-defined conversion rates
- Automatically include comments for each line item from inventory or manually enter comment lines
- Place orders using current cost, last price paid or contract pricing
- Analyze vendor performance for delivery, pricing and quality
- Streamline purchasing with requisitions and authorization procedures
- Generate requisitions from customer back orders
- Fax or email purchase order documents
- Link purchase orders to sales order lines or work orders
- Create customized purchase order and GRN stationery

# Landed Cost Tracking

SYSPRO's Landed Cost Tracking (LCT) provides visibility of imported goods through shipment tracking and enables greater control of all associated costs, resulting in accurate landed costs. It enables you to track shipments of imported goods, monitor the progress and estimated arrival times of shipments, and establish a reliable estimate of the overall cost of imported goods. Furthermore, it aids the calculation of a more accurate actual cost at which to receive the goods and provides an actual cost comparison to the various estimates made during the procurement cycle.

## The benefits of Landed Cost Tracking

- Identification of all cost elements associated with imported goods for better estimates of landed costs
- Estimated landed cost for each product through accurate cost apportionment based on volume, value, quantity, etc.
- Tracking of shipment arrival dates
- Pre-costing of shipments for streamlined receipting
- Goods Received Note (GRN) system to trace element costs for accurate invoice matching
- Multiple tariff codes
- Automatic update of expected arrival date when shipping date is revised
- Archiving of completed shipments and associated costs



## Landed Cost Tracking features

- Define a bill of costs for each inventory item per route
- Define multiple alternate shipping routes for each stock item
- Designate the currency rates for customs exchange calculations
- Combine multiple purchase orders into a single shipment
- Identify differences between landed costs and current inventory costs with the automatic cost roll-up feature
- Compare actual invoice cost with estimated costs for all cost elements
- Select suppliers based on shipping routes and associated costs
- Receive traceable stock items through inspection with lot and/or serial numbers
- Register supplier invoices against the shipment registration system
- Revise shipment quantities if different to the original purchase order
- Use the Landed Cost Tracking query to view shipment and element details
- Archive the shipment once all the actual costs have been accumulated

# Inventory Management

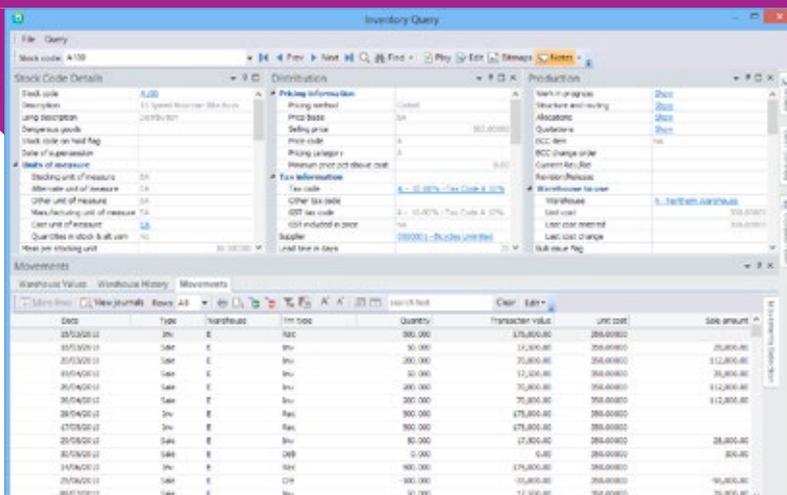
SYSPRO Inventory Management enables effective customer service and improved profits by providing superior inventory functionality to optimize stock levels.

## The benefits of Inventory Management

- Effective control of supply and demand
- Costing methods per warehouse: average, standard, last, LIFO, or FIFO
- Actual cost tracking for lot traceable or batch serialized items
- Multiple pricing options, including quantity-based, discounted, and contract
- Powerful queries into movements and all inventory touch-points in the system, such as related jobs, purchase orders, sales orders, where-used and available-to-promise
- Multiple units of measure, including a separate cost unit of measure, per item
- Replenishment rules by stock keeping unit (SKU)
- Min/max levels, safety stock and re-order quantities per warehouse
- Multiple bin locations per SKU
- Linking of key suppliers and approved manufacturers to purchased items
- Extensive serial tracking and lot traceability with expiration dates
- Goods-in-transit control
- Lead times and dock-to-stock for accurate replenishment planning
- Two-phased receipting of items to be inspected
- Extensive security options for processing inventory and accessing transaction, cost and pricing information
- Fully integrated into forecasting, sales orders, purchase orders, work in progress, materials requirements planning and general ledger

## Inventory Management features

- Process inventory receipts, job and expense issues, warehouse transfers, cost adjustments and modifications, and physical adjustments
- Back flush items with short manufacturing cycles
- Track goods in transit between warehouses
- Globally change cost and selling prices
- Record notes per item for purchasing, sales and manufacturing, including technical specs and dangerous goods handling
- Place stock codes on full or partial hold to prevent processing
- Cross-reference supplier and customer stock codes
- Optionally assign the same serial number to multiple items
- Browse stock items using multimedia images
- Group inventory items into sales kits
- Calculate minimum quantity based on usage
- Reserve stock



# Lot Traceability

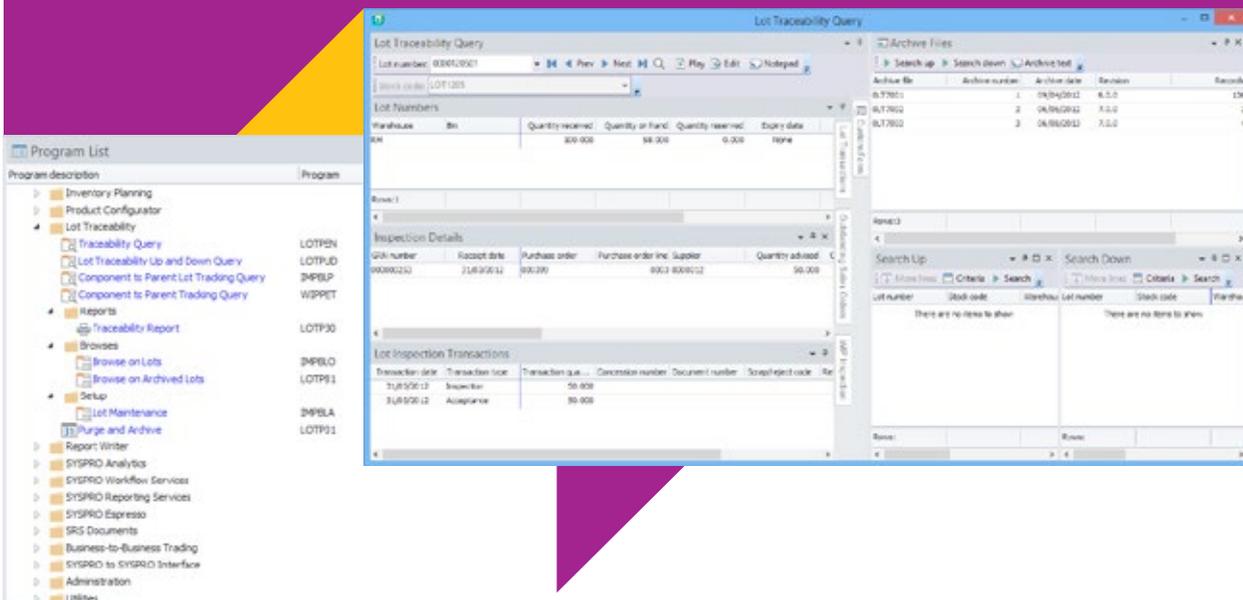
SYSPRO Lot Traceability enables you to maximize quality control by tracking products, materials and processes, as well as by facilitating effective recalls. It caters for the tracking of materials through receipt, manufacture, assembly, inspection, stocking and final distribution, while maintaining quality assurance certification and tracking expiration dates.

## The benefits of Lot Traceability

- Traceability of semi-finished or finished products from the supplier of raw materials through to the customer
- History of traceable-item transactions for accountability and customer service follow-up
- Manual or automatic lot numbering by single products or batch
- Optional auto-depletion of lots in issue and sale transactions
- Optional full or sample inspection of lots during purchase order and work order receipts
- Optional tracking of lots from component to parent
- Shelf life and expiry date tracking
- Expiry dates included in materials requirements planning calculations
- Bi-directional lot queries and reporting
- Reject control and documentation
- Archiving of lot information

## Lot Traceability features

- Automatically or manually assign lot numbers as goods are received
- Default lot number to work order number for ease of receipt
- Document all rejects and scrap
- Reserve lot numbers for products being manufactured
- Reserve component lots for issue to specific jobs
- Keep detailed notes on inspections
- Query by item use (which customer, invoice, job) or by item supplied (which supplier, purchase order, stock item)
- Trace serialized and non-serialized inventory items



# Bill of Materials

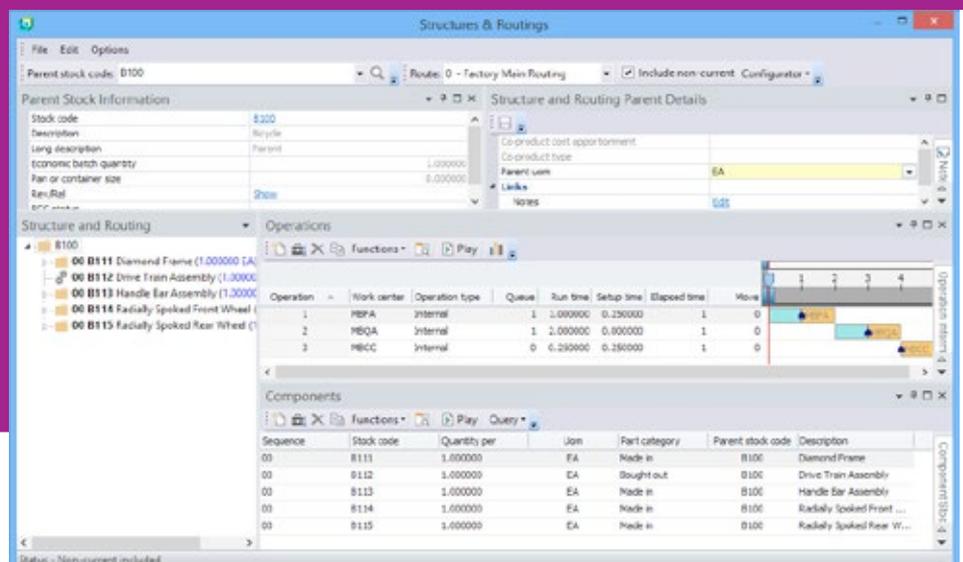
SYSPRO Bill of Materials facilitates accurate expected costs against which actual production costs can be tracked. The complete bill forms the basis for material and capacity planning, shop floor control, and costing. You can create and maintain a model of your manufactured and assembled products as well as generate what-if costing scenarios.

## The benefits of Bill of Materials

- Supports up to 15 levels
- Multiple recovery rates per cost center, work center and employee
- Multiple routes for lead time, cost and contingency modeling
- Calculation of manufacturing and cumulative lead times
- Calculation of dynamic elapsed time and capacity required from elements of operation time
- Capacity unit of measure conversion factor for capacity units other than time
- Unit, rate and block runtime
- Capacity calendar per work center and productive unit
- Material and operation scrap
- Percentage and planning bills, phantom parts, and sub-contract operations
- Optional components for sales of kits
- Co- and by-products
- Import functions for integration to third-party programs such as CAD
- Validation functions for notification of potential problems

## Bill of Materials features

- Define component relationships as quantity per percentage of parent or specific quantity, regardless of batch
- Define and process parent and component quantities in a unit of measure other than stocking
- Define elements of time, such as set-up, start-up, run and tear down, per operation
- Import structure and routings from third-party systems
- Use the replace-where-used functionality to identify and replace components in the structures in which they are used
- Indicate movement time between operations
- Define operation transfer quantities
- Document narrations at component and operation level
- Track effectiveness dates of components
- Define scrap factors for more accurate planning
- Define routes per location for accurate costing and planning
- Plan for co- and by-products, and related cost apportionment
- Link multimedia, such as photos and video clips, to components and operations
- Indicate scrap percentage and/or quantity with optional progressive scrap
- Calculate BOM costs per warehouse
- Analyze BOM and what-if costs
- Compare BOM costs to current inventory costs
- Transfer rolled-up costs to unit cost of item
- Update work center information when associated cost center information changes
- Identify material shortages with trial kitting
- Can be defined in units of measure other than stocking

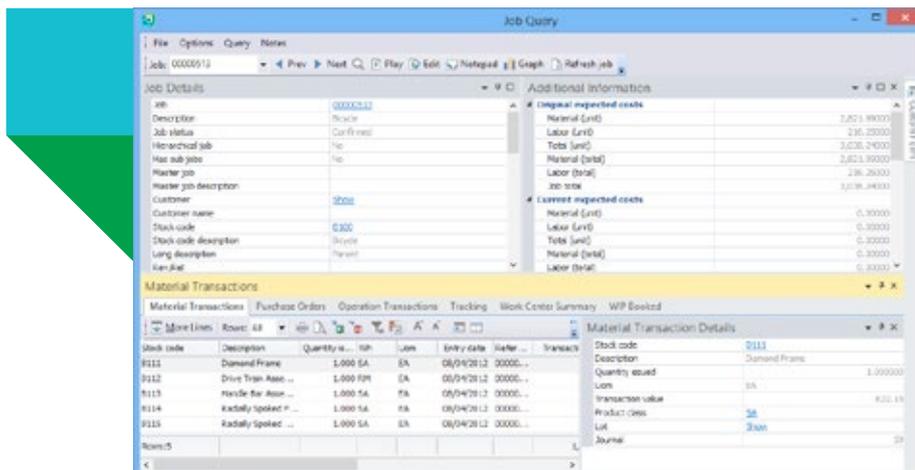


# Work in Progress

SYSPRO Work in Progress enables you to minimize job costs through the efficient utilization of production resources. It allows you to accurately control costs of work orders currently in progress and manage the performance of the shop floor by tracking material, labor and resource utilization as well as the activity and efficiency of manufacturing processes.

## The benefits of Work in Progress

- Management of production activities in a variety of manufacturing environments
- Management and control of production overheads, resources and scrap
- Management and control of material and operational costs per job
- Monitoring of job variances between actual and standard
- Analysis of efficiency and utilization of shop floor elements
- Scheduling of jobs according to production calendars
- Identification of overloaded work centers
- Automatic creation of jobs from sales orders, quotations and material requirements planning
- Management of co- and by-product production
- Trial kitting for checking availability of materials/parts, including different versions of change-controlled parts
- Milestone and subcontract operations
- Multi-level job queries
- Factory documentation and job archiving



## Work in Progress features

- Define work center and productive unit capacity
- Create jobs for standard or custom products
- Issue materials and labor to jobs in kits or by item
- Post labor at standard or actual employee rate
- Import job receipt, labor and timesheet data
- Integrate with bar code data collection systems
- Record costs incurred on sub-contracted operations
- Receive completed items into inspection or directly into inventory
- Create rework jobs as required
- Link purchase orders to jobs to expedite receiving
- Determine standards for machines and employees
- Optionally include non-productive time in job costs
- Optionally receive manufactured product into an alternate warehouse, or as a different item
- Create sub-jobs with automatic transfer of values to the master
- Calculate due dates on a forward, backward, finite or manual basis
- Place jobs on hold to suspend processing
- Reserve stock for allocations at the time of confirming a job.
- Reserve and track lot and serialized items for jobs
- Recalculate expected costs
- Archive completed jobs as XML documents

# Factory Documentation

SYSPRO Factory Documentation facilitates clear and accurate user-defined shop floor documentation for production operations to be performed and materials to be issued, thereby enabling accuracy and efficient control of production processes.

## The benefits of Factory Documentation

- Free-format, with ease of selection from SYSPRO database fields
- Format design options include Crystal Reports and Word documents, as well as field maps for bitmaps and preprinted stationery
- Archiving of documents as printed in PDF and Crystal Report formats (SRS formats only)
- Definition of multiple document formats within up to four user-defined categories, such as:
  - Job tickets
  - Material requisitions
  - Route cards
  - Travelers

Stat date	Delivery date	Job Class	Priority	Lead Time	Revision	Release	Quantity to print
04/04/12	20/04/12		00	10			100

Item code	Description	Lot	Assembly	Bin	On-hand	Qty. issued	Qty. on-hand
B111	Diamond Pans	SA	SA		5000	0.000	5.00
B112	Drive Train Assembly	SA	SA		5000	0.000	5.00
B113	Handle Bar Assembly	SA	SA		5000	0.000	5.00
B114	Ratchet Spoked Front Wheel	SA	SA		5000	0.000	5.00
B115	Ratchet Spoked Rear Wheel	SA	SA		5000	0.000	5.00
B111	Diamond Pans	SA	SA		5000	0.000	5.00
B112	Drive Train Assembly	SA	SA		5000	0.000	5.00
B113	Handle Bar Assembly	SA	SA		5000	0.000	5.00
B114	Ratchet Spoked Front Wheel	SA	SA		5000	0.000	5.00
B115	Ratchet Spoked Rear Wheel	SA	SA		5000	0.000	5.00
B111	Diamond Pans	SA	SA		5000	0.000	5.00
B112	Drive Train Assembly	SA	SA		5000	0.000	5.00
B113	Handle Bar Assembly	SA	SA		5000	0.000	5.00

## Factory Documentation features

- Select to print barcodes on documents for use with automated data collection devices
- Include operation instructions, technical notes and material narrations on documents
- Include stock code and job multimedia on documents
- Include co-products
- Include component lots, bins and serials
- Include parent reserved lots and serials
- Prepare job packs
- Produce documentation for dummy jobs for a specified quantity based on a standard bill of material
- Select to archive documents as printed (SRS-based formats only)
- Reprint factory documentation as required from original document (SRS-archived documents only), or from current data

# Accounts Receivable

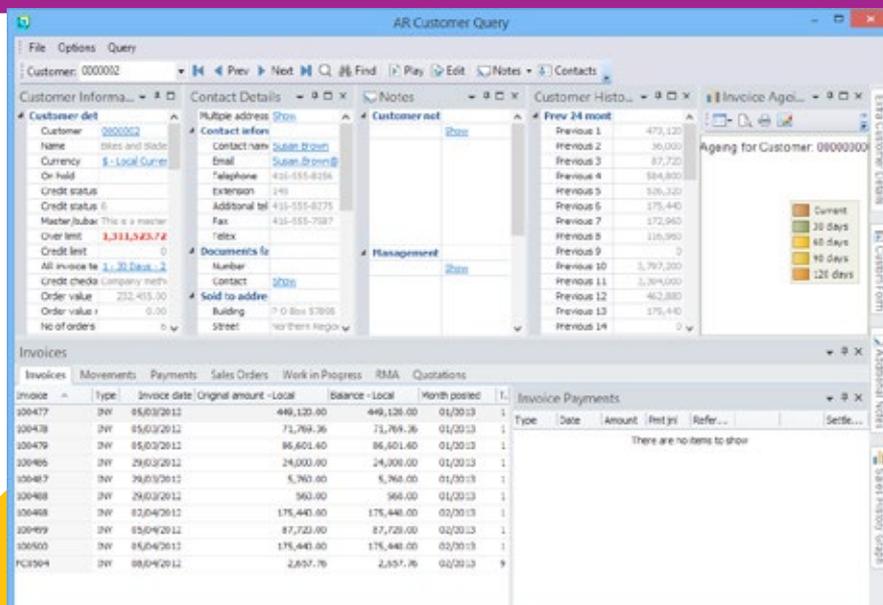
SYSPRO Accounts Receivable improves receivables management by facilitating accurate invoice processing and ageing, timely statement delivery and revenue collection as well as efficient credit management. This in turn leads to improved cash flow and customer relationships.

## The benefits of Accounts Receivable

- Multi-branch and multi-currency
- Multi-period for timely period-end rollovers
- Master/sub-account relationships for large enterprises
- Flexible ageing, terms and discount options for improved customer relations
- Multiple user-defined statement formats for different customer categories
- Bulk emailing and faxing of customer statements for rapid processing and delivery
- Full transactional history for credit management and sales analysis
- Instant access to all customer information, including outstanding invoices, sales orders and work in progress, for improved receivables management
- Credit management tools for improved cash flow, debt management and early detection of bad debts
- Configuration of recurring invoices for streamlined processing of repeat charges
- Optional, automatically calculated finance charges for penalties on overdue accounts

## Accounts Receivable features

- Choose from a variety of customer account numbering methods
- Set customer credit limit and terms
- Drill down from invoice to detailed sales order information
- Attach scanned delivery proofs to customer invoices for improved reconciliations
- Match payments with outstanding invoices manually or automatically, by invoice or aged date
- Query balance-ageing and average days-to-pay information
- Configure alerts for overdue accounts
- Attach notes and detailed credit management information to customer accounts and invoices
- Contra invoices between supplier and customer for the same organization
- Automate balance functions and month end procedures
- Automate recurring monthly invoices, such as maintenance contract charges
- Post unapplied payments, then contra against the relevant invoice when identified
- Revalue foreign invoices in report-only or update mode



# Sales Orders

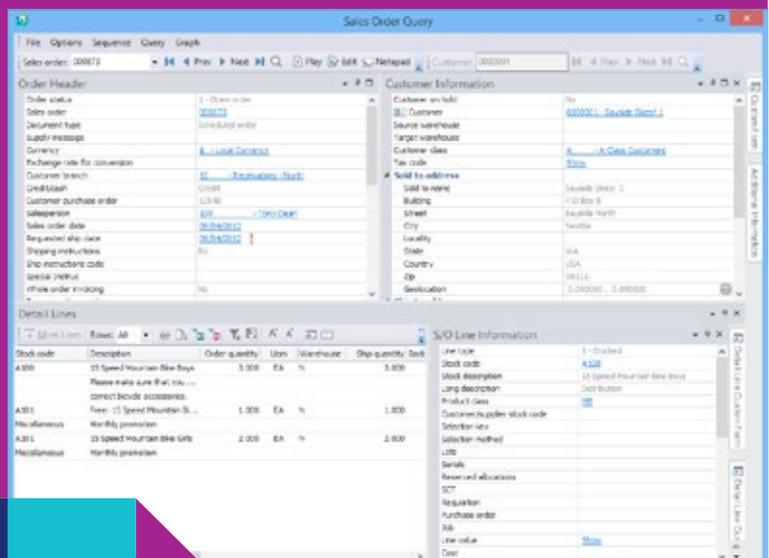
SYSPRO Sales Orders enhances customer service through fast, efficient order processing and accurate, timely order fulfillment while maximizing sales through instant access to information on stock availability, prices and product substitutions.

## The benefits of Sales Orders

- Suitable for a variety of order processing environments
- Flexible entry methods, copy facilities and pricing methods for efficient customer service
- Express entry for on-the-fly quotations and conversion to firm orders
- Real-time access to availability, prices, substitutes and available-to-promise information
- Margin checking and powerful pricing tools for safeguarding profitability targets
- Multicurrency for global orders
- Sales kits with optional components
- Customer-based rules for tailored ordering for improved customer service and order accuracy
- Optional tax and invoice rounding to cater for small coins
- Serial tracking and lot traceability
- Manual or automatic depletion of bins/lots
- Multiple units of measure, including cases, units and dimensions
- Delivery promising, scheduling and picking, as well as load planning features, for streamlined dispatch
- Support for global sales tax systems such as VAT and USA AVP

## Sales Orders features

- Define multiple formats for generating delivery, dispatch, acknowledgment and invoice documents for printing, faxing and emailing
- Process stocked and non-stocked items, as well as freight and miscellaneous charges
- Copy and modify previous orders
- Query best price for customer, stock code and quantity combination
- Enter configurable sales items using the Product Configurator
- Configure order discounts based on a variety of criteria
- Create job/SCT/purchase orders/requisitions on the fly for shortages
- Apply a handling fee and deposit on selected items
- Apply tax based on a variety of criteria, including order-line shipping addresses
- Place orders using the customer's, supplier's, or approved manufacturer's part number
- Print order and sales documents online or in batch, and reprint as required
- Configure real-time credit checking with email notification
- Use the express features such as recent purchase, order template, and Excel copy functionality to facilitate rapid processing of orders
- Manage promotional pricing with contracts for customers and buying groups
- Separately record labor associated with repair/service work orders
- Consolidate invoices across multiple orders and/or deliveries
- Archive completed sales orders as XML documents for retrieval as required
- Purge data according to selection criteria and history options

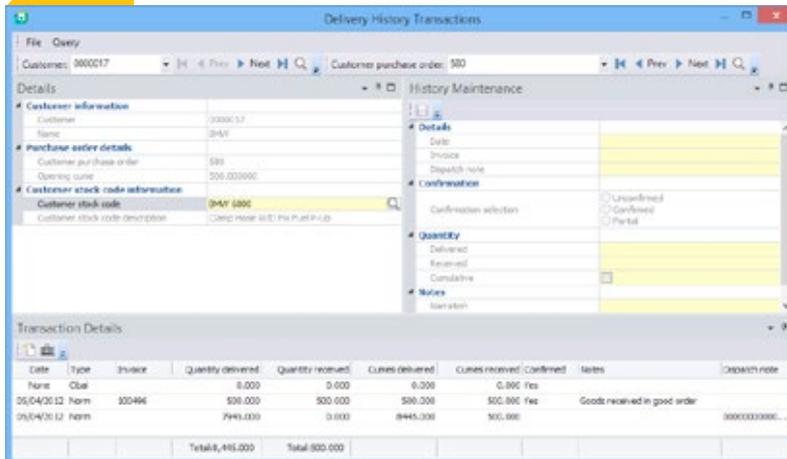


# Blanket Sales Orders and Releases

SYSPRO Blanket Sales Orders provides an effective method of setting up contracts between original equipment manufacturers (OEMs) and their suppliers by providing blanket sales orders with multiple release dates, multiple call-offs and cumulative tracking.

## The benefits of Blanket Sales Orders and Releases

- Easy reconciliation according to discrete or cumulative quantities
- Simple manual or EDI receipt of releases and call-offs
- Automated balancing and correction of opening balances
- Extensive visual decision-support, comparing existing plans and contractual arrangements before accepting changes
- Detailed query provides access to sales order lines, customer information and release history
- Online release history query by month and year
- Sales can define the parameters and contractual arrangements negotiated with the OEM
- Entry clerks and/or EDI methods can be used to quickly record a new release
- Management can review the new request; compare it with base data, contractual arrangements and production practicality; manipulate it to suit their needs and capability; and accept the results



## Blanket Sales Orders and Releases features

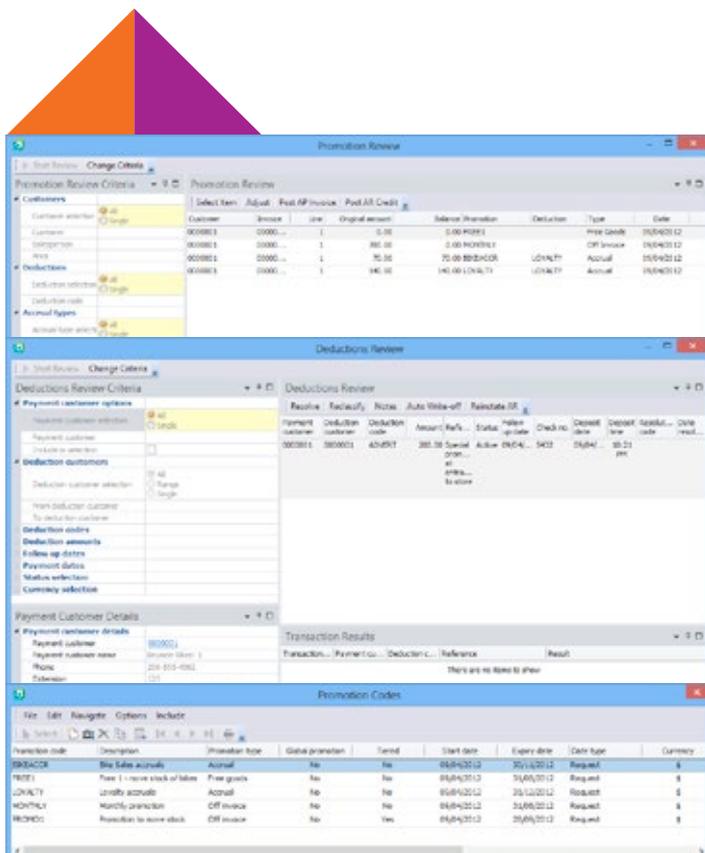
- Record new releases manually or through EDI
- Review and manipulate requests according to current capacity prior to acceptance
- Quickly filter changes in orders to schedule purchasing, manufacturing and dispatching to meet a customer's request
- Advise customers of the practicality of changes and communicate these changes to internal supplying department
- Provide quick access to quantities delivered and outstanding per contract
- View in-transit figures
- Record notes against a release during confirmation
- Cross-reference customer and supplier stock codes
- Control the parameters as well as the negotiated contractual arrangements
- Define the number of days before a ship date to allocate inventory

# Trade Promotions

SYSPRO's comprehensive Trade Promotions functionality provides increased control and efficient management of your promotions, thereby reducing time-consuming reconciliations and improving accuracy and profitability. With its clear visibility of Pareto, forecasting, inventory and sales data, SYSPRO enables quick identification of suitable items for promotion such as new, rebranded and seasonal items, slow movers, or those nearing expiry date.

## The benefits of Trade Promotions

- Streamlined promotion and deduction processing for industries selling through retail outlets, and the consumer packaged goods industry
- Improved visibility and invoice accuracy mitigates costly errors and write-offs
- Efficient reconciliation of accounts
- Single- and multi-level credit checking, with selective inclusion of outstanding deductions
- **Pricing**
  - Bracket pricing and discounts based on quantity, volume or weight
  - Automatic application of bracket pricing for incoming EDI orders
  - Pricing for product groups and delivery methods
- **Flexible promotions**
  - Promotion qualification by weight, volume or quantity
  - Promotion reviews for applying paybacks by cash or credit
  - Off-invoice allowances, accruals and free-goods promotions
  - Price changes, line promotions or line discounts for off-invoice promotions
  - Tracking of accrued promotions
- **Deduction review and reconciliation**
  - Resolution, write-off and matching of deductions to available accrued promotions for improved control
  - Automatic adjustments of accounts receivable invoices for streamlined processing
  - Automatic write-off of small amounts



## Trade Promotions features

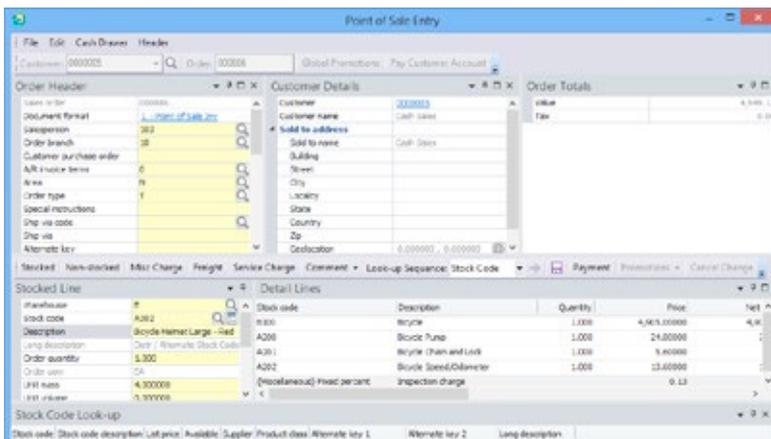
- Configure promotions for either order date or requested delivery date ranges
- Recalculate line item pricing in order entry at any time to obtain group pricing
- Select to apply promotions to individual lines or entire orders
- Match accrued promotions with specific deduction codes
- Configure free goods promotions to supply ordered or specific stock, free or at a reduced price
- Capture deductions at the time of accounts receivable payment processing
- Review, change and split deduction amounts among customers, and change deduction codes on a single screen
- Reinstate unauthorized deductions as accounts receivable debit memos
- Enter notes and maintain follow-up dates

# Counter Sales

SYSPRO Counter Sales facilitates over-the-counter sales transactions by enabling the receipt of payments and deposits at the point of transaction.

## The benefits of Counter Sales

- Multiple deposit receipts and cash receipts against accounts
- Various payment types and multiple cash drawers
- Fast, accurate information to customers and sales staff at the customer counter
- Prevention of sales to customers in excess of their credit terms
- Access to current information on customer sales, inventory movement and cash receipts during order entry
- Ability to sell serialized or lot traceable items
- Tracking of cash sales, deposit history and payment transactions
- Provision for complex pricing structures such as contract pricing and discounts
- Optional auto-depletion of lots and bins
- Daily cash receipts and sales reports
- Multi-currency sales and receipts
- Application of sales commissions for reporting



## Counter Sales features

- Control operator access
- Sell non-stocked or stocked items
- Process sales using a customer's or supplier's stock code
- Apply freight and miscellaneous charges
- Sell kits with optional or mandatory components
- Process split payments, credit cards or checks, and calculate the change due
- Process back orders
- Apply deposits in full or partially as payments
- Process a payment against an existing customer as required
- Accept deposits and payments against regular orders

# Return Merchandise

SYSPRO Return Merchandise provides an easy, efficient method of controlling the return or exchange of items sold to customers, ensuring visibility and tracking of the item until the transaction is concluded.

## The benefits of Return Merchandise

- Instant on-screen access to all return merchandise authorization (RMA) information for improved customer service and continuous improvement initiatives
- Retention of unlimited history of RMAs for tracking
- Complete visibility of returned inventory
- Automatic calculation of associated return charges to prevent costly mistakes
- Verification of warranty date, price and quantity purchased for improved accuracy
- Immediate replacement of cross-shipments for returned goods facilitates improved customer service
- Alerts for invalid RMAs

## Return Merchandise features

- Create unique user-defined return codes
- Enter multiple line items per RMA
- Process stocked and non-stocked items
- Check against return period for RMAs issued
- Select from various actions when receipting RMA items such as repair, scrap, return to supplier, restock or take no action
- Apply automated restocking charge fees
- Check validation of sold items
- Set default warehouses for RMAs and subsequently transfer to repair warehouse after inspection
- Create repair work orders for items within or out of warranty
- Initiate inter-branch transactions

The screenshot displays the SYSPRO RMA Query window. The RMA number is 00000001, entered on 01/04/2012. The customer is 0000001, Bayside Bikes, 1, with contact Karen Saunders. The RMA is for a non-stocked item (A300) with an authorized quantity of 5.000000, issued on 08/04/2012. The detail lines show two items: A300 (5.000000) and A303 (1.000000). The additional line information for A300 includes stock code A300, product class MB, unit of measure EA, original invoice 000000001100466, original tax code A, problem code PT - Faults, and receipt details showing a quantity received of 0.000000.

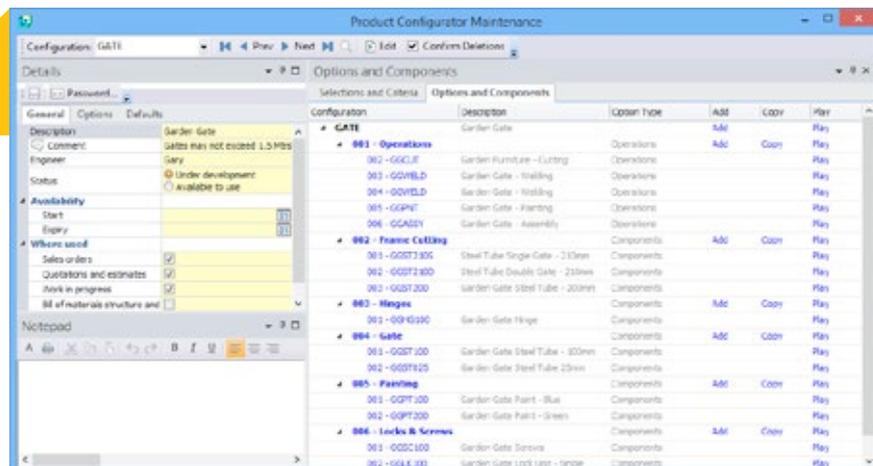
RMA line	Stock code	Authorized quantity	Issue date	Receipt date	Line s
1	A300	5.000000	08/04/2012	None	Open
2	A303	1.000000	08/04/2012	None	Open

# Product Configurator

SYSPRO Product Configurator provides a rules-based system of multiple configuration options via a web-based interface, enabling the efficient and accurate configuration of products for enhanced customer service and operational efficiency.

## The benefits of Product Configurator

- Ideal for engineer-to-order and configure-to-order environments
- On-the-fly configuration of complex products for estimates, quotations, orders, bill of materials, and jobs
- Uncluttered web-based interface for external configuration activities by customers or internal configuration activities by staff
- Rules-based for viable configurations of products
- Mandatory and optional selections, as well as selection-dependency
- Library of common configurations for rapid processing of repeat orders
- Configuration of standard inventory items
- Calculation of configurations can be based on item dimensions
- Multimedia links provide clarity for selections



## Product Configurator features

- Define selection criteria to determine the number of options presented for configuration
- Develop component dependencies based on options
- Link options to stock codes and operations
- Store and recall commonly used configurations
- Optionally create a new inventory part and bill of material from a configured selection
- Optionally generate a custom work order and linked sales order
- Optionally reuse existing parent when generated from selections
- Generate non-stocked items or kit types
- Generate intelligent part numbers based on selections
- Base costs on bill of materials or inventory cost
- Generate labor requirements based on configuration options
- Drive demand through production by generating sales orders for standard parts
- Prevent premature use with 'under development' indicator
- Print selections on order documents

# Quotations

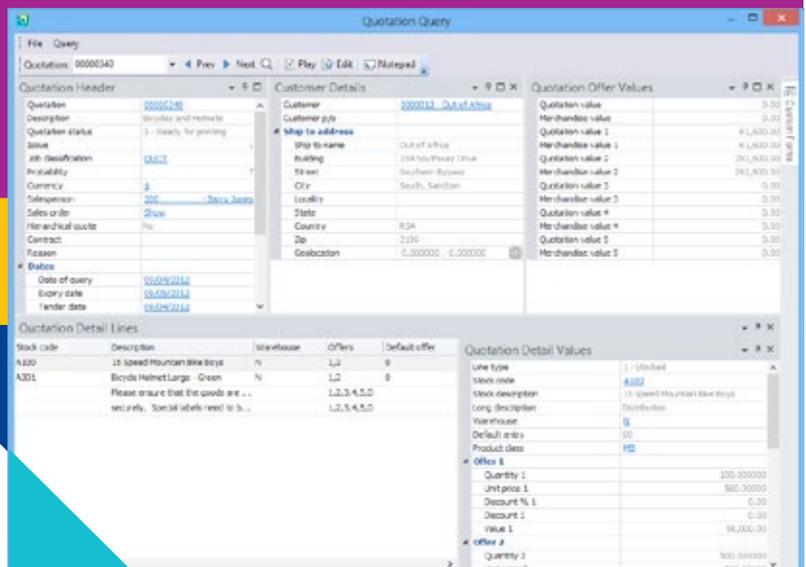
SYSPRO Quotations provides the flexibility to produce quotes with multiple offers on stocked and/or customized (estimated) items for existing and prospective customers. The power of this system becomes evident when one or more stock items must be specially made; in these cases a supporting estimate can be created. This, in turn, may have one or more special parts, which again can be supported by an estimate, and so on. This process can be extended to 14 levels, which are then rolled up to complete the quotation's top-level costing.

## The benefits of Quotations

- Quotations for existing and/or custom items
- Product Configurator for streamlined quote generation
- Accurate time and materials estimates for manufacturing
- Accurate estimates of expected labor, material and overhead costs
- Bill of Materials retention for custom manufactured items
- Supplier contract maintenance for non-stocked purchased items
- Built-in margins to safeguard profits
- Lost-quote analysis to improve sales
- Optional inclusion of quotations in material requirements planning for forward planning based on acceptance probabilities
- Job chaining for multi-level custom bills of material
- Manual or automatic quotation numbering, optionally by branch and with prefix
- Quotation versioning for tracking quote changes
- Streamlined importing of details from third-party products such as CAD and Excel

## Quotations features

- Determine price and lead time with online cost roll-up
- Define multiple formats for generating quote documents for printing, faxing and emailing
- Control quoted costs with expiration dates
- Create up to five offers per quotation with default quantity breaks
- Copy and modify previous quotations
- Recall non-stocked item information for use in multiple quotations
- Re-value quotes based on current inventory or bill of material costs
- Import estimates and quotes from external files such as CAD-generated data
- Recall configurations previously defined using the Product Configurator
- Automatically create work orders, purchase orders, sales orders, retentions, deposits and billing schedules on acceptance of a quote
- Add and print notes, comments and instructions on reports and quotation formats
- Create inventory items and generate a bill of material from an estimate
- Optionally include progressive scrap in the calculation of material and capacity requirements
- Optionally prefix automatically generated non-stock codes



# Point of Sale

SYSPRO Point of Sale offers a wide variety of features encompassing all your in-store requirements, enabling you to deliver a superior experience to your store personnel and customers.

SYSPRO Point of Sale is a scalable web-deployed solution which has been specifically designed to handle the customer-facing, “front-end” of your business. It has a flexible n-tier architecture enabling a high degree of extensibility and interoperability. With 'Always-On' design, you can still deliver real-time operations when and where they matter most, because your store will continue to deliver critical customer facing functionality, even if the connection to the central database is lost.

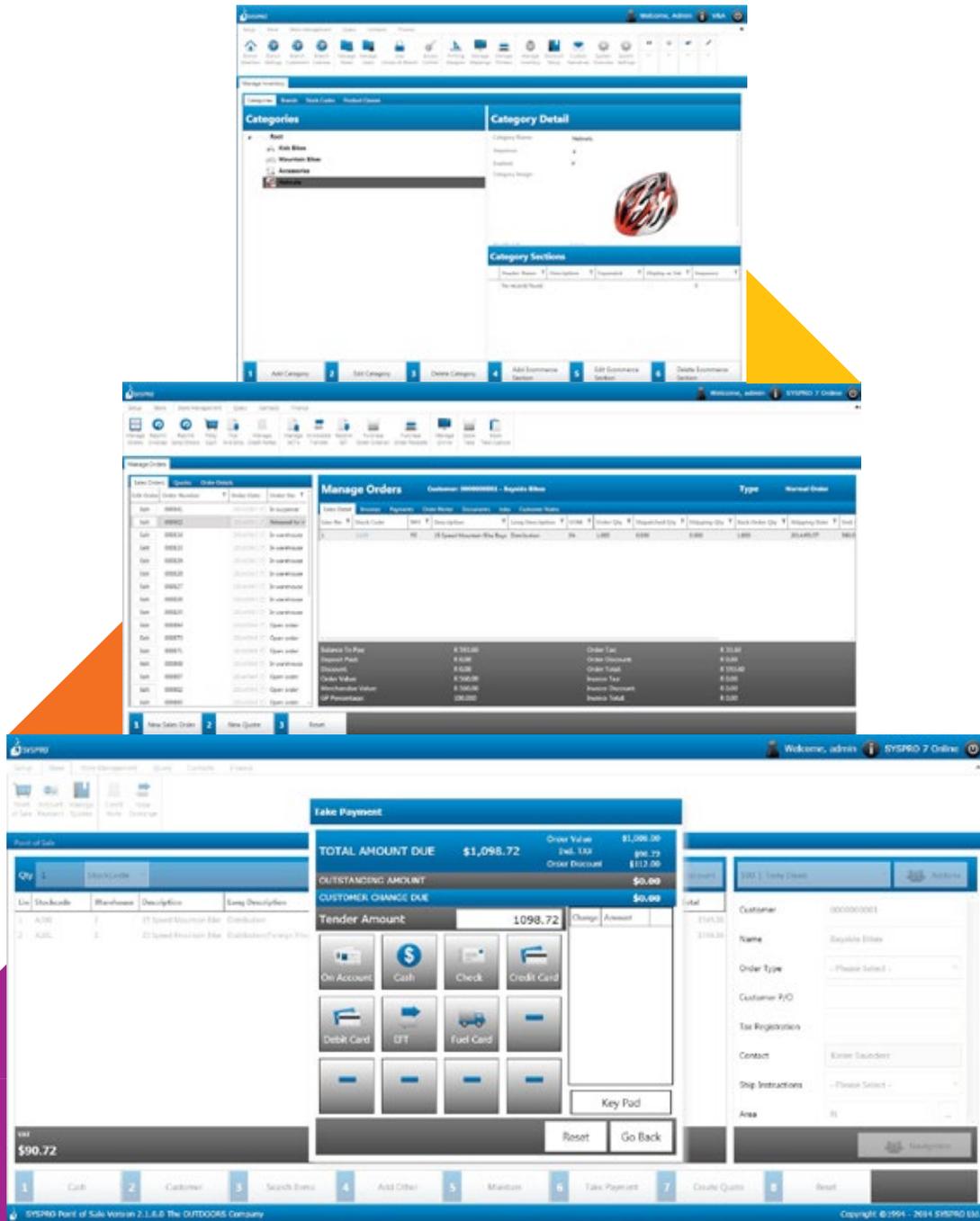
SYSPRO Point of Sale has been engineered with robust and easily-managed security options and features specific to a point-of-sale environment, which ensures your processes, checkpoints and supervisor overrides are in place at the cash collection heart of your business.

## The benefits of Point of Sale

- Complete on-line and off-line trading functionality which means that should your network or server go down, your critical sales functions will continue to work without any interruptions
- Access from anywhere so there is no need to be at the till to access reporting or management functions
- Reduced network traffic due to an optimized web-based interface
- State-of-the-art, touch screen-ready interface
- Ease of deployment and hassle-free maintenance
- Robust and easy to manage security options

## Point of Sale features

- Comprehensive offline capability
- Full touch screen, barcode scanning and printing and cash drawer integration
- Full keyboard and mouse driven interface with the option to utilise touchscreen technologies for the sales and payment functions
- Mobile tellers who are not restricted to a single till point
- Cash or account based sales
- Split payments between cash, check, vouchers and bank cards
- Ability to create and confirm quotations from the point-of-sale
- Deposit management - ability to take deposit payments and manage them against an order
- Process credit notes or exchanges for existing invoices or till slips for both cash or account based customers
- Multiple printer definition per user and function, allowing for seamless document processing with the ability to customize standard document formats
- Lot traceable and serialized item sales
- **Security**
  - Access control per user; role based security management and comprehensive permission security checkpoints
  - Flexibility to allow teller overrides for variances, pricing or setting of discount limits
  - Ability to configure required supervisor acceptance and override control over all sensitive functional areas
- **Customer cards**
  - A comprehensive customer card system is also fully integrated into the sales cycle, allowing for the determination and assigning of individual customer card credit limits within the overall account credit limit
  - Through the integration with SYSPRO, history and reporting of all sales by customer card is enabled, allowing the overall account holder to view and understand the nature of all purchases for each individual card-holder
  - The customer card system also fully integrates into SYSPRO’s Contact Management module



### Management and reporting

- Petty cash management
- Advanced cash-up functionality with cash book integration
- End-of-day and end-of-shift managed processes and reporting
- Supply chain transfers and goods in transit stock management functions, allowing you to transfer and receive stock from depots or other branches
- Immediate transfers allowing stock to be transferred from storeroom to showroom floor
- Complete sales audit trails

### Integration with SYSPRO

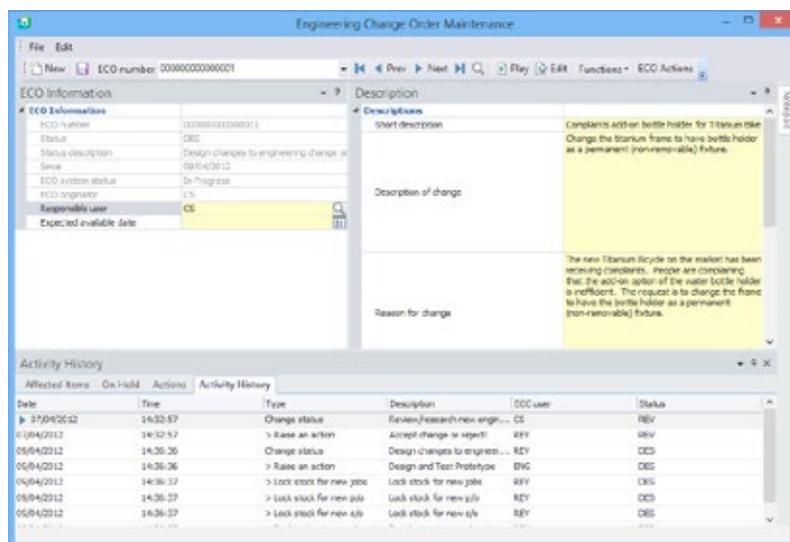
- Accounts Receivable
- Cash Book
- General Ledger
- Inventory
- Sales Orders
- Contact Management
- Accounts Payable
- Trade Promotions

# Engineering Change Control

SYSPRO Engineering Change Control (ECC) helps you to improve the management of engineering changes to your products and/or associated data. This is achieved through user-defined workflow, steps and processes. It can augment or replace the paper trail that typically accompanies any changes to product design data. The archiving facility enables retrieval and production of prior revisions/releases.

## The benefits of Engineering Change Control

- User-defined workflow for the streamlined control of product design changes
- User-defined status codes for company-specific requirements
- Automatic or manual movement between statuses
- Association of triggers and events for automated alerts
- Electronic sign-off for Engineering Change Orders (ECOs) for ease of tracking
- Archiving of versions for tracking and retrieval



## Engineering Change Control features

- Enforce security and controls in the ECC process
- Govern revision/release sensitivity at stock code level
- Keep track of product-related data such as drawings, circuit diagrams and CNC programs
- Assign product design tasks to specific users/groups of users
- Transfer tasks between users/groups of users
- Define new task notifications, outstanding task reminders and electronic sign-off
- Control structure and/or routings maintenance with mandatory ECOs
- Define any number of user-defined statuses with associated routings
- Trigger an associated event when an ECO is moved into a status
- Identify existing jobs, purchase orders and sales orders relating to the affected products on the ECO with where-used queries
- Identify affected products against an ECO
- Optionally prevent creation or maintenance of purchase orders, jobs and sales orders for products on an ECO
- Optionally prevent stock code maintenance for ECC-affected items
- Optionally increment affected parent BOM revision/release numbers when attached component version/release numbers change, as long as the parent is also an affected item on the same ECO.
- Optionally allow cosmetic changes to a BOM without increasing the revision/release number
- Optionally allow the tracking of release when ECC stock control is at Revision level
- Retrieve previous revisions of structures, routings and jobs from archives for production as planned or as built
- Optionally allow non-sequential revision or release numbering

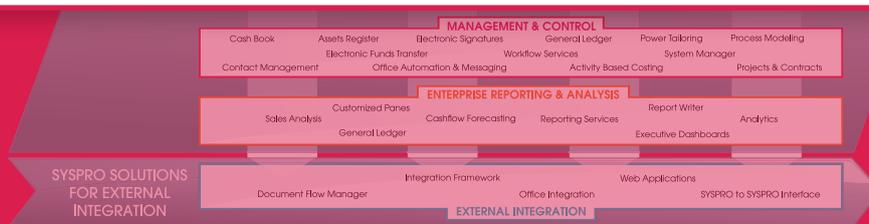
The SYSPRO solutions available for execution and operational processes cover all routine aspects of the business from procurement and sourcing through design and manufacture, distribution and warehousing to the final selling and after-sales service.



# SYSPRO's Management and Control



Cash Book	Assets Register	Electronic Signatures	General Ledger	Power Tailoring	Process Modeling
	Electronic Funds Transfer		Workflow Services		System Manager
Contact Management	Office Automation & Messaging		Activity Based Costing		Projects & Contracts



SYSPRO Management Solutions create the foundation for more successful supply chain management. These solutions optimize insight into the enterprise, enabling you to reduce operational and supply chain costs, enhance decision-making and respond more quickly to customers and the economic climate.

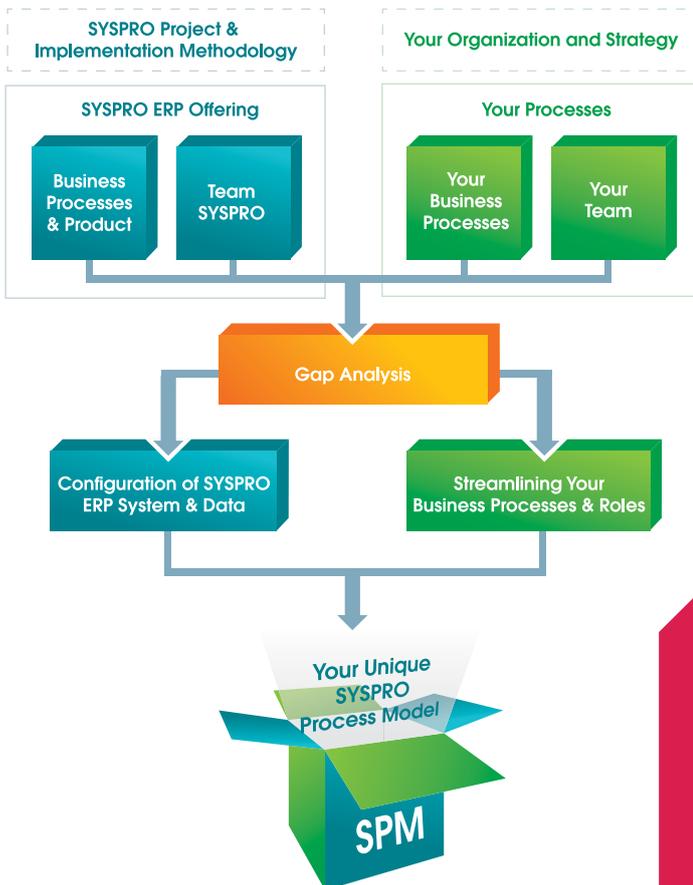
These solutions enable growing companies to maximize the planning and management of business processes to better position themselves in their respective markets.

# Process Modeling

SYSPRO Process Modeling (SPM) is a personalized baseline business process modeling tool which integrates SYSPRO software with the customer's requirements. SPM provides a model-driven architecture which enables companies to align information technology with organizational strategy, business objectives and sustainability. SPM provides a transparent view of an enterprise's uniquely modeled processes and organizational roles.

## The benefits of Process Modeling

- Transparency of business processes across the enterprise
- System configurations and processes contained in a set of inter-related models, instead of a number of disparate documents
- Visibility of SYSPRO functions and features
- Central repository for a company's unique process requirements, as well as all modifications, whether at business process or system level
- Predefined and modeled industry-standard business processes to get started
- Standardization of business models across different organizational business units
- Fully modeled SYSPRO solution architecture, including menus, sub-menus, screens and panes
- Modeled system data structures, roles and security
- Design and definition of integration with third-party applications
- Workflow processes and roles



## Process Modeling features

- Model business requirements and system options, resulting in a better quality implementation and controlled changes
- Define system configuration and integration from the modeled business processes
- Standardize and record processes as they evolve
- Control the introduction and understanding of new features during system upgrades
- Identify and drive validations and control authorizations
- Provide an audit trail of the collaborative business and trade-off decisions made during process modeling

# Workflow Services

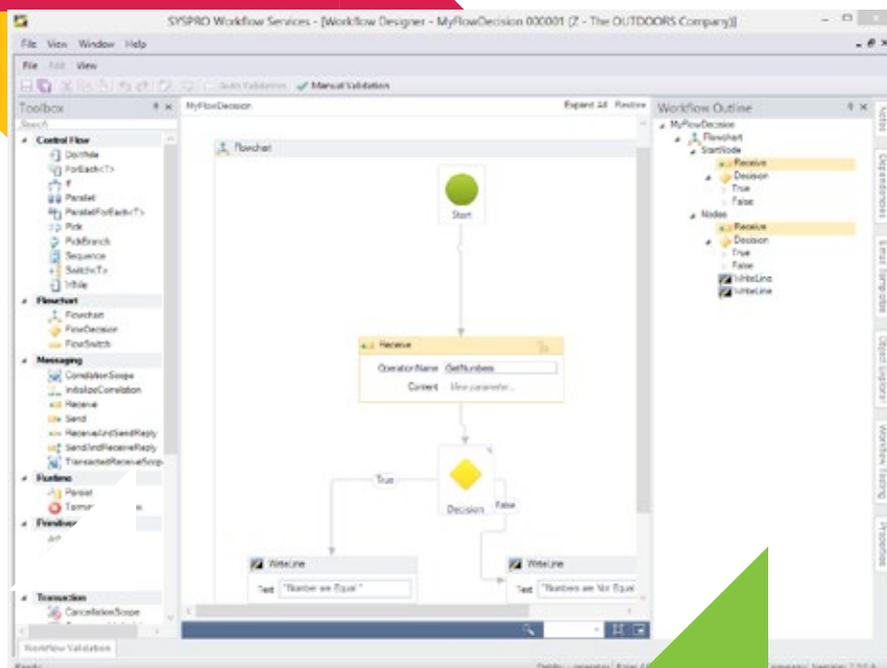
SYSPRO Workflow Services (SWS) provides the capability to design and enable the streamlined flow of business processes through a fluid and user-friendly interface. The application facilitates greater visibility, clarity, transparency and integration throughout the organization's business processes.

## The benefits of Workflow Services

- Streamlined business processes
- Promotion of inter-departmental collaboration
- Comprehensive test environment in which to test workflows prior to deployment
- Role-based security
- Notification services
- Accessible from third-party applications
- Central host engine for all workflows
- SOAP and HTTP-communication enabled
- Workflow monitoring and tracking to centralized database
- WYSIWYG workflow and activity designer

## Workflow Services features

- Design, build, test, deploy, manage and integrate any number of business workflows
- Initiate workflow processes, both from within SYSPRO and externally
- Process workflow transactions remotely and without necessarily having SYSPRO installed on the desktop
- Apply rules-based interaction and control



# Power Tailoring

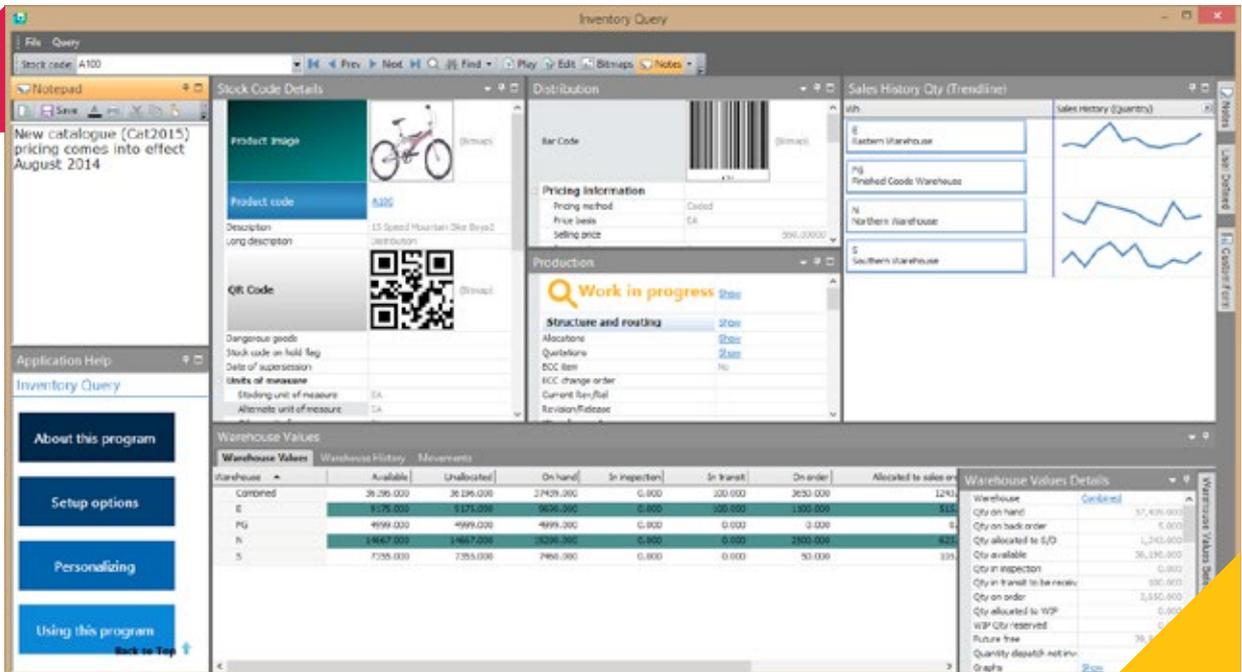
SYSPRO Power Tailoring can be as simple as rearranging fields on a form or creating a Favorites menu. However, it also equips you to build complete applications to automate business processes and apply company rules. Customization in SYSPRO comprises a number of facilities and features which enable you to personalize, tailor and configure the system to better suit group or individual user requirements, and to streamline business processes.

## The benefits of Power Tailoring

- Customization without the need for specialist development or skills for ease of administration
- Tailored interfaces for streamlined entry, uncluttered queries, information alerts and highlights
- System-wide or industry customization for enterprise- and company-specific standards and processes
- Role, group and operator personalization for streamlined data entry, queries and reporting in functional categories
- Optional multi-level flow-graph navigation for streamlined system-based business processes
- Industry-specific templates for rapid deployment of suitable interfaces
- Customization copy and import/export features for seamless deployment of customization across the enterprise
- Powerful charting capabilities for digital KPI dashboards
- Translation utilities for company-specific terminology and multi-lingual enterprises
- Standard dictionaries in English, French, Spanish, German and simplified Chinese for ease of system translation
- User-defined data fields for company- and industry-specific querying and reporting
- Centralized customization management for customization visibility and streamlined deployment across the enterprise
- Roaming profiles for the mobile workforce

## Power Tailoring features

- Use system-wide, industry, role, group and operator customization to tailor the user interfaces to suit your enterprise
- Position SYSPRO applications and workflows as well as external applications within the SYSPRO workspace as preferred
- Design menus at system, company, role, group and operator level
- Copy menus within and between categories
- Opt for classic tree-view menus or tiled task panels
- Customize the appearance and behavior of navigation tiles
- Add commonly used reports and applications to a Favorites pane for quick access
- Use categories to classify and organize your menu items
- Customize the appearance and behavior of display and entry forms
- Indicate company-specific conditions for form fields, such as 'required field' and 'negative values disallowed'
- Use custom forms to add user-defined data types to master files, transactional records, and list view displays
- Use themes and on-screen watermarks to differentiate between different companies in a multi-company environment
- Design customized flow graphs and flow graph transitions to aid seamless navigation through business process tasks
- Customize the appearance and behavior of flow-graph shapes
- Export/import user task menus and flow graphs
- Modify toolbar behavior; for example, selectively restrict operator access to a toolbar's functions



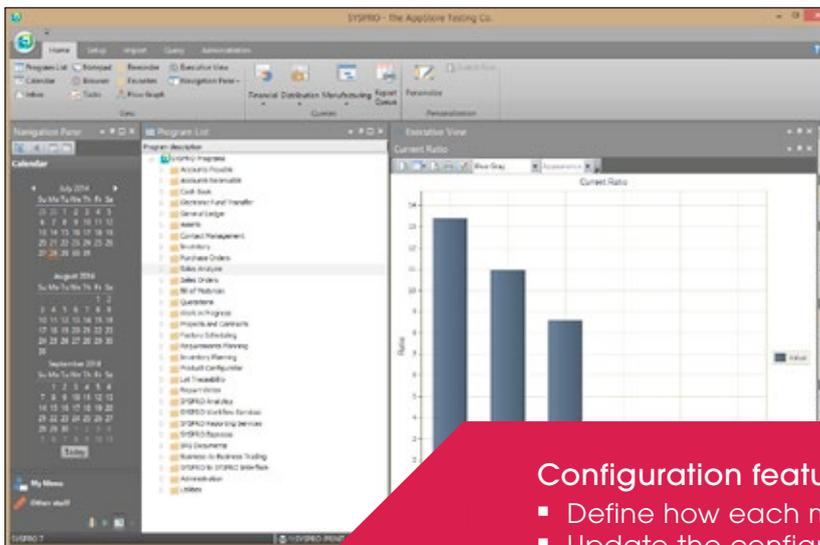
- Use the VBScript syntax editor to view existing VBScripts - and write your own - for system elements such as menus, forms, charts, list views and toolbars
- Use customized panes and business objects to display external data and graphics
- Use VBScript to launch external content such as web sites, and to display dynamic content such as current bank balances, in files
- Use GeoLocation address functions to provide access to map directions in a web browser and to provide matching lists for auto-population of editable address fields
- Create user-defined associated panes to display additional data
- Incorporate General Ledger balancing reports in customized-pane list views to help control account reconciliations
- Change the behavior of any toolbar control using VBScript
- Define your own field-level help
- Insert multimedia objects directly into a form
- Use the Customization profiler to analyze customization at application level
- Use SYSPRO's calendar to manage appointments, schedules and events, and to optionally synchronize with Microsoft Outlook
- Define task lists per operator and optionally insert into Microsoft Outlook
- Add a notepad to any application or key field
- Associate multimedia objects with key fields for display

# System Manager

SYSPRO System Manager serves as the foundation of the SYSPRO system. It provides the ability to define the environment, configure set-up options and tables, format stationery and seamlessly integrate applications for efficient data processing. It also provides the tools to personalize SYSPRO's user-friendly interface.

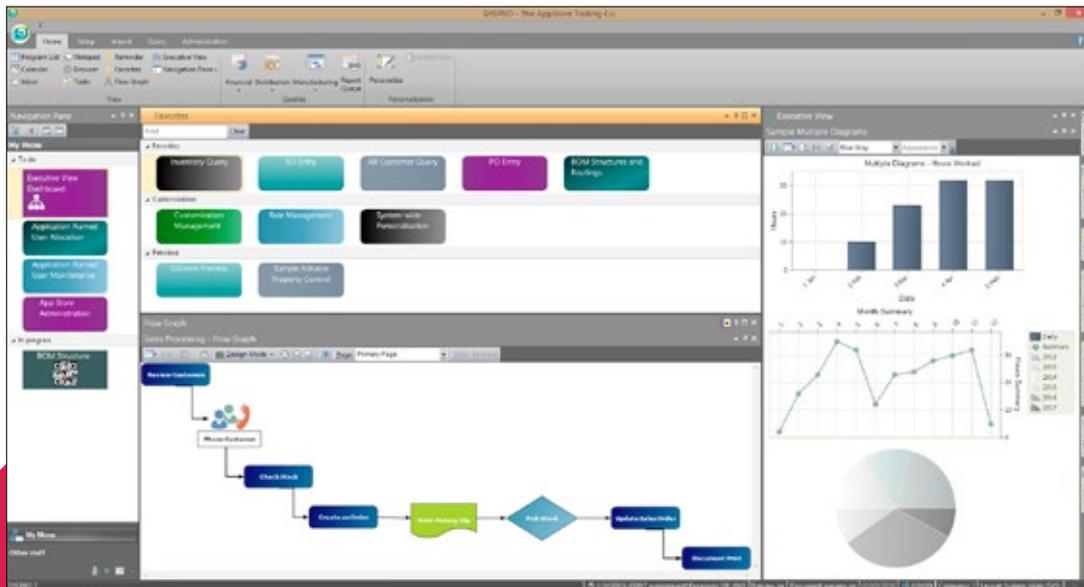
## The benefits of System Manager

- Configuration options for tailoring operating environments
- Stationery formats and tables for customized transactional documents such as purchase orders and invoices
- Centralized, multi-level security for protecting sensitive data and critical functions
- Customizable user interface for streamlining the processing environment
- General ledger integration at module level for the control of ledger transaction volumes
- Automation of a number of SYSPRO applications for executing scheduled, unmanned tasks such as month-end report generation and overnight requirements calculations
- Online help with bookmark, annotate, search and print functions



## Configuration features

- Define how each module operates
- Update the configuration options as requirements change
- Choose new features to use when the software is enhanced
- Manage key field characteristics, e.g. define and limit key field-length presentation, as well as key field types and numbering methods
- Define structured addresses to suit your country or company standards
- Define a map product such as Google Maps to facilitate address geolocation searches
- Use the import applications to simplify the migration of master data from external applications during system set-up



### Stationery formats and tables features

- Design document formats by selecting SYSPRO database fields in the design mode for Microsoft Word templates, Crystal-based reports, bitmaps or pre-printed forms
- Customize existing, or create user-defined reports using Reporting Services
- Print barcodes for selected fields
- Incorporate graphics such as logos, tables and watermarks
- Maintain standard tables such as discount, terms, tax rates and currencies for use throughout the system

### Security features

- Implement role-based, group and operator security
- Use e-signatures to control access and to authenticate transactions at a granular level
- Use system audit reports and views to track user activity at program, function or transaction level
- Password-protect sensitive functions
- Optionally encrypt VBScripts on client machines to prevent editing

### User interface features

- Personalize SYSPRO's interface, system-wide, per role, per group and per operator, with the system's state-of-the-art customization features

# Electronic Funds Transfer

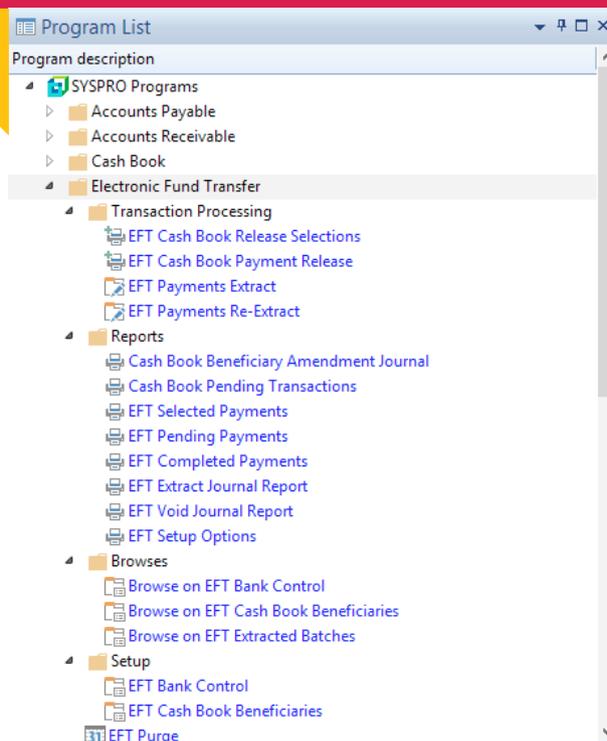
The SYSPRO Electronic Funds Transfer (EFT) system improves multi-currency payment efficiency and provides an accurate, current picture of your cash flow. Furthermore, it reduces the risk of fraud and transactional costs associated with beneficiary payments.

## The benefits of Electronic Funds Transfer

- Lower transactional costs of beneficiary payments
- Reduced fraud risk
- Reduced risk of late payment penalties
- Reduced resource requirements
- More accurate cash flow control
- Paperless payment audit trails

## Electronic Funds Transfer features

- Indicate per bank whether EFT transactions are required
- Indicate per supplier whether EFT payments are required
- Capture banking details for Cash Book beneficiaries
- Define security at activity and field level
- Define company-specific EFT remittance advice formats
- Customize EFT output files for bank-specific formats
- Define EFT narration at company or supplier level
- Combine EFT payments for both Accounts Payable suppliers and Cash Book beneficiaries into one bank batch file
- Post Accounts Payable EFT payments to the Cash Book in detail or in summary

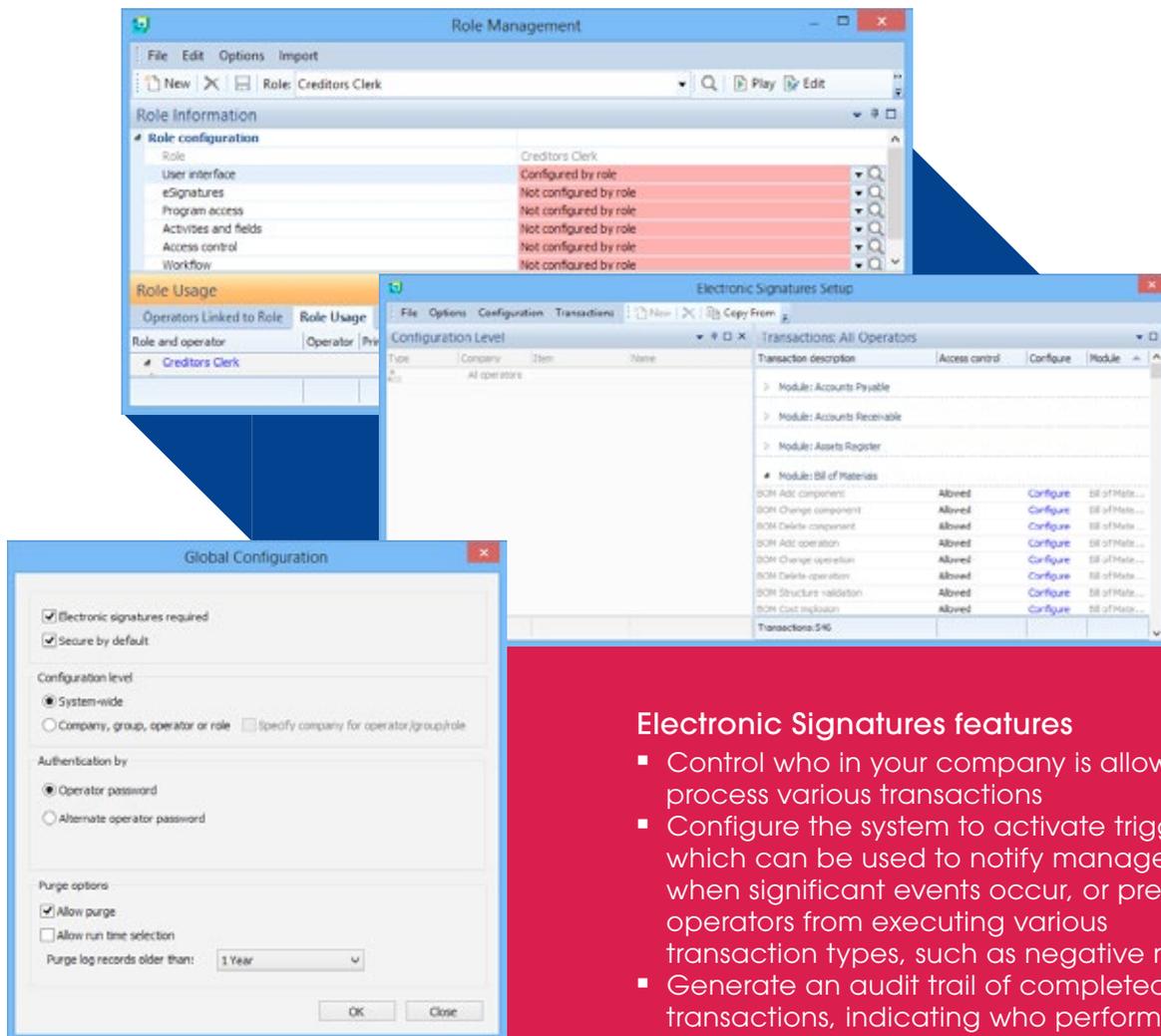


# Electronic Signatures

SYSPRO Electronic Signatures provides authentication and tracking of system activity against key business processes and sensitive data, thereby enabling the security of transactions.

## The benefits of Electronic Signatures

- Configurable at role, operator, system, company or group level
- For full authentication at transaction level, secure access is controlled through the entry of a password before the transaction may proceed
- Tracking of who did what and when
- Centralized management for ease of administration
- Triggering capability to provide notification or automation, often used to automate workflow processes

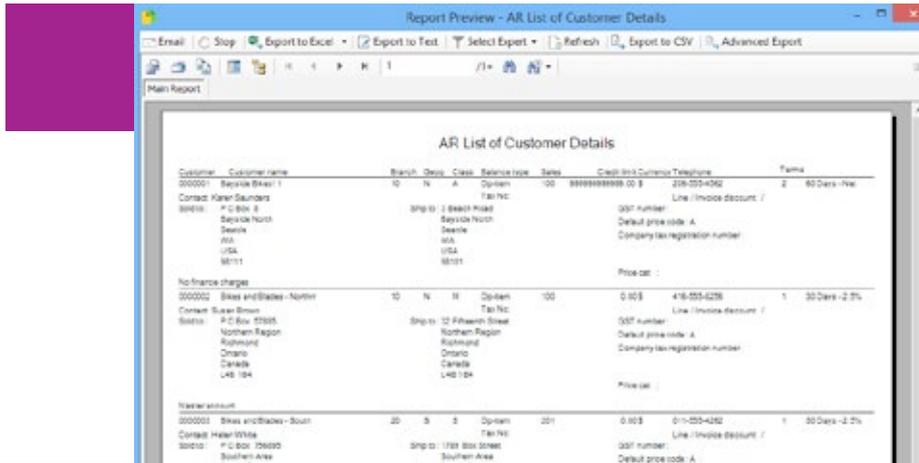


## Electronic Signatures features

- Control who in your company is allowed to process various transactions
- Configure the system to activate triggers which can be used to notify management when significant events occur, or prevent operators from executing various transaction types, such as negative receipts
- Generate an audit trail of completed transactions, indicating who performed a transaction and when it occurred

# Office Automation and Messaging

SYSPRO Office Automation and Messaging improves workflow communication and response times, both internally and externally. It can accelerate action on critical events by automatically notifying key people via e-mail or the internal SYSPRO messaging functions. Alternatively, SYSPRO Office Automation and Messaging will run a program as events occur or when data reaches a pre-configured level. Furthermore, it provides for e-mailing or faxing from directly within SYSPRO.



## Office Automation and Messaging features

- Emailing and faxing of transactional documents and reports from within SYSPRO
- Email notifications from within Electronic Signatures and Event Management
- Events for triggering emails, running SYSPRO or other applications, and writing to a log file for later review
- Emailing via Microsoft Exchange or any MAPI-compliant product (e.g. Lotus Notes)
- Support for other mail transport protocols (e.g. SMTP) via VBScripting
- Validation against Microsoft Exchange Address Books for accurate delivery of messages and reports

## Event management

- Monitor events as they happen and automatically notify one or more people
- Conditional logic adds intelligence to notification, e.g. only the buyer of an item is emailed
- Customize triggers, with effective dates
- Place standard variables in the command line to specify desired events

## Sample events

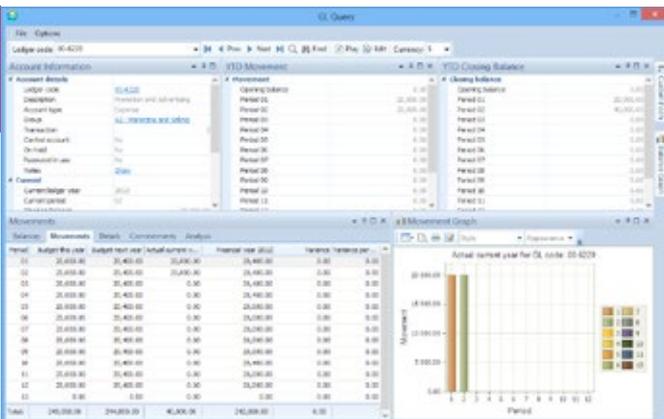
- Stock on hand negative
- Stock less than safety or minimum
- Stock above maximum
- Goods receipt
- Bank balance less than specified parameter
- Customer balance is greater than percentage of allowed credit limit
- Supplier balance greater than specified parameter
- Job costs exceed expected levels
- Lot quantity on hand falls to zero
- New stock item added
- Customer now within credit limit
- Sales order released from credit check
- Access security breach attempt
- General ledger YTD actual greater than YTD budget by specific percentage
- New supplier added
- New customer added
- Requisition routed to another user
- Estimate available for use

# General Ledger

SYSPRO General Ledger facilitates the management of corporate performance and the monitoring of return on investment by providing complete enterprise-wide financial recording, analysis and reporting from all aspects of the business. It integrates seamlessly with all financially-based modules in SYSPRO.

## The benefits of General Ledger

- Unlimited detail and summary histories for comparison reports, queries and graphs
- Unlimited structured or free-format account codes for evolving requirements
- Multi-currency, with currency exchange-rate history, for global organization requirements
- Sub-module integration in real-time or batch mode
- Sub-ledger drill-down for rapid identification of source transaction details
- Multiple general ledger journal types, including recurring journals
- Automatic balance transfer based on associated statistical account weighting
- Cost analysis to allow for detailed allocation to be recorded within an account
- Balancing reports for rapid identification of sub-ledger imbalances and their causes
- Standard financial-ratio queries, such as liquidity and profitability, for snapshots of company performance
- Consolidated financial reporting for multi-company requirements
- Option for authorization of journal functions for centralized control
- Multiple security options at account code level
- Granular security in structured general ledger for organizational divisions such as branches, cost centers and departments
- Financial year redefinition for evolving enterprises
- Support for global requirements such as European Monetary Unit (EMU) and FASB 52



## General Ledger features

- Define a 4-, 6-, 12- or 13-period financial year
- Maintain an open ledger for up to two years with multi-period accounting
- Choose between structured or unstructured general ledger account formats
- Define ledger code groupings and report codes
- Specify integration from sub-ledgers as detail or summary, by module or ledger account
- Retain foreign currency rates of exchange at transaction level
- Maintain standard and recurring journal entries, and optionally automate their periodic posting
- Utilize predefined templates for rapid posting of repetitive entries
- Import budgets and journal entries from third-party products such as payroll
- Cut and paste journals from Excel spreadsheets
- Use the general ledger balancing function to streamline periodic general ledger reconciliations
- Password protect sensitive accounts
- Restrict ledger codes to specific business processes and transactions
- Place accounts on hold to prevent postings
- Restrict access to structured ledger codes for queries and posting by role, group or operator
- Restrict access to journal creation, authorization, printing and posting
- Produce consolidated financial reports for multiple companies
- Maintain up to 10 budgets for each ledger code
- Define cost categories to be checked against budget
- Create and attach notes to accounts using Notepad
- Use statistical accounts for non-financial values such as headcount for inclusion in weighted transfers and report calculations

# Cash Book

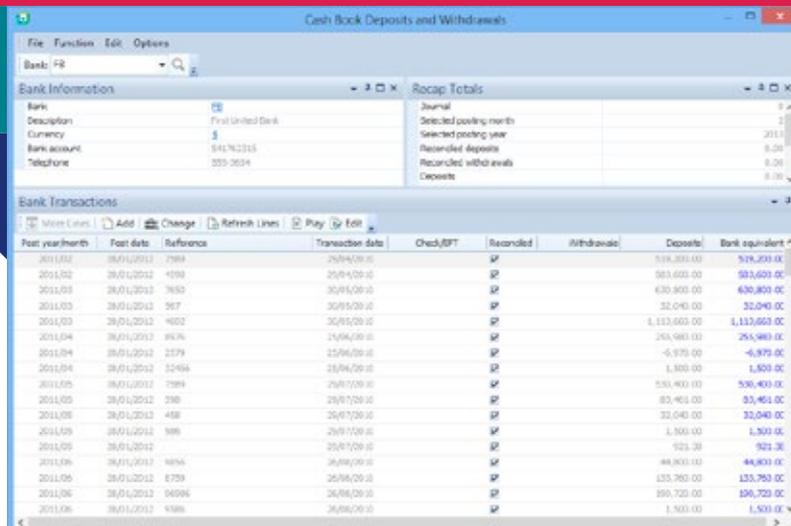
SYSPRO Cash Book allows optimal cash management by providing system-wide bank reconciliation, as well as tracking information on cash inflows and outflows. Cash Book is part of the set of financial analysis solutions provided by SYSPRO to enable managers to forecast and perform what-if analysis on financial data.

## The benefits of Cash Book

- Fast, accurate bank reconciliations
- Visibility of current cash book and bank balances, as well as reconciled and unreconciled transactions
- Integration of account-based payments from Accounts Payable and Accounts Receivable, with online drill-down to source transactions
- Multi-period accounting for Accounts Payable and Accounts Receivable entries
- Manual and automatic check payments, as well as electronic fund transfers (EFT), for non-account bill settlements
- Interbank transfers
- Inter-company postings
- Cash flow forecasting and projections
- Full transaction history, as well as cash book and reconciliation reports

## Cash Book features

- Manage multiple local and foreign currency bank accounts
- Post foreign currency transactions through local currency bank accounts
- Record bank deposits and withdrawals, and distribute across single or multiple general ledger accounts
- Adjust previously entered deposit and withdrawal amounts, and distribute the values to the relevant general ledger accounts
- Post inter-company entries with automatic distribution to inter-company loan accounts
- Process inter-bank transfers with automatic distribution to inter-bank offset accounts
- Update exchange rates for foreign currencies on the fly during transaction entry, security permitting
- Process recurring entries automatically
- Use the stationery format design tools to define non-account check and remittance formats
- Pay non-account bills using manual or automatic check payments, or EFT
- Process bank reconciliations manually or electronically by bank

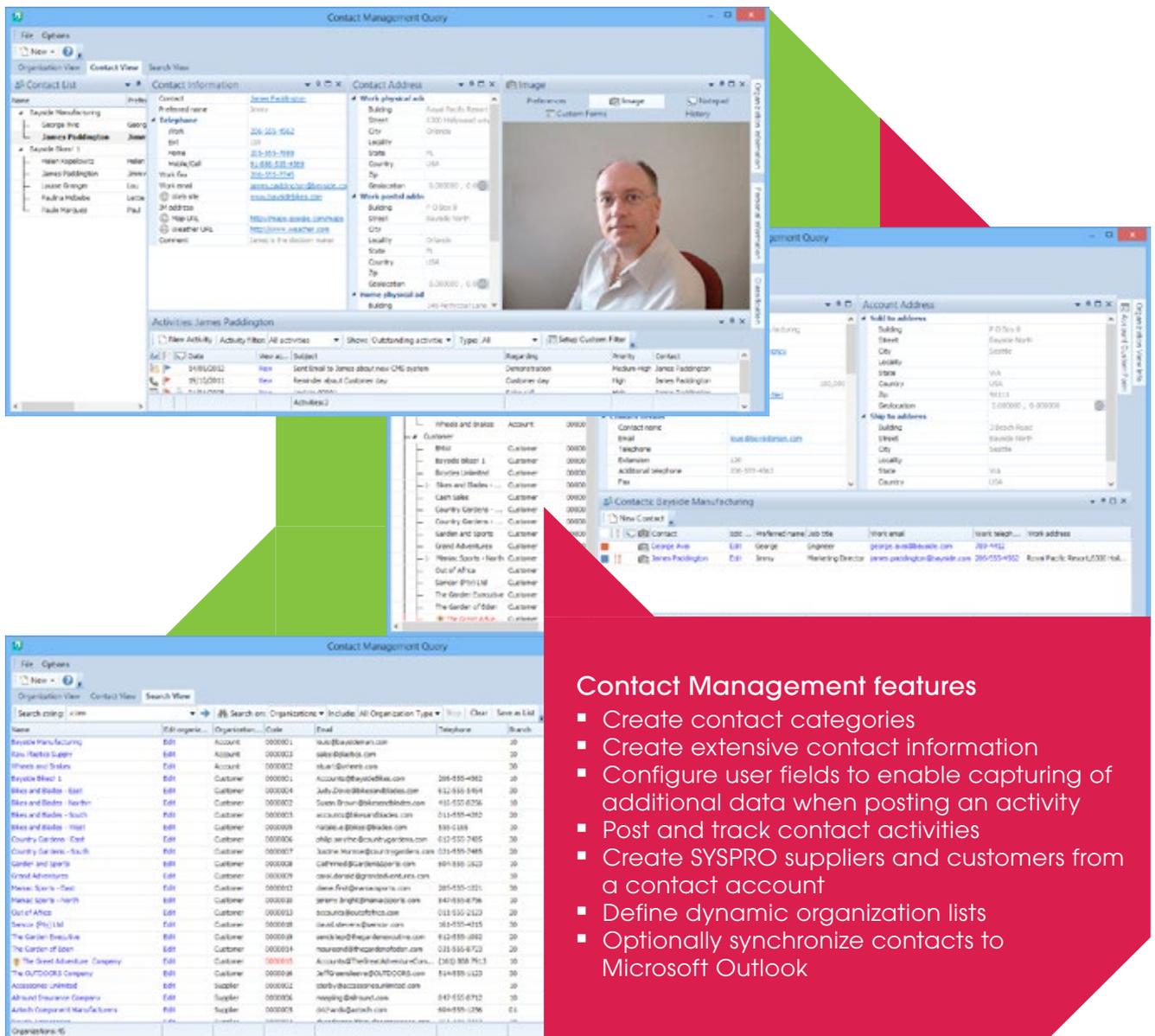


# Contact Management

SYSPRO Contact Management allows you to define and manage a rich set of information about the people with whom you do business, as well as the individuals within your organization. It helps manage information, not only traditional SYSPRO customers and suppliers, but also other business relationships such as potential customers (prospects), consultants and competitors.

## The benefits of Contact Management

- Recording, planning and tracking activities against contacts in a centralized environment
- Improved customer and supplier service through instant on-screen access to all relevant information, including touch-points with your company
- Powerful customizable search and query capabilities
- Integration with Microsoft Outlook for sending and receiving email
- Integration with Microsoft Office for enterprise-wide use of SYSPRO Contact Management information
- Structured addresses for enhanced location support
- Optional licensed model per 'Contact Management user'



### Contact Management features

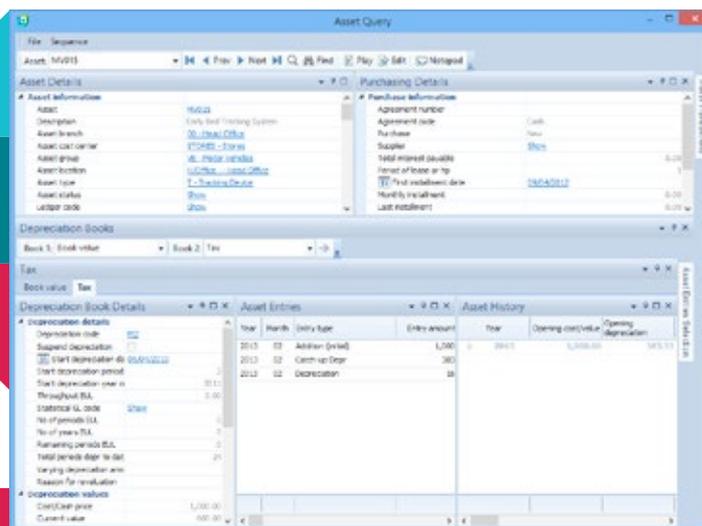
- Create contact categories
- Create extensive contact information
- Configure user fields to enable capturing of additional data when posting an activity
- Post and track contact activities
- Create SYSPRO suppliers and customers from a contact account
- Define dynamic organization lists
- Optionally synchronize contacts to Microsoft Outlook

# Assets Register

The SYSPRO Assets Register solution provides up-to-date real-time information pertaining to the value of all assets within the organization by keeping a record of depreciation and current asset values. It also contains a facility which evaluates the remaining worth by tracking income and expenditure derived from assets.

## The benefits of Assets Register

- Register of all assets, their details and values
- Multi-period accounting
- User-defined retention of history
- Asset budget approval and requisitioning against Capex
- Asset quantities and additions
- Full or partial disposal of assets
- Book and tax values, as well as alternative user-defined valuations
- Separate book and tax value depreciation codes
- Financial revaluation of assets
- Periodic and accumulated depreciation values
- Provision for initial and investment allowances
- Tracking of asset-related transactions
- Transfer of assets between companies, branches, cost centers and locations
- Asset counts, with an option for bar-coded labels
- Support for IAS 16 regulations
- Support for MACRS methods used by the IRS in USA



## Assets Register features

- Optionally calculate depreciation and tax allowances to date when initially adding assets
- Assign assets to individual branches and/or user-defined groups and types
- Attach sub-assets to master assets
- Group assets for reporting purposes
- Manage capital expenditure items
- Calculate book depreciation and tax allowances using:
  - Straight line - fixed and varying percent age per year; varying percentage per month
  - Reducing fixed or varying percentage per year
  - Estimated useful life - fixed or statistical
  - Sum of years in digits
  - Remaining value over remaining life
  - Declining balance, switch to straight line when optimal or no switch to straight line
- Automatically post periodic depreciation to the general ledger according to a user-defined integration hierarchy
- Post depreciation adjustments
- Temporarily suspend depreciation if asset is out of commission
- Obtain estimates of the remaining useful life of an asset
- Record revenue and expense transactions for assets
- Document and track maintenance or repair time against assets
- Determine profit or loss on sale/disposal

# Projects and Contracts

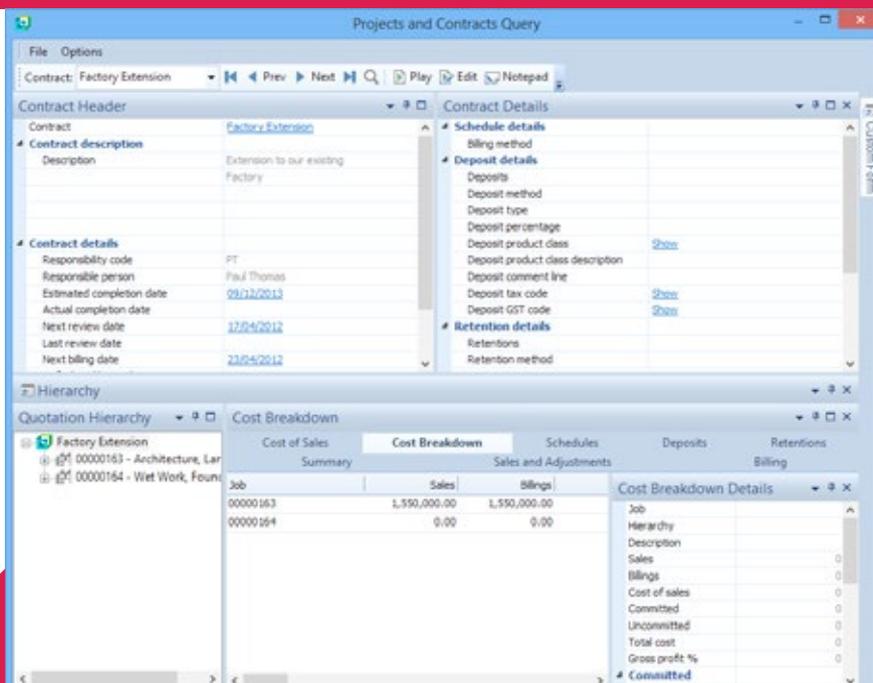
SYSPRO Projects and Contracts facilitates accurate profit reporting for long-term projects which require analysis of costs and revenues for multiple sections and levels.

## The benefits of Projects and Contracts

- Real-time actual and committed costs, as well as realized and projected profits
- Analyze at project job or contract level
- Deposits, retentions and billing schedules
- Recall of standard costing hierarchies for similar items to reduce processing time
- Revenue recognition through sales orders, based on the defined costing hierarchy
- Calculation of profits taken and projected
- Profitable areas highlighted
- Comprehensive reporting for jobs and contracts

## Projects and Contracts features

- Designate up to five user-defined costing levels within a contract
- Describe the costing hierarchy at the time of creating the job or estimate
- Assign unlimited numbers of heads to a contract
- Assign unlimited numbers of sections and sub-sections to a head
- Assign multiple jobs to a contract for tracking purposes
- Estimate cost and revenue by levels or sections within a contract
- Attach purchase order lines to the relevant hierarchy level
- Associate material labor transactions with the relevant hierarchy level
- Adjust billing values between heads and sections
- Base billing on contract or job hierarchy
- Apply deposit against first or last payment, or progress payments
- Raise retention invoice after specified term
- Reduce final invoice by retention value
- Query jobs in terms of sales, billings, cost of sales and future expected costs
- Query the total cost of a hierarchical job, including head and section cost details
- Drill down to transaction detail



# Activity Based Costing

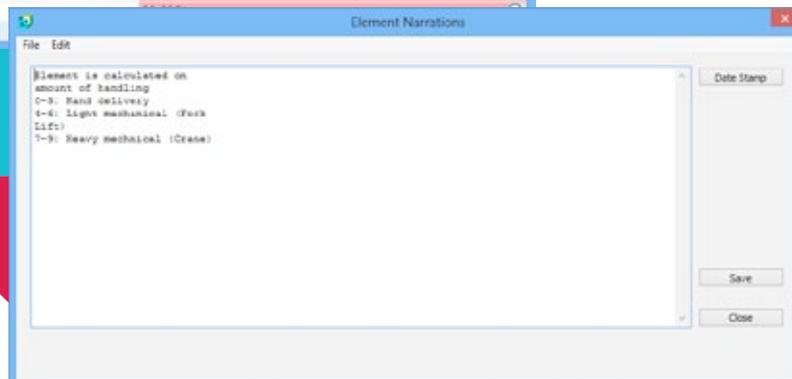
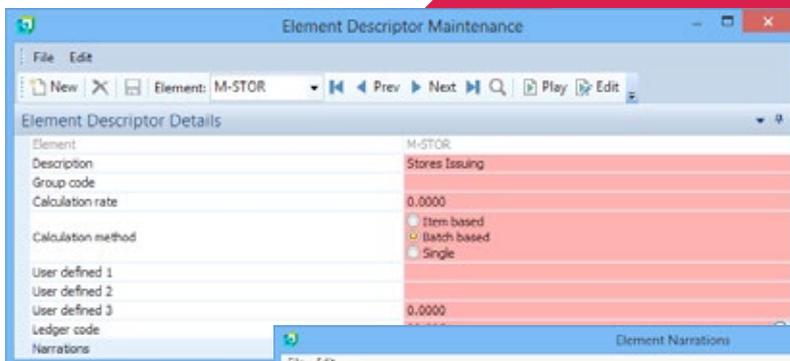
SYSPRO Activity Based Costing (ABC) allows for the accumulation and recovery of costs associated with the purchasing, manufacturing and selling of items, thereby improving accuracy in calculating product profitability. Overhead costs are accumulated against items by attaching elements of cost to the transition points of purchasing, manufacturing or selling.

## The benefits of Activity Based Costing

- User-defined elements of costs attached to transition points in the purchase, production and sale of products
- Pre-production costs are apportioned as stock is received from Purchasing
- Manufacturing costs are apportioned as stock is received from Work in Progress
- Post-production costs are distributed through cost of sales as the final item is invoiced
- Calculation of single batch or item-based activities
- Phased implementation supported

## SYSPRO Based Costing features

- Define the cost elements to be allocated to stock
- Assign the drive quantities for each element
- Run Activity Based Costing parallel to traditional costing during implementation
- Estimate appropriate recovery rates using system-generated estimates





SYSPRO Management Solutions create the foundation for more successful supply chain management. These solutions optimize insight into the enterprise, enabling you to reduce operational and supply chain costs, enhance decision-making and respond more quickly to customers and the economic climate.



# SYSPRO's Enterprise Reporting and Analysis

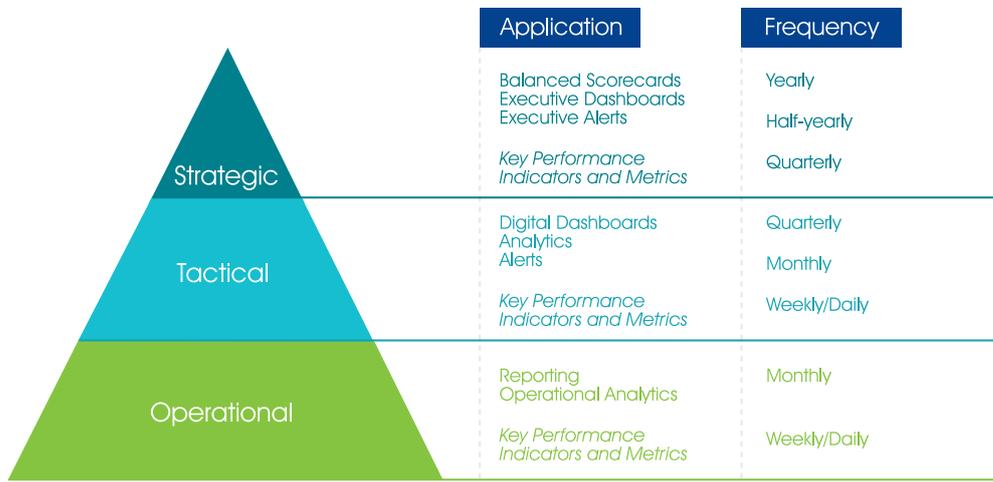
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SYSPRO's enterprise reporting solutions close the widening gap between the volume of data and the organization's ability to use it effectively. From the SYSPRO Analytics business decision tool through to standard and customized reports, boardroom quality reporting and executive dashboards, SYSPRO has all the building blocks required to produce simple to sophisticated enterprise reporting and queries.

# Management through analysis and reporting

## SYSPRO Enterprise Reporting Components



SYSPRO enterprise reporting solutions provide access to information through advanced decision support and reporting tools. Our solutions close the widening gap between the volume of data and an organization's ability to use it effectively. SYSPRO has all the building blocks to satisfy both simple and sophisticated enterprise reporting requirements, from the SYSPRO Analytics decision tool to Executive Dashboards and standard or tailored boardroom quality reporting.

By combining our solutions with Microsoft Office, the de facto standard for desktop product software, you have a great way to manage and disseminate information across your organization. SYSPRO Office Integration (SOI) enables you to access information directly from the SYSPRO database within a Microsoft® Office® product such as Microsoft Office Word® or Excel®, regardless of whether SYSPRO is installed on the client machine or not. Furthermore, once the information has been displayed it can be inserted directly into the current document as text or as a table.

All information that is made available through the integration with Microsoft products is further protected by SYSPRO's own security rules, which means that you can protect sensitive data from being accessed.

SYSPRO Reporting Services (SRS) is a powerful and customizable reporting tool that provides the option of client or server-side processing. By choosing to harness the power of the server's processor, rather than the typically less powerful processors of client machines, the reports are output considerably faster. What's more, clients are free to continue with other SYSPRO transactions while queued SRS reports are spooled, printed, emailed and stored in the server-side SRS repository.

# Customized Panes

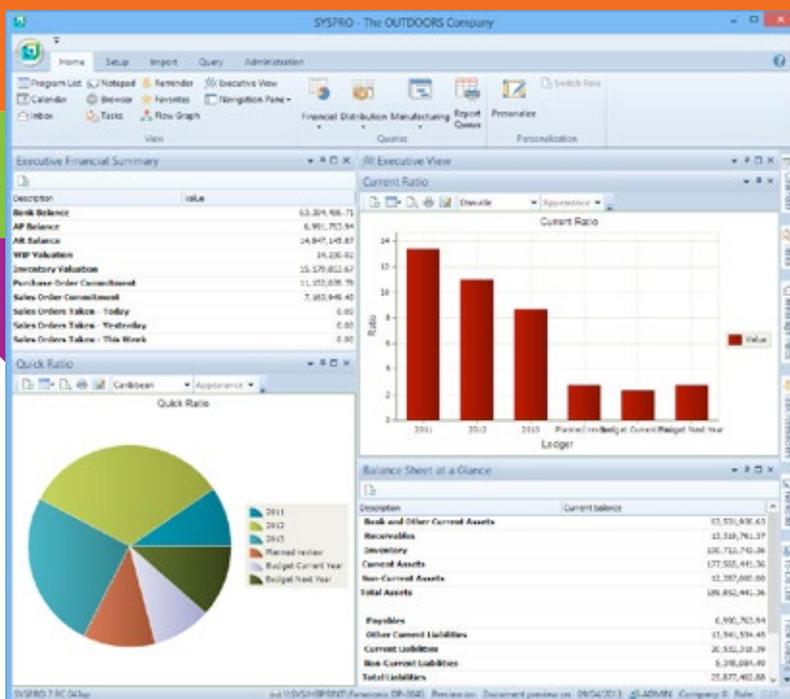
SYSPRO Customized Panes is one of SYSPRO's powerful tailoring capabilities and enables the creation of user-defined views using various graphical components such as graphs, list views and web applications. These views can be defined using built-in templates or constructed as required using VBScripting.

## The benefits of Customized Panes

- Out-of-the-box functionality provided by the built-in templates for high-level views of organizational information and performance
- Integration between customized panes and the standard SYSPRO product enables customization of the SYSPRO user interface to exacting requirements
- Built-in VBScript functionality for simple integration with SYSPRO e.net business objects for seamless data retrieval and addition of functionality to Customized Panes
- Desktop alert notifications for immediate action when values exceed defined tolerances
- Integration of external data into the SYSPRO Customized Panes for a single interface across systems

## Customized Panes features

- Enhance efficiency by providing real-time visibility of key information
- Create virtually unlimited numbers of customized panes per SYSPRO application
- Include various objects such as a graph, web browser, list view, Crystal Report and PDF document in a customized pane
- Define views using built-in templates or construct custom views using VB Scripting
- Simplify the presentation of data for standardized use within a business
- Provide simple company-specific presentations of transactional data
- Define executive views per role to facilitate the targeted distribution of decision-making data
- Deliver dynamic data alerts to anyone in the organization using the desktop alerts facility
- Drill down from a graph or list view to detailed information
- Display list views in a data grid
- Hyperlink desktop alerts to SYSPRO programs or any other application
- Automate a customized pane to refresh itself after a specified period of time
- Create and deploy customized panes to anyone in the organization using the export/import feature

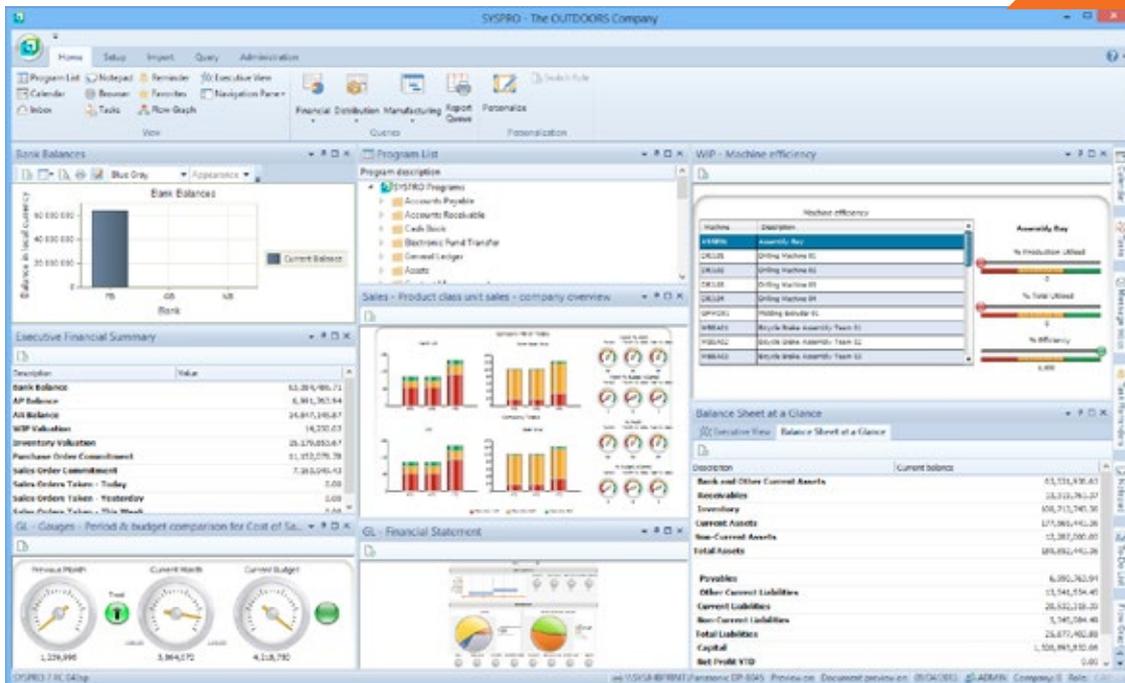


# Executive Dashboards

SYSPRO Executive Dashboards provide interactive visual representations of real-time data, enabling business managers to measure and monitor business performance, and conduct what-if modelling.

## The benefits of Executive Dashboards

- Visually appealing desktop views of real-time KPIs and what-if models
- Provides a number of predefined drag-and-drop dashboards



## Executive Dashboards features

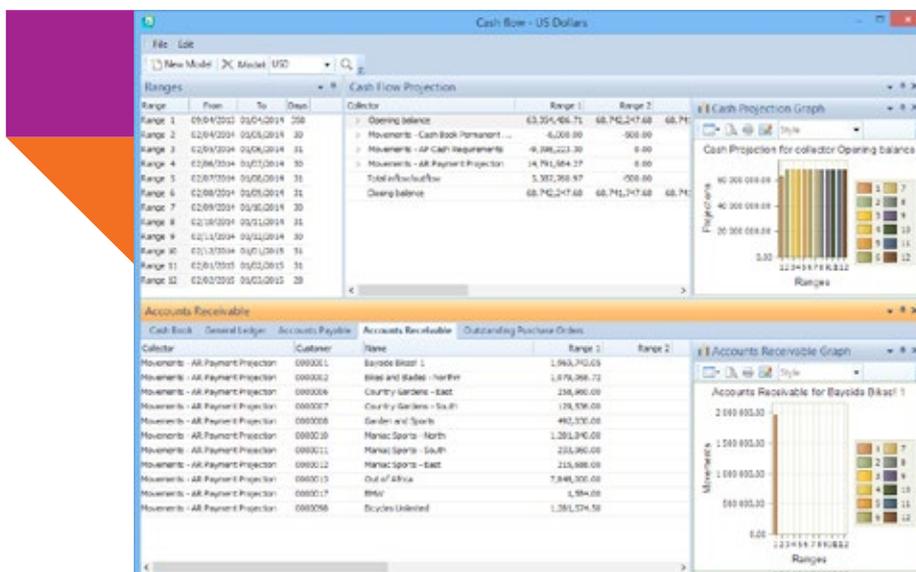
- Enhance the dashboards or build custom applications
- Use the interactive features to model what-if scenarios

# Cashflow Forecasting

SYSPRO Cashflow Forecasting facilitates the effective projection of currency-based cash flow requirements by providing the capability to create multiple online cash flow models from a variety of forward-looking inflow and outflow data such as future receivables, payables, sales, purchases, demand forecasts, material requirements, budgeted expenses and user-defined projections.

## The benefits of Cashflow Forecasting

- Forewarning of potential cash flow problems and impacts example: early supplier payment discounts
- Personalized models by currency (local and foreign), based on selected inflow and outflow data – ability to convert the foreign currency to local currency
- Different views by Cash Book, General Ledger, Purchase Orders, Accounts Payable and Accounts Receivable, based on inclusion criteria defined against a model
- User-defined date ranges for projection periods



## Cashflow Forecasting features

- View projected cash positions based on multiple models
- Define collectors for each model to accumulate the relevant values
- Define opening-balance collectors as bank balances or general ledger balances; alternatively, define at run time
- Choose from movement collectors such as cash book permanent entries, cash requirements from accounts payable, outstanding purchase orders, accounts receivable payment projections or movements from general ledger
- Model the impact of early-supplier payment discounts

# Analytics

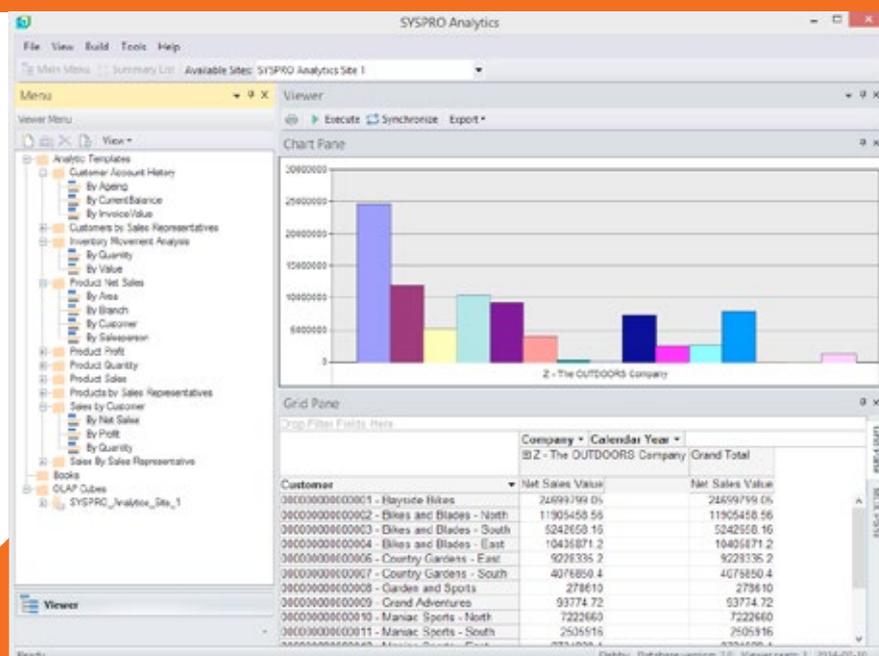
SYSPRO Analytics facilitates fast access to the information you need to make decisions which impact your customers, sales, profit, growth opportunities and business operations.

## The benefits of Analytics

- Quick access to complex queries across all business functions
- Seamless interaction, analysis and exploration of key information
- Scalable and customizable to meet specific requirements
- Business intelligence (BI) without the complexity of traditional BI technology
- Access to large amounts of historical data for trend analysis
- Customizable, intuitive interface with graphs, grids and templates
- Data archiving
- Simple to install and configure
- Graphical and grid display of information
- Built on Microsoft .NET framework

## Analytics features

- Make informed decisions based on the state of your business
- Collect and transform relevant key data into information and knowledge
- Analyze operational performance and monitor compliance
- Manage sales performance and track trends in customer activity
- Proactively measure product issues
- Monitor delivery and shipment trends as well as performance
- Interact with information cubes using any compatible OLAP front-end
- Archive historical data to optimize transactional performance in SYSPRO
- Export views to Microsoft Excel and PowerPoint
- Auto-generate ETL for any SYSPRO table
- Create business rules through SQL stored procedures
- Extend data for use by other analytical applications



# Sales Analysis

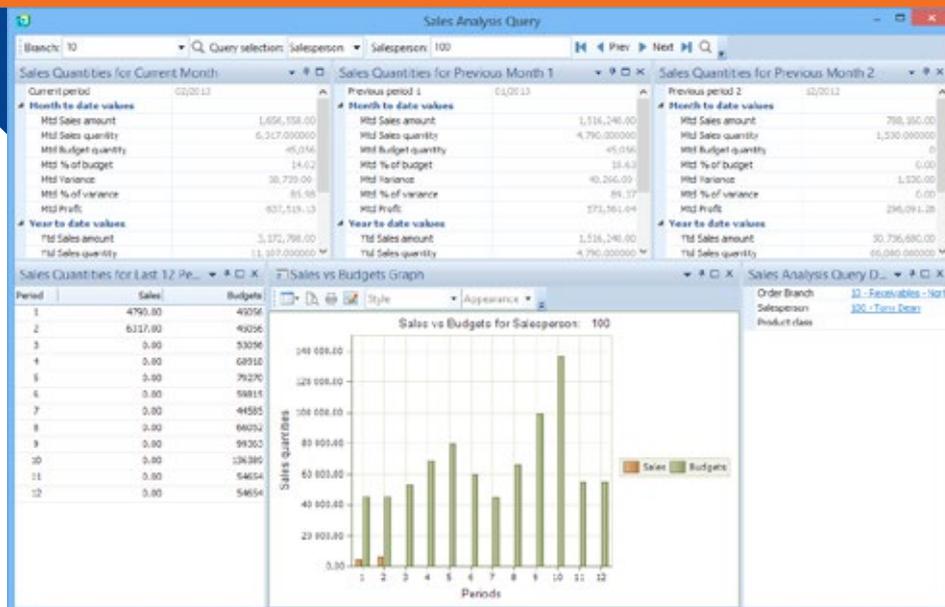
SYSPRO Sales Analysis provides insight into sales activities to improve sales profitability and provide information for sales forecasting and planning on a number of levels.

## The benefits of Sales Analysis

- Identification of the most profitable products, customers and divisions
- Measurements of actual performance against quantity or revenue forecasts
- Customer, product budgets and salesperson targets
- Analysis of market trends and geographic buying patterns
- Analysis of sales staff performance and actuals to budgets
- Improved sales forecasting
- Analysis of tax collections

## Sales Analysis features

- Create budgets for salespeople, customers and product lines using user-defined time periods for analysis
- Retain up to 24 months of sales history online
- Choose the data to analyze with user-defined sales history options
- Correct sales transactions without interrupting invoicing
- Produce periodic sales, profitability and tax reports

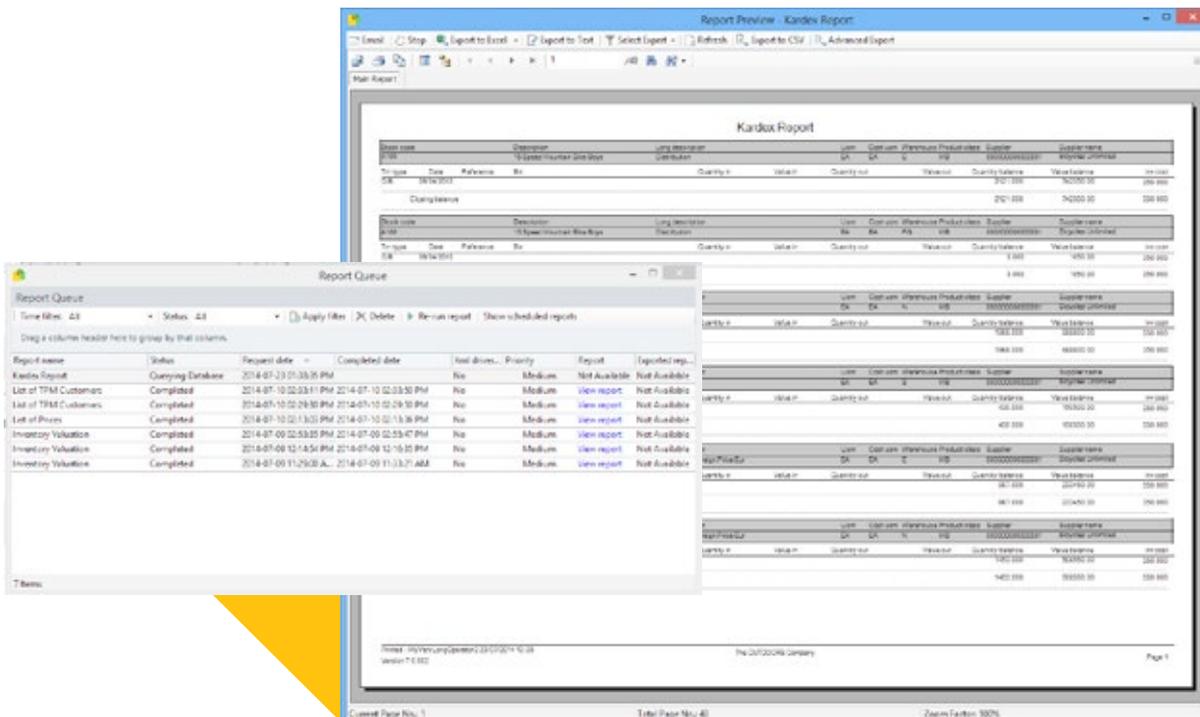


# Reporting Services

SYSPRO Reporting Services (SRS) provides high-quality financial and operational reports and documents, together with visual analysis capabilities. The flexibility of SRS means that reports can be designed for almost any requirement. In addition, as the reports are version-independent, they are unaffected during system upgrades.

## The benefits of Reporting Services

- Rapid, secure access to enterprise information
- The power of Crystal Report functionality for standard and user-defined reports
- Boardroom-quality reporting through the flexibility to design reports to almost any requirement
- Dynamic chart and analysis capabilities
- Report scheduling for convenience
- Reporting with interactive hyperlinks to details, other applications or reports
- Tailoring any standard SRS report to match your requirements
- Dynamic filtering of report content
- Efficient retrieval of report history and archives
- Option of server-side processing of reports to reduce processing time and overheads



## Reporting Services features

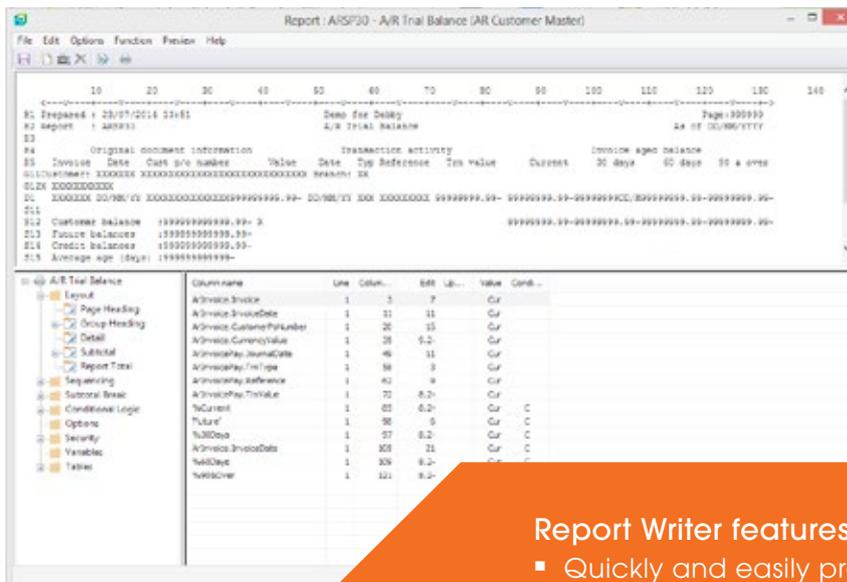
- Configure forms for report options and preferences
- Customize report fields, layout and themes
- Report archiving facility
- Automatic translation of report headings into any language
- Run multiple reports simultaneously in the background
- Print a document to more than one device
- Delete existing unused document templates
- On-screen alerts provide visual notification of predefined conditions
- Publish multi-format documents
- Offers alternative to Microsoft Word printing
- Access data from external sources
- Import and export documents, including data from external sources
- Email documents in PDF format
- Archive reports as run

# Report Writer

SYSPRO Report Writer enables you to produce simple customized reports and extracts. The simple, menu-driven design provides instant access to system data with no programming skills required.

## The benefits of Report Writer

- Click-and-go reporting via the Report Wizard
- Intuitive interface and built-in data dictionary for easy report design by users without programming skills
- Standard database table linkages for easy reporting across multiple tables
- Custom report formatting to suit your company standards
- Bitmap backgrounds for watermarks and company logos
- Drill-down summary reports can drill down to detail
- Automatic publishing to internet and intranets
- XML output wizard for ease of publishing
- Customizable style sheets for company themes, or plain XML
- Flexible selection criteria based on run-time prompts
- Run-time selection of summary or detail reporting
- Drill down from summary to detailed transactions
- Multi-level security for sensitive reports and data
- Secured database update function
- Security for report creation and execution



## Report Writer features

- Quickly and easily produce custom reports
- Export data in multiple formats for third-party use
- Daisy-chain reports for management packs
- Define password and operator/group level security per report
- Password protect specific tables
- Globally restrict access to tables and columns
- Export report definitions between locations
- Provide instruction with report narrations

# General Ledger Financial Reporting

SYSPRO General Ledger Financial Reporting enables the generation of any number of financial statements in multiple output formats to meet the requirements of your organization.

## The benefits of General Ledger Financial Reporting

- Comparative analysis between financial years, actual to budget, companies or branches
- Specifically structured for financial reporting, with sample templates for getting started
- Flexible design capabilities for reporting from multiple companies, periods and years, in local and foreign currency
- Flexible account selection options, including the ability to use wildcards or select by a user-defined group code
- Options for printing, viewing online, and extracting to file formats, such as comma-delimited and XML
- Run-time prompts for flexibility when running reports
- In-line editing from output previews for convenience

## General Ledger Financial Reporting features

- Create an unlimited number of user-defined financial reports to suit your business requirements
- Optionally publish reports in Extensible Markup Language (XML) or to the Extensible Business Reporting Language (XBRL) standard
- View XML output using the SYSPRO browser, which enables you to drill down to source transaction, security permitting
- Conveniently view XML reports outside of SYSPRO on the internet or company intranet using a standard internet browser

The screenshot displays two windows from the SYSPRO software. The left window is titled 'G/L XML Report Viewer: ^C\T5700\GL...' and shows an 'Income Statement for the Period Ending'. The right window is titled 'Ledger 0...' and shows a list of transactions.

**Income Statement for the Period Ending**

	Current Year	Previous Year	Previous Year 2
Sales	5 104 068	3 318 034	1 508 328
Less Cost of Sales	2 658	1 031 936	1 183 112
	7 304 654	2 031 936	1 283 112
	59%	38%	42%

**Transaction List (Ledger 0...)**

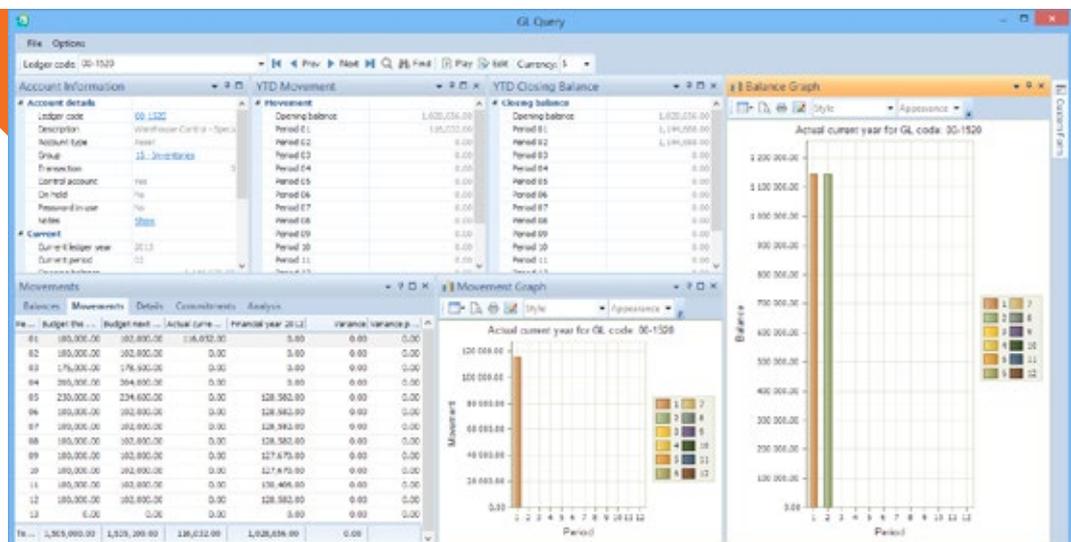
Line	Source	Jrnl	Date	Refers...	Debit	Credit	Balance
01	SA	000...	201403...	Invoice			
02	SA	000...	201403...	Invoice			
03	SA	000...	201403...	Invoice			
04	SA	000...	201403...	Invoice			
05	SA	000...	201403...	Invoice			
06	SA	000...	201403...	Invoice			
07	SA	000...	201403...	Invoice			
08	SA	000...	201403...	Invoice			
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15	SA	000...	201403...	Invoice			
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17	SA	000...	201403...	Invoice			
18	SA	000...	201403...	Invoice			
19	SA	000...	201403...	Invoice			
20	SA	000...	201403...	Invoice			

# General Ledger Cost Analysis

General Ledger (GL) Cost Analysis provides detailed analysis of the values distributed to certain categories of expenses—such as travelling, repairs and maintenance, general expenses and donations—within a single ledger account. Detailed distribution to analysis categories is enforced throughout the system.

## The benefits of General Ledger Cost Analysis

- User-defined analysis categories for company-specific requirements
- Automatic categorization in reports and queries for reduced manual analysis of expense-type accounts
- Multiple categories tracked in a single account, therefore fewer account codes required



## General Ledger Cost Analysis features

- Create your own analysis categories
- Define up to five analysis types per category with unlimited sub-categories per analysis type
- Easily track expense details within one G/L account
- Eliminate unnecessary accounts in your General Ledger
- View analysis details in the G/L Query
- Analyze expenses using Graphs with supporting details in SYSPRO Reporting Services reports
- Post to analysis categories where the expense trans-action is recorded

# General Ledger Financial Ratios

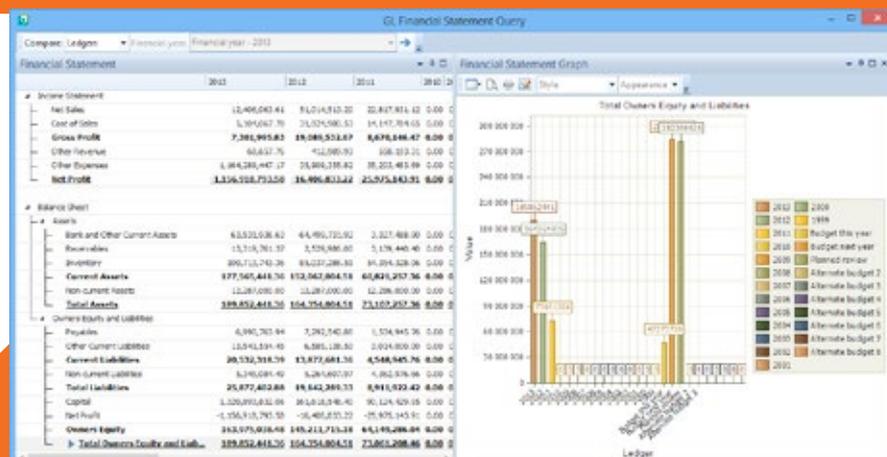
SYSPRO General Ledger Financial Ratios provide an at-a-glance assessment of the financial health of an organization, allowing real-time monitoring for effective decision-making. The ratios are useful for boardroom reporting, real-time performance monitoring and detailed analysis. They are part of the set of financial analysis solutions provided by SYSPRO to enable managers to forecast and perform what-if analysis on financial data.

## The benefits of General Ledger Financial Ratios

- Real-time access to key financial health information for decision-makers
- Turnover monitoring ratios for non-current asset, total asset turnover, payables, receivables and inventory
- Profitability measurement ratios, such as Net Profit Margin, Return on Assets and Return on Equity
- Drill-down capabilities (ultimately to source documents)
- Ratio Analysis Query for views of all defined financial ratios
- Liquidity measurement using Current Ratio and the Quick Ratio (a.k.a. Acid Test Ratio)
- Debt Ratio, Debt Equity, Leverage and Gearing, for measuring solvency
- Du Pont analysis for analyzing the combined effect of operational efficiency, asset usage and leverage
- Working Capital Cycle for monitoring daily operating liquidity
- Financial Statement Query for income statement and balance sheet details for all or selected ledgers
- Real-time Financial Statement Query for summary and details of current balance sheet and income statement

## General Ledger Financial Ratios features

- Monitor efficiencies within an organization and measure the value of an organization through real-time views of liquidity and solvency
- Monitor operational effects on the balance sheet and income statement
- Compare current financial performance against previous years, budgets, investors' expectations, a competitor, or the industry average
- Measure the effectiveness of the business within a cash conversion cycle, using a combination of activity ratios
- Address investors' concerns about the ability to generate revenue and profits from investments
- Easily incorporate financial ratios in any customized pane or executive view
- Quickly and easily produce reports, in summary and detailed, including graphics



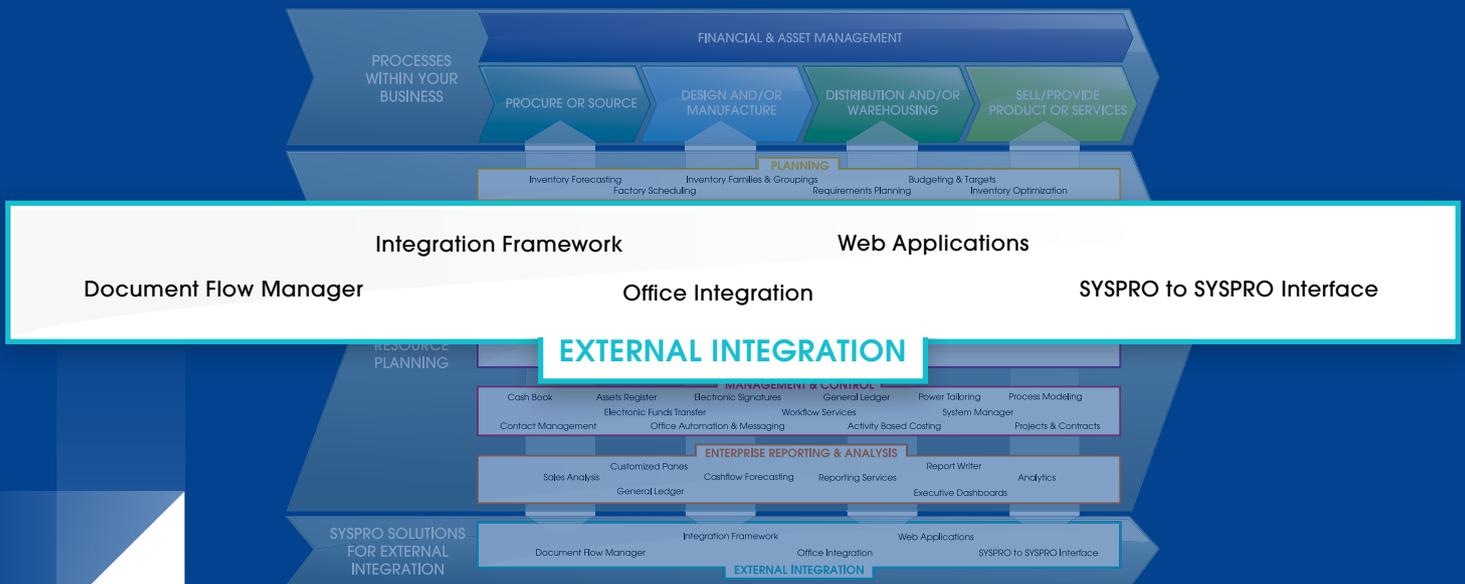


SYSPRO's enterprise reporting solutions close the widening gap between the volume of data and the organization's ability to use it effectively. SYSPRO has all the building blocks required to produce simple to sophisticated enterprise reporting and queries.



# SYSPRO's External Integration

10



SYSPRO provides a number of tools that enable external applications to communicate with SYSPRO and the SYSPRO data. In addition, SYSPRO is fully integrated with Microsoft Office. Triggers and Events enable the system to track any anomalies or events that need to be actioned when they happen. All these tools provide for an extended enterprise and communication with business partners.

# Integration Framework

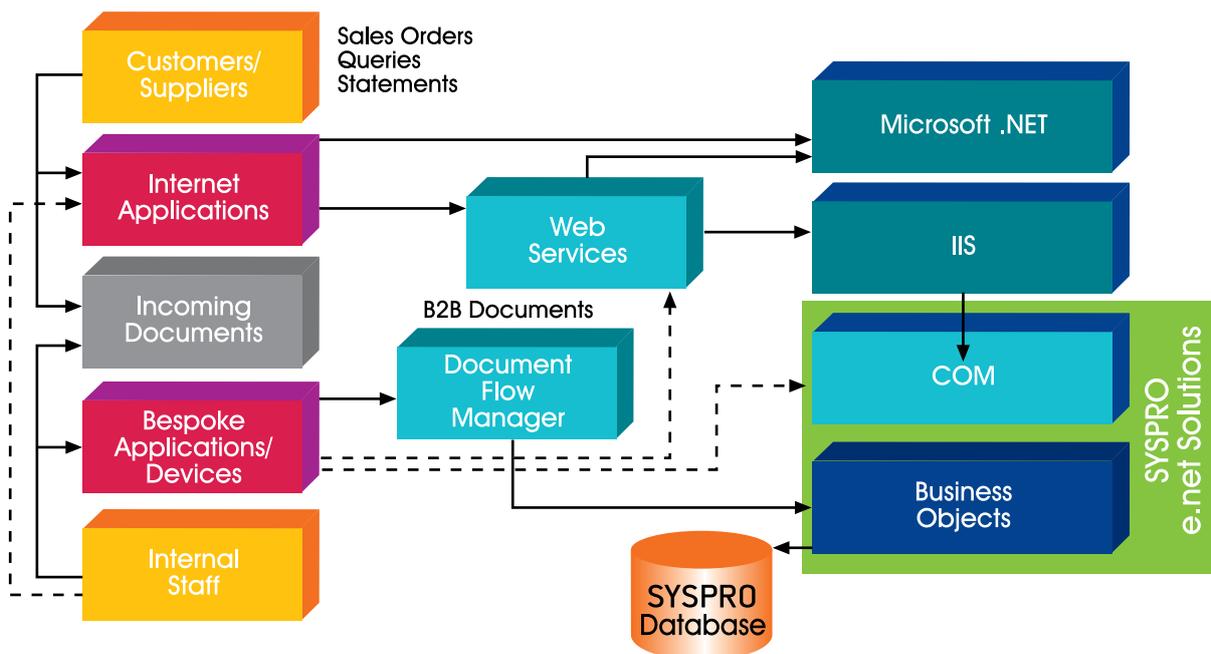
Integration Framework enables you to extend beyond your enterprise using SYSPRO's open interface. It encourages integration with best-of-breed third-party products while facilitating collaboration with business partners - the essential links in your supply chain.

## The benefits of Integration Framework

- Rapid development of applications to match existing and new business processes
- Compatible with any COM-aware development environment
- XML is the communication standard
- Utilization of SYSPRO business logic, validation and data structure
- Single set of security settings for both business objects and the core product
- Version-independent when SYSPRO is upgraded
- Examples of development environments provided
- No need for developers to learn a proprietary language

## Integration Framework features

- Create workflows to provide customized business process solutions
- Develop customized user interfaces to standard business logic
- Integrate with best-of-breed applications
- Integrate with scanning and RFID solutions
- Create applications for mobile devices and web applications
- Integrate with off-the-shelf software or customer-specific applications
- Create bulk-upload applications



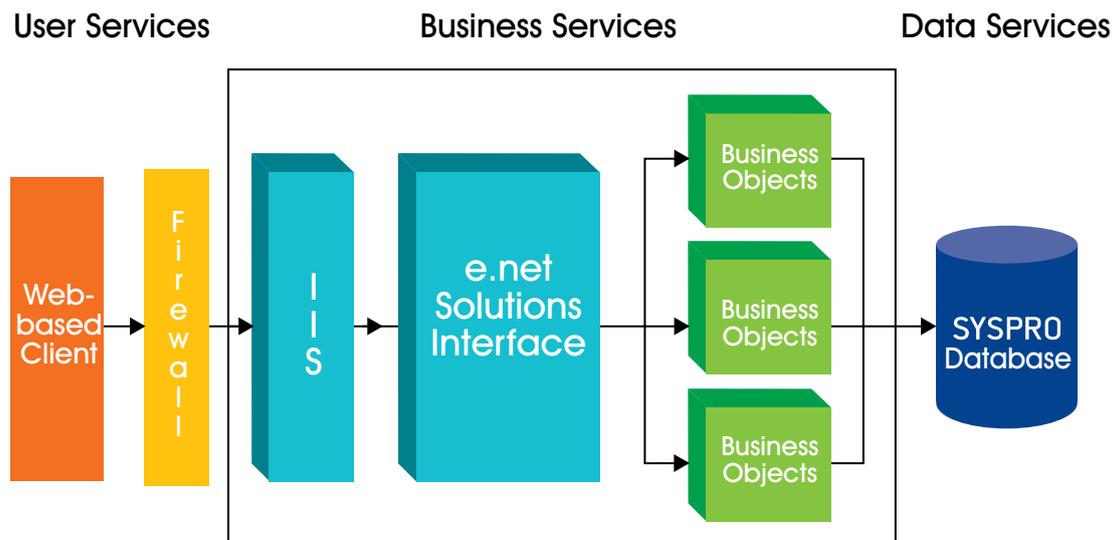
Integration Architecture

# Web Applications

SYSPRO Web Applications is a component of SYSPRO e.net Solutions, designed to provide out-of-the-box applications to run on Internet and intranet platforms. These applications can be easily customized to suit end-user requirements, and leverage the Microsoft .NET framework to deliver a web browser interface to the SYSPRO ERP system. They are constructed using ASP.NET - a unified web development platform designed to build enterprise-class web solutions - and allow users limited SYSPRO functionality without requiring installation of the SYSPRO product.

## The benefits of Web Applications

- Built using ASP.Net, which is a preferred platform for easy customization and enhancement
- Utilization of SYSPRO e.net Solutions to access SYSPRO data
- Cost effective, as no additional client overhead is required, and compatible with Internet Explorer 6.0 or higher
- Security and configuration is controlled via SYSPRO business objects
- Reduction in the number of SYSPRO licenses required
- Specialists not required to enhance the product
- Out-of-the-box web solution
- Multi-lingual capabilities
- Easily deployable



## Web Applications features

- Provide secure, real-time data access and update from anywhere via the web
- Use cascading style sheets (CSS) to customize the display
- Create customized dashboards and forms per operator

# Document Flow Manager

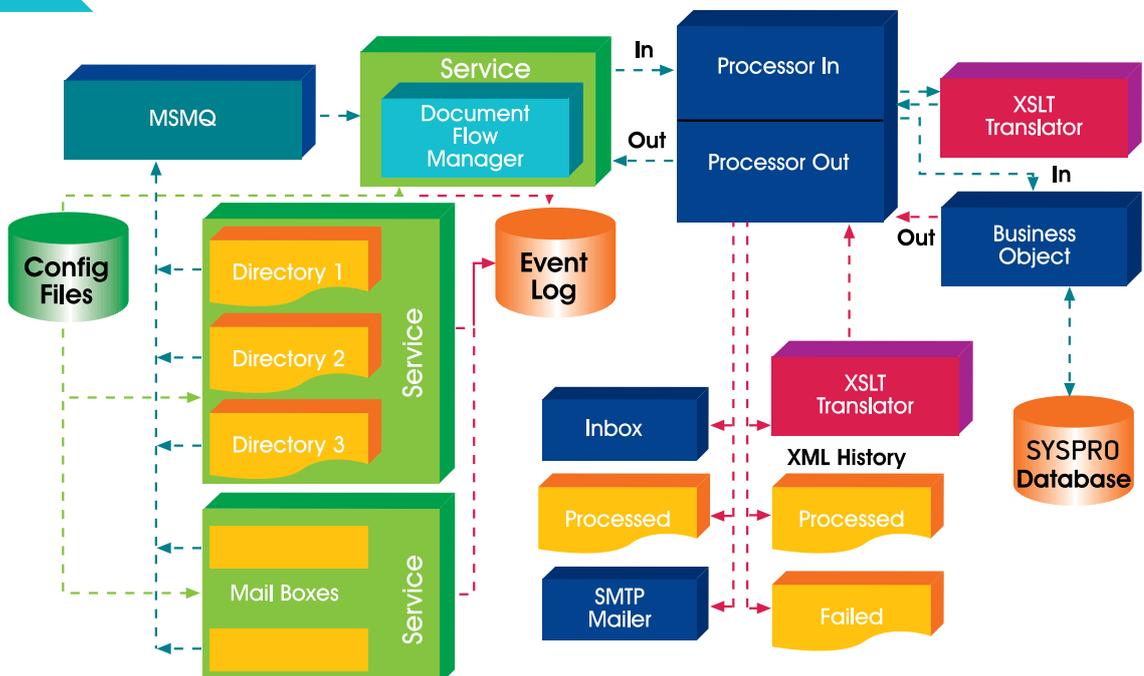
SYSPRO Document Flow Manager (DFM) is a component of SYSPRO's Integration Framework, designed to facilitate collaborative commerce by automating document flow between trading partners. DFM automates the processing of incoming and outgoing documents, such as sales orders and purchase orders, whether they originate from external organizations or internally.

## The benefits of Document Flow Manager

- Global business-to-business and business-to-consumer hub
- Protection of the ERP system through enforcement of standard business logic and security
- Immediate processing of documents without operator intervention, 24 hours a day
- Automatic and instant retrieval of documents as they arrive
- Reduction in lead time between trading partners
- Copying of XML documents to failed or processed folders
- Translation of XML documents using an XSLT translator
- Queuing of messages when the main system is down
- Interaction with Microsoft's BizTalk server
- Elimination of transcription errors
- Elimination of duplication of effort
- Reduction in processing costs
- Improved customer service

## Document Flow Manager features

- Streamline supply chain processes and transactions
- Create interaction with any available SYSPRO business object
- Improve customer service with the automated email functionality
- Configure email notifications to originators of processed and/or failed documents
- Track and process transactions through Microsoft Messaging Services

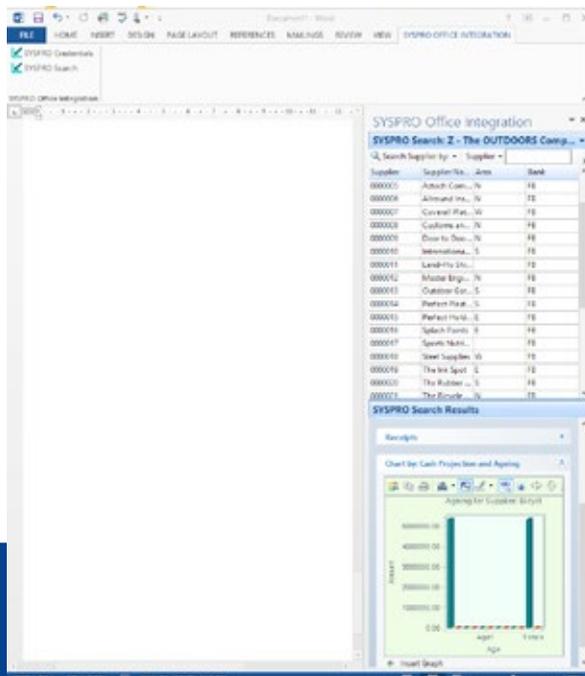


# Office Integration

SYSPRO Office Integration (SOI) enables anyone in the enterprise to access information directly and securely from the SYSPRO database using a Microsoft Office product such as Word or Excel, regardless of whether SYSPRO is installed on their client machine. Furthermore, once the information has been displayed it can be inserted directly into the current document as simple text or tables.

## The benefits of Office Integration

- Remote access to SYSPRO information without the requirement for a local SYSPRO installation
- Secure access to SYSPRO information using Microsoft Office applications
- Microsoft Outlook is the standard integrated email and calendar application
- Stationery formats such as invoices, order documents and statements can be formatted using a variety of tools, including Microsoft Word



## Office Integration features

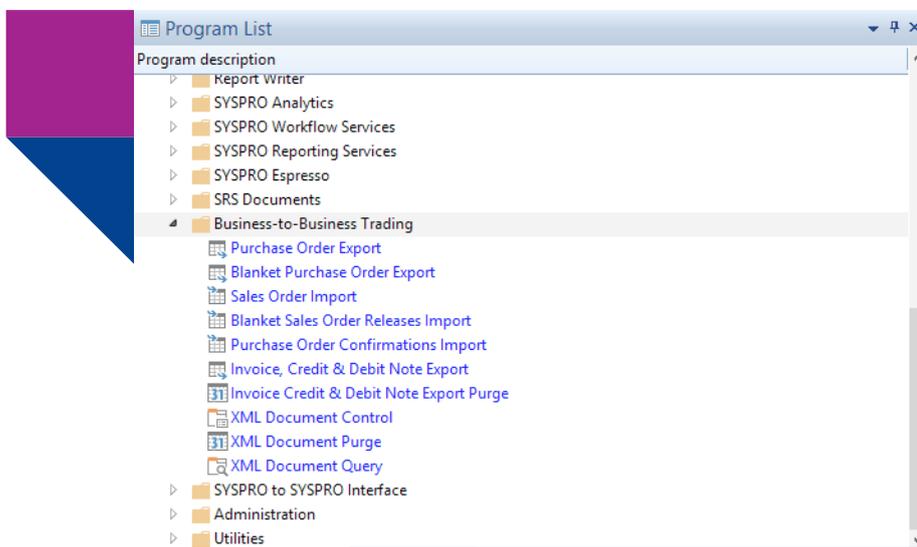
- Define to-do lists to remind users of task steps to complete; e.g. sequential month-end tasks
- Insert task reminders into Microsoft Outlook's to-do list
- Output data to an Excel spreadsheet from any SYSPRO list view
- Invoke Microsoft MapPoint from within list view SmartLinks
- Use Microsoft Outlook as an email client for scheduling appointments and meetings, and for storing basic contact information in SYSPRO's Contact Management system (CMS)
- Send emails and simultaneously record activities in the SYSPRO CMS

# The SYSPRO-to-SYSPRO Interface

The SYSPRO-to-SYSPRO Interface enables inventory and sales data to be transferred electronically between two or more remote SYSPRO sites. As a result, inventory and sales can be updated and maintained in parallel. The system ensures accurate communications, reduces processing time and costs, and enables visibility of inventory and sales data from both SYSPRO sites with minimal operator intervention.

## The benefits of The SYSPRO-to-SYSPRO Interface

- Efficient management of remote branches without duplication of data entry
- Streamlined file import/export
- Branches updated with minimum communication costs, and maximum efficiency and security



## SYSPRO-to-SYSPRO Interface features

- Install only the modules required at each site
- Define which A/R and inventory transactions to export to each site
- Decide how often various locations will be updated
- Use predefined ASCII format files or export
- Import customer sales orders
- Export order acknowledgement and delivery notes
- Export supplier purchase orders and import confirmation
- Export new/changed blanket purchase orders
- Import or export contract prices
- Import blanket sales order releases
- Export invoices, credit notes and debit notes





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