



## Accelerate

**Objects in mirror are closer than they appear!**

**Race ahead before your competition catches up!**

In all aspects of business... responding to your existing customers or approaching new customers, the manner in which your organization accepts, processes and executes orders, speed is the key. The organization's speed of managing vendors, or containing inventory costs, or even collecting money that your customers owe, impacts the bottom-line very rapidly. The speed with which you can measure and monitor your company's financial health helps you manage your company's finances accurately so that you don't run into unforeseen financial problems.

Unfortunately the same constant speed will not do, soon your competitors will catch up. Accelerate your business. Use ebizframeCORE to address the most critical aspects of your business at a price that is affordable, with technology that is robust, with a company that knows what it is doing.

Do you know which customer most contributed to your profitability this quarter? Which of them is giving you less and less business every month, or in other words, moving to another supplier? Do you know how much of your money is locked up in inventory which has not even been looked at in the past six months? Or how much of your precious cash is locked up with customers who have not paid well after the due date? If you need to "quickly" know answers to similar questions for taking your business ahead of your competition, to achieve what you have always dreamed about, it is time you looked at ebizframeCORE.



ebizframeCORE is a proven, robust, technologically state-of-the-art ERP software from Eastern Software Systems, with thousands of users across the world.



## **OPERATIONAL EFFICIENCY**

ebizframe easily automates operational activities, which are so necessary for running your business effectively and efficiently. Mundane, but necessary tasks and routine activities are managed through user defined mechanisms. EbizframeCORE generates a wide variety of reports in areas covering General Ledger, Accounts Receivable, Accounts Payable, Sales Management, Materials Management, Procurement and Supplier Management so that the thousands of manhours that your staff spends in generating these regular reports today become available for productive tasks for improving your profitability.

## **INFORMATION BASED DECISION MAKING**

Your organization has managers, all of whom need reliable data for functioning effectively. What is the credit that can be extended to a particular customer? Do we have enough stocks to meet present demand? How am I doing vis-à-vis my targets? What does my region's P&L statement look like? What is the status of deliveries for critical supplies? All this and much more, helps ebizframe users become effective decision makers, who base their decisions on data and not on guesswork!

## **CONTROL CRITICAL BUSINESS PARAMETERS**

At the top level, it is critical to know the status of those parameters which impact the health of the business. These could include the accounts receivable and payable, budgetary estimates and actual performance of sales, money locked up in non moving inventory, status of critical deliveries to top customers and so on. It is only when the top management knows what is happening for such vital areas that corrective action can be taken. ebizframeCORE constantly helps monitor these parameters for the business to be responsive.

## **INTEGRATE DEPARTMENTS & LOCATIONS**



ebizframeCORE is an integrated application, with all departments and functions using a common database. In other words, data entered once is available to the entire organization (with adequate security, of course!) and information can flow seamlessly right from sales team picking up orders, to the production team gearing up for production, the materials management team ensuring availability of critical supplies, and then the accounts department taking care of all financial commitments, to the client as well as supplier.

Since ebizframeCORE can be run on the Internet, all your remote branches, sales offices, warehouses and factories can be run off a single application, offering all benefits of a truly integrated operation.



## **FOCUS ON YOUR BUSINESS**

All this enables the management team to focus on making the business more robust, responsive to the all stakeholders including customers, suppliers and employees, and increase profitability. A small investment in ebizframeCORE paves the way for a well managed, smoothly operating organization.

## **TECHNOLOGY**

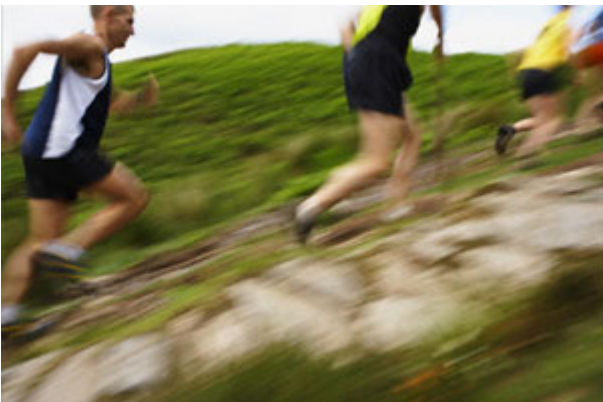
ebizframeCORE uses the latest technology from Oracle for providing a robust, scalable and reliable technical environment. ebizframeCORE uses Oracle database and its associated toolkit for the ERP. These tools use native internet technology to make ebizframeCORE fully able to harness the power of the internet.

ebizframeCORE does not use ANY other supporting middle tier software (such as Citrix) to provide internet based usage, thus saving a large amount of expense, as well as ensuring an extremely elegant and clean technological environment.

ebizframeCORE is based on three-tier architecture. This is different from the traditional client/server architecture as the application instead of residing on the client now resides on the middle-tier i.e. the Application Server. This enables a user to access the application from the client-end by using just a web browser.

## **EASY IMPLEMENTATION**

ebizframeCORE lends itself to a highly structured, well managed implementation. One major reason for our success across our vast range of installations across multiple countries is our ability to work with our clients as one team, where every person knows and follows a mutually agreed methodology. A common vision leads to a common work plan, so necessary for effective ERP implementations. Most importantly, we implement ourselves, and not through third party implementers. The result is a highly efficient implementation which enables you to start taking benefits of the ERP rapidly.



## EASTERN SOFTWARE SYSTEMS

### Sales

ebizframeCORE comes to you from Eastern Software Systems Pvt. Ltd. (ESS). ESS has been a leader in the ERP space and has hundreds of customers and thousands of users across 25 countries. ESS has been assessed at SEI CMM level 5, and also has ISO 9001:2000 certification.

Use ebizframeCORE. Gain customer satisfaction, vendor loyalty and employee commitment.

### Accelerate your business!

#### Features & Highlights:

- ◆ Handles pre-sales and sales activities of the organization
- ◆ Detailed Customers/ Business Partners/ Dealers database including bank details, TDS details, contact details and credit limit
- ◆ Flexibility to define customer-specific prices for products and reference to customer part number
- ◆ Multiple dispatch location for customers/dealers
- ◆ Product Definition - up to 30 character user-defined product code, Product classification group and subgroup for easy MIS controls
- ◆ Tight integration and linkages to Excise formalities
- ◆ Enquiries from potential and existing customers
- ◆ Quotations and amendments to quotations with complete history
- ◆ Analyzing lost jobs
- ◆ Different types of orders can be generated to suit varied needs of customers
- ◆ Order entry for direct/scheduled/open/sample orders
- ◆ Competition information
- ◆ Order calculation based on price offered, discounts (line and total), excise, taxes, freight etc.
- ◆ Order amendment history
- ◆ Order acceptance
- ◆ Authorization of orders and invoices
- ◆ Order scheduling over a period of time and tracking delivery schedule
- ◆ Order tracking through status and transaction reports
- ◆ Order closing/cancellation
- ◆ Generation of production advice to plan for MRP
- ◆ Preparation of dispatch advice
- ◆ Invoice generation with advance adjustments
- ◆ Sales voucher automatically generated for Finance
- ◆ Tracking sales returns
- ◆ Rejection invoice for rejections made against purchases with excise consideration



- ◆ MIS for analyzing sales on different parameters and analyzing
- ◆ Sales trends
- ◆ Sales Variance reports
- ◆ Stock Transfer between warehouses for multi-location companies.

## Procurement

### Features & Highlights:

- ◆ Highly parameterized to reduce data entry
- ◆ Streamlines purchase and process (sub-contracting) and service purchase cycles
- ◆ Detailed Supplier/Subcontractor/Service Provider database
- ◆ Capturing materials requirement and its tracking
- ◆ Automatic firing of purchase requisitions based on Material Requisition
- ◆ Quotations from various suppliers – item/supplier linkage
- ◆ Quotation validity and quotation comparison
- ◆ MIS for vendor evaluation based on quality, price & delivery time
- ◆ Service Contract
- ◆ Service Bill
- ◆ Subcontracting – generation of process orders, tracking work in progress
- ◆ Purchase order processing for Raw Materials, Sub-contracted items, Bought out items and Fixed Assets
- ◆ Purchase order entry with item details and other details like taxes, discounts, extra charges like freight, P&F, octopi etc.
- ◆ Recording Payment terms in PO
- ◆ Excise consideration in Purchase and Process Orders
- ◆ PO authorization
- ◆ PO amendments with complete amendment history
- ◆ Order cancellation and order closing
- ◆ Multiple delivery schedules
- ◆ Quality inspection of goods
- ◆ Advance adjustments
- ◆ Purchase bill with updating of GL and purchase book
- ◆ Authorization of purchase indents and requisitions
- ◆ Reports for Order tracking for complete control on the procurement cycle



## Materials Management

### Features & Highlights:

- ◆ Online status of item quantity in terms of on-hand, available, reserved, ordered, to order, rejected, defective and re-workable quantities.
- ◆ Excise functionality and generation of excise registers
- ◆ Up to 30 Character alphanumeric stock code
- ◆ Multiple levels of classification of items
- ◆ Excisable items – Definition and Chapter allocation
- ◆ Multiple units of measurement with conversion ratio parameters
- ◆ Lot wise tracking of inventory
- ◆ Stock Valuation –FIFO/weighted average
- ◆ Material Requisition from different requirement areas
- ◆ Inventory movement capture for various Purchases and sub-contracting
- ◆ Receiving material against POs, Sub contracting and Repairs etc.
- ◆ Landed Cost of Items
- ◆ Handling Material Rejections and rework able materials
- ◆ Rejected Material dispatch to subcontractors, suppliers
- ◆ Linking of GRN to PO and Invoice
- ◆ Gate pass – returnable/non returnable
- ◆ Stock level Analyses which help in maintaining optimum stock levels
- ◆ Physical verification of stock and reconciliation
- ◆ Consolidation of inventory at group level

## Financial Accounting

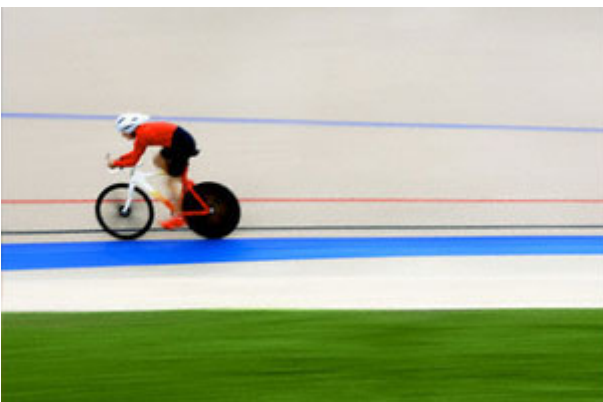
### Features & Highlights:

- ◆ Caters to both national and international markets: user defined formats for number, currency and date
- ◆ Consolidated reports for any level of the company hierarchy
- ◆ Drill down reports to reach up to the voucher level
- ◆ Up to 7 levels of groups with up to 999 groups at each level
- ◆ 28 system defined groups
- ◆ Entering pending voucher details at the time of accounts creation
- ◆ Definition of subsidiary ledgers
- ◆ Printing of amount in words
- ◆ Allocation of income and expenses to cost centers
- ◆ Department wise budget allocation for all accounts
- ◆ Online and batch posting of vouchers by authorized users,
- ◆ Park and post facility
- ◆ Defining narration for vouchers for ease of data entry
- ◆ Flexible voucher numbering – daily, weekly, monthly, yearly and carry forward



- ◆ Transaction limit for vouchers and authorization for different amounts with different users
- ◆ Up to 999 entries per voucher
- ◆ Transactions in multiple currencies
- ◆ Conversion rates on selling/buying price
- ◆ Adjustments of exchange fluctuations
- ◆ User defined Fiscal and Financial years
- ◆ Recurrent and Reversible JV entries
- ◆ Replication of JV
- ◆ JV reversal
- ◆ Receipt/Payment voucher : against invoice/bill, on account, new reference, against orders, advance adjustments
- ◆ Tax Deduction at Source
- ◆ TDS monitoring through integrated inputs from purchase and payments
- ◆ Debit notes/credit notes : on account, new reference, against order, against invoices/bills
- ◆ TR6 challan
- ◆ Soft periodic closing
  - Book closing
  - Flexible Financial year closing
  - Transfer without closing – ability to work in 2 financial years simultaneously
  - Bank and cash closing
  - All accounts closing and
  - Final book closing

## Accelerate with ebizframeCORE



### Contact

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