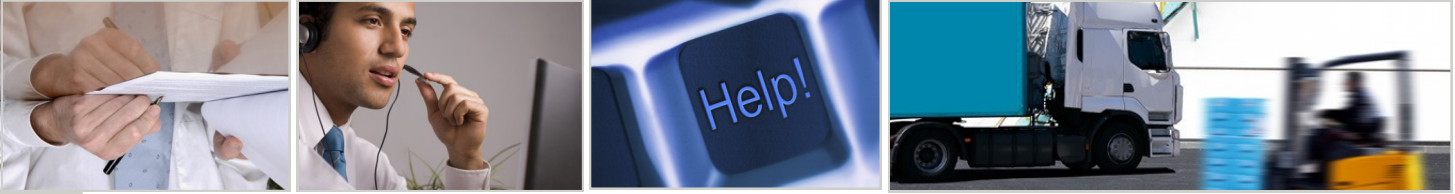


## Business Need: Profitability



### Improve information visibility across the organization

Besides enabling you to easily extract regular KPI, financial and operational information in a variety of formats, software analysis and reporting tools should help you to identify possible market trends, as well as opportunities to up-sell, cross-sell and create value-added services that can help you grow your business.

Whether you need to provide customers, suppliers and executive management with professional reports via the internet, or operational staff with decision-support data, SYSPRO's integrated nature and powerful analysis, reporting and query tools give you visibility to related information across your business on multiple dimensions from local an remote locations.

### Maintain accurate job costs

In 'to-order', as well as project and service environments, job cost accuracy is essential in attaining correct pricing and profitability, as well as to assess the reliability of the quoting process, while in standard costing environments, it is essential for tracking the validity of current standard costs.

For 'to-order' environments, SYSPRO's Quotations module enables detailed estimates based on all aspects of the job (or jobs) and the automatic creation of jobs, purchase orders and sales orders based on approved quotes. This ensures the integrity of the quoted and margin information throughout the system. For project and service environments, this same functionality is available with the added benefits of hierarchical analysis of costs and margins per head and section.

SYSPRO's fully integrated solution enables the capture, tracking and analyzing of job and product costs and profitability in real-time. Details of expected versus actual costs for material and scrap, internal and external labor, fixed and overhead costs per job, or group of jobs, is available through SYSPRO's powerful querying and reporting features. This enables the identification of exceptions and problems as they occur, such as areas of high cost expenditure, production scrap and rework, and problems in the quoting process. Furthermore, for those businesses wishing to take advantage of government and private enterprise grant programs, detailed R&D job data is easily extracted for regulatory reporting requirements.

With SYSPRO's visibility to product cost details and profit margins, including for co and by-products, you can evaluate job cost performance, margin analysis and pricing with confidence.

Whether you supply pharmaceuticals, food or other fast moving consumer goods, your pricing strategies are built to accommodate a wide variety of customer types in wholesale and retail environments. SYSPRO enables you optimize pricing for a heterogeneous customer base, providing you with the tools to implement and manage your global pricing requirements and to minimize the costs and effort associated with the administration of trade promotions and deductions.

Comprehensive sales data, along with powerful analysis, querying and reporting tools provide multi-dimensional analysis of product profitability to inform the pricing strategy process, whether it be cost-based, market-based, or a mix. In addition, deriving accurate and competitive pricing for commodity or customizable products is easily facilitated by SYSPRO's powerful costing functionality and visibility. Different costing methods per warehouse, quotations, bill of materials, product configurator and what-if costing functionality enables you to derive cost-based quotes and pricing with confidence.

The system accommodates local and foreign pricing techniques, from manual and simple automated pricing, to contract pricing and complex trade promotions

pricing and discounting. Sales order entry and electronic capture is streamlined through pricing automation based on customer and/or stock code matrices, and contract pricing at customer and/or buying group level by product or product group. Discounted, foreign and quantity break pricing methods are catered for, as well as minimum profit margin checking. The import, export and global price update facilities enable seamless implementation of extensive price changes.

Essential for suppliers of retail and wholesale customers, SYSPRO's Trade Promotions module facilitates the creation of rules that govern pricing, promotions, special offers and rebates, as well as improved promotions tracking. In addition, the system's powerful rebate, accruals and deductions management functionality promotes fast, accurate invoicing and reconciliation, as well as improved cash flow. Optional integration to SYSPRO's General Ledger module facilitates complete management and reconciliation of associated financial transactions.

### Maximize profitability in a low margin environment

Maximizing your profitability is only possible with an accurate picture of your costs. With operational costs consuming a high percentage of your revenues, we understand that maximizing yield and keeping strict control of costs and reducing waste in all areas of the business is essential to your on-going profitability.

SYSPRO enables you to implement continuous improvement by giving you visibility to costs and profits across the business and helping you to identify points of waste as they happen. This includes variations in expected and actual raw material and production costs; late supplier deliveries; obsolete, slow-moving and excessive inventories; and product defects and scrap. In addition, the Bill of Materials What-if costing feature enables you to model possible changes in raw material and labor costs and see the imploded effects on higher level item costs and profits.

### Project and manage cash flow

The effective prediction and management of cash flow requirements depends on access to reliable accurate data. SYSPRO facilitates this by providing you detailed data and a number of tools enabling you to see what cash is due for payment or collection, and when.

The Accounts Receivable module provides an aged trial balance that gives you a clear picture of when your billed receivables are due, along with customer terms and the average number of days each customer takes to pay. Sales order backlog reports by due date along with customer payment terms give you the data you need to calculate receivables for unbilled orders.

The Accounts Payable module provides an aged trial balance for your invoiced purchases along with supplier terms and an option to include unapproved invoices. The GRN suspense trial balance includes an aged balance of purchase receipts not yet invoiced by suppliers, while a Purchase Order Commitment report provides you with projections of the value committed to outstanding orders in any given time period.

The Cash Book module provides a snapshot of your current cash status as well as outstanding deposits and withdrawals and easy reconciliation of bank balances. In addition, the Cash Projection report enables you to forecast the effect on your bank balances of any recurring entries projected into the future.

General Ledger budgets for the current and following year, as well as eight alternate budgets, enable you to capture, query and report on cash flow forecasts at ledger code level.



**The Competitive Edge Since 1986.**



## Business Need: Profitability

### Reduce costs and eliminate waste while remaining flexible and responsive

Understanding the true cost per transaction of doing business means identifying contributing elements, direct and indirect, across the entire organization. These include not only the cost efficiency of operational activities and their interrelationships, but also the time spent on manual and redundant processes, reconciliations, paperwork and reporting, as well as the cost of lost opportunities from a lack of agility in responding to the global marketplace.

SYSPRO provides essential integrated visibility to your accounting, distribution and manufacturing operations, thereby enabling you to easily identify and track your cost elements and to target areas of waste for improvement programs. Additionally, it facilitates the automation of many processes that have traditionally been labor-intensive and time-consuming, such as operational-to-financial reconciliations and communicating with trading partners.

It offers Standard, Average, Last, FIFO and LIFO costing methods flagged at warehouse level, thereby providing accurate operations-focused inventory valuation, which in turn supplies accurate input for product pricing and profitability. Comprehensive multi-level costing of manufactured items is provided through SYSPRO Bill of Materials and Work in Progress, with SYSPRO Product Configurator and Quotations and Estimating providing additional tools for assemble/make/engineer-to-order environments. Lot traceability, serial tracking and return merchandise functionality, along with SYSPRO's inspection systems, provide tracking of product defects, thereby helping you mitigate costly recalls.

SYSPRO's cost roll up and implosion functionality, along with user-friendly costing queries, provides fast access to reliable information on which to base pricing and profit margins. In addition, its extensive what-if costing features enables modeling and comparison of the cost effects of alternative inputs, such as raw materials, production routes, labor rates and subcontractor rates.

SYSPRO provides work in progress tracking, enabling evaluation of detailed actual versus expected costs, as well as targets for cost savings and continuous improvement programs. Used in conjunction with SYSPRO Projects and Contracts, it facilitates comprehensive project job costing. Visibility to production scheduling, along with what-if sequencing and scheduling tools, enhance manufacturing agility and competitiveness and help to prevent lost sales in unpredictable demand environments.

Excess inventories tie up valuable resources both in terms of cost and warehouse management. SYSPRO helps you optimize, manage and track your inventories through its multi-warehouse Inventory, Material Requirements Planning, Purchase Order and Work in Progress. In addition, the Purchase Order and Landed Cost Tracking systems provide a more accurate estimate of the full landed cost of imported goods, with the GRN matching and reconciliation features facilitating electronic reconciliation of supplier deliveries and charges.

Accounts Receivable, Accounts Payable and Cash Book provide comprehensive balancing and reconciliation tools, as well as credit and cash flow management capability. Additionally, efficient administration of customer accruals, rebates and deductions is facilitated through SYSPRO Trade Promotions Management. Commitment accounting is provided through SYSPRO Accounts Payable and Purchasing, while the Assets Register ensures accurate maintenance and depreciation costing, and asset profit and loss realization.

SYSPRO's General Ledger (G/L) provides powerful queries with drill-down from journal to transaction source, as well as at-a-glance financial and activity ratios. Processing time is greatly reduced through features, such as sub-ledger integration and reconciliation, journal copy, journal import, automatic weighted transfer of costs and G/L analysis. Furthermore, SYSPRO's ease of ledger consolidation across complex businesses, along with its XML-based financial reporting features, enables prompt web-based deployment of financial reports to SYSPRO and non-SYSPRO users alike.

SYSPRO's flexible user-defined stationery formats, along with SYSPRO Reporting Services (SRS), precludes the need for pre-printed stationery for invoices, delivery notes, order acknowledgments, dispatch notes, purchase orders and statements. In addition, SRS provides considerable savings by reducing the need for paper-based audit trails and reporting. Its automatic scheduling tool precludes the need for resource-intensive supervision of periodic and month-end reporting. Furthermore, the archiving feature provides for the electronic storage of reports as run, thereby enabling users to view them on-line to discern actual print requirements.

SYSPRO's Office (SOI), fax and email integration saves time, postage and paper by enabling you to deliver transactional documents, such as purchase orders and statements, directly from their point of extraction via secure electronic means. Additionally, SOI facilitates direct queries of key operational data from the desktops of enterprise-wide users and trading partners, without the need for the desktop installation or licensing of SYSPRO.

The capability to extend electronic communication, so as to automate the acceptance and acknowledgment of orders on a 24/7 basis, is provided via SYSPRO e.net solutions, Document Flow Manager and Web Applications. Furthermore, SYSPRO e.net solutions tools afford non-proprietary and version-independent integration to mobile devices and best-of-breed applications, such as shop floor control and quality monitoring systems.

The ROI of implementing SYSPRO is rapidly realized through full visibility to an integrated picture of your business operations and the resultant reduction in operational costs, processing time and human resources.

### Reduce inventory investment while optimizing customer service levels

SYSPRO's Inventory Optimization and Forecasting modules enable you to minimize forecast error and manage seasonality, thereby helping you to reduce your inventory investment, and improve order fulfilment performance. This is further enhanced by features such as Available to promise and various time fence indicators, that give sales and production staff a reliable view of what they can promise to customers and when.

SYSPRO's Material Requirements Planning gives you clear visibility to the integrated effect of current and future supply and demand, thereby enabling you to make better purchasing and production decisions and reduce excess and obsolete inventories. The inclusion of sources of supply and demand is configurable and various reports and related review programs enable easy potential oversupplies and seamless execution of suggested actions. Also, order policies by stock code at warehouse level enable you to implement lot-sizing rules for purchased and manufactured items.

In make-to-order environments, where a full material requirements planning run may not be required, features such as Advanced Trial Kitting provide full visibility to replenishment requirements for multi or single-level jobs. The purchase order to job link enables purchased or subcontracted materials to be receipted directly into specific jobs.

Standard reports such as the Inventory Exception and the MRP Potential Oversupplies report help you identify excess inventories and possible problems with your lot-sizing techniques.