



Capabilities overview

# Socrate+ Enterprise Resource Planning System

Socrate+ is an intelligent modular ERP system. Within the past 17 years, Socrate+ recorded tens of success stories in retail, distribution and process industry. A software platform that enables you to plan and manage all the resources within your organization, Socrate+ is mature, stable, wise and strategic. Socrate+ is developed and sustained through consultancy, implementation, technical support and maintenance services by BITSoftware.

# Benefits:

# Mature

Socrate+ is based on deeply knowing the processes specific to industries like distribution, retail and food industry; long experience working with these type of companies and the number of customers using the system, recommend Socrate+ as a mature solution for increasing efficiency and cost reducing.

Socrate+ is used by more then 150 medium and large companies from Romania and gathers specific functionalities for industries like retail, distribution and food industry, as well as the implementation experience of over 17 years in these areas.

#### Stable

Socrate+ is one of the first enterprise resources planning system developed in Romania, which grew from year to year, to which we added extensions and integrations with several applications and devices. Socrate+ is a stable, high quality system that engages innovative functionalities and technologies, in order to help companies better control their activity, to increase efficiency and profitability.

#### Wise

Socrate+ is the most suitable instrument that helps the manager to live in harmony with the business environment to whom he is dedicated. Socrate+ is the long term partner, on which every manager can rely on, because it continuously helps growing the business. In this way, the implementation process is a continuously process which assures permanent grow and improvement of the organization. Optimization is no longer an option but the long term surviving condition.

#### Strategic

And if we talk about growing we talk about strategy. Socrate+ brings the added value necessary to any company that wishes to align its informational resources with the elaborated strategy. The investments in IT are no longer a purpose. It needs to be done in an intelligent manner. Efficiency, productivity and quality indicators are no longer abstract figures; they became tangible reality which helps you to improve the organization. Because we want a manager in harmony with the external environment, a manager able to breathe fresh air, a manager with his own business bioethics.

# **General Characteristics**

# Integrated modular architecture. Real time information

Socrate+ is made up of perfectly integrated modules. For example, a sales invoice introduced in the system by the commercial department will immediately be seen in the accounting module as well as in the commercial manager sales reports. Therefore, a document (data), once introduced in the system will propagate to provide information at all levels of the organization.

#### Easy to use. Accesibility

The extremely friendly graphic interface was designed to ensure a quick assimilation of modules, regardless of user's training level or the position within the company.

## Quick access to remote information

The system enables working in distributed environments, data transfer from one location to another being carried out automatically, regardless of the chosen media (internet, direct line, modem, etc). This feature proves to be extremely useful for organizations that have working locations distributed across various geographical areas (warehouses, factories, agents) and that want to have real time information regarding the system.

#### **Multiple security levels**

System's users can get different access rights to documents, reports, and databases according to their roles in the organization. There are also cutting edge mechanisms to validate documents that ensure data integrity and the coherence of the modeled process.

# **Fast implementation**

A professional team made up of BITSoftware specialists and licensed partners offer a whole range of implementation services for all the provided solutions. Standard implementation methodology and service management dedicated software tools as well as highly qualified personnel ensure a timely and efficient implementation guaranteeing answer times to every ante and post implementation request.

# Technical characteristics

Socrate+ ERP is built on client server technology based on Microsoft Windows and SQL Server. Client-server technology, as well as the use of standard tools (VB, C++, Crystal Reports, SQL, Power Designer CASE) guarantee the system's openness to the future; therefore, the system does not depend on the technology changes in hardware equipments, or on software tools or on proprietary databases.

The client-server architecture has some important characteristics, such as:

- Simultaneous access to the database of multiple users, without blocking
- Integrity of data and transactions regardless of the number of operations or users
- Large volume of transactions and the possibility to obtain synthesized information based on data stored in time (months, years)
- Working in distributed environments: data can be introduced in the system from geographically distributed locations and data can be retrieved regardless of location. Data can be automatically sent from one place to another, trough the replication mechanisms included in the database technology
- Automated administration trough procedures and latest technology tools for archiving, restoring, optimizing and verifying

Socrate+ runs on Microsoft SQL Server 2008 database where Olap and Reporting services are very important for the analysis modules. The operating systems used on the client stations are Windows XP, Vista, Windows 7.

The transfer of data between working environments is done using the replication mechanism of SQL Server.

# Socrate+ functionalities

Socrate+ consists of tightly integrated packages that help structuring and improving visibility over organizational processes.

Socrate+ covers by it's functionalities the entire activity of medium and large organizations activating in retail, distribution and food industry.

Packages and included modules are below:

Administrative – Definitions and Administrator

Financial - Accounting, Budgets, Treasury, Fixed Assets

**Commercial** – Puchasing (purchase requisition, purchase orders, purchase invoice), Sales (sales orders, sales invoice), Warehouse Management, Inventory (multiple types of stock management), Sales, deliveries, purchasing planning

**Manufacturing** – Definitions (order type, job type,order status, production capacities, resources, operations, cost types), Bill of materials, documents, Cost Management, Quality Management, Reports.

**POS** – documents, data, day closure and reports

Strategic Management – Olap cubes, Reporting Services Socrate Payroll – employees information, wage calculations, reports

#### Advantages when implementing Socrate+

- Integrated resources: once defined, the resources can always be found in the entire system (for example: products, clients, suppliers, sales points), managing them is done in an unitary manner;
- Process integration once registering a document in the commercial part (purchasing, sales, etc) you can always find it in the financial-accounting part, without being necessary to operate several times the same document;
- Control and traceability over processes and documents;
- Profitability analysis ( on products, product categories, assortments, shops, lucrative facilities, clients, suppliers, geographic areas, departments, income centers);
- Inventory optimization and control;
- Flexibility to purchasing , warehousing and delivery activities using the code bar system;
- Cash-flow optimization (closing day using specific control procedures, cash-flow control for selling points and shops, cash-flow analysis);
- Pricing strategy control and optimization;
- Unitary data and real time analysis, data consolidation option;
- And finally, better manage and increased control over the business.

# Administrator Package

# **Administrator Module**

This module is designed for managing licenses, users, and their rights on Socrate+ modules. It allows management of Socrate+ users: validation and management of access rights. Security with password. Setting links between users and other elements of the system (usersadministrative units, users-sales locations, etc).

The application administrator has the possibility to:

- Manage licenses, including types of licenses
- Manage users, groups of users, and access rights
- Manage system's parameters
- Manage printers used with certain modules
- Visualize users that are active in Socrate+ modules with the possibility to disconnect them automatically
- Visualize all operations performed on: margins, effects, prices, items-companies links, blocking intervals on order
- Visualize and print all types and categories of configurations defined or applicable according to multiple selection criteria

Management of rights can be made on following levels:

- Screen:
  - On configurable screens you are allowed to configure:
    - Tab order
    - Save values of certain fields on repetitive input
    - Save values of certain fields form one session to another
- Document/Entity:
  - On documents/entities you are allowed to configure:
    - Operations (add, modify, delete)
    - Rows/fields (un-editable, obligatory, invisible, with default value, not allowing special characters, etc)
    - parameters
    - according to key: there are configurations for operations, rows or parameters that can be set according to a "key"; the key can be: an operation, the value of a certain field, or the source of the data
- Menu:
  - Menus on each module can be configured:
    - With the possibility to activate/deactivate options form
      - menus/submenus
- Users or groups of users

Configuring the compulsiveness to link the company with:

- Agent
- Payment ways
- Maturity date
- Commercial area

# Financial Package

Optimization of the cash-flow (treasury) and improvement of financial performance indicators can now be achieved easier with Socrate+ financial package. Multi-organization and multicurrency data consolidation, together with remarcable flexibility in organization of accounting elements are just some of the strengths of this package.

Check out the functionality of the modules included in this package to see how can Socrate+ help you better manage your business:

- Accounting
- Budgets
- Fixed Assets
- Treasury

# Accounting Module

The General Accounting module is the basis of the powerful Socrate+ system and allows the recording of all financial-accounting transactions, as well as real time data synthesizing, processing and reporting. This module keeps a record of financial data and offers real time financial information regarding the business development. Moreover, this module includes a performant audit and validation system for recorded data while providing a perfect integration with the other modules.

#### Characteristics:

#### Report consolidation for holding type organizations

The system offers the possibility to keep records for one organization, or for many organizations in case of companies with a holding type structure.

## Auditing and security system

Users have rights configured on documents, journals, reports, and document monitoring can be done depending on the user who introduced or validated the document.

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#### Multi- currency parallel record keeping

Settlements of accounts can be registered in lei or other currencies, fact that allows tracking of accounts or various accounting statements on different currencies.

#### Flexible accounts structure

The chart of accounts is preset; it can be adapted to the specific activity of each company and supports multiple levels of detailing. The coding of accounts is alphanumeric and enables an easy connection to other modules.





# Flexible reporting system

The module includes all standard reports and offers the possibility to generate other specific reports according to customer's needs. You can generate reports on different periods of time, on an account or on a selection of accounts, on documents or activities, up to any level of detail, or on different currencies. At the same time you can obtain synthetic financial reports on long time spans: months, semesters, years.

Socrate+ - capabilities overview

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**Easy and quick registering into accounts** Registering into account can be carried out both manually or automatically according to the preset accounting activities/operations, while visualization can be done on various selection criteria: data, journals, documents, users, etc.

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Adding account records

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Defining accountant activities

# Automated transactions

Certain routine activities, such as closing of VAT accounts, profit and loss, or year's end account closing and others, are carried out automatically at the end of each designated period of time. At the same time, the documents introduced in other modules (invoices, notes, etc) are registered into accounts automatically, thus becoming available in the accounting module. Both documents and the rules for registering into accounts attached to the documents are previously defined by the user.

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# **Budgets Menu**

Budgets are the base for input of the planned value of any heritage element and allow monitoring the deviations from settled plans on each single activity: sales, purchasing, production, etc. Budgets will help you set limits for different expenses categories, monitor and set different criteria of profitability; budgets will also help you set performance standards and transpose operational planning into financial terms.

#### Characteristics

#### Budgetary charge and pre-configurable budgetary control

Budgetary charge can be made in any phase of the process specific to each organization and the budgetary control can be done either manually or automated, within the limits settled when planning the budget.

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## Multiple methods of budget planning

Budget planning can be done starting with present values, actual or previous budgets, by specifying the annual values and their distribution on various periods of time, on percent basis or preset constant values, using a top-down or bottom-up approach.

#### **Budgets flexibility**

Budgets can be set up for different periods of time, according to nature/type or location, offering the possibility to set, besides the original/initial values, up to four rectified values.

## **Detailed and overview reports**

There are reports and procedures to check budgetary values against the values recorded in the accounting module. Reports highlight budgetary variations on different accounts, account classes, on different periods of time and types of budgets.

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# **Accounting Server**

Helps in automatically transfer of primary accounting documents, having as benefit increased operating time and control over transfers.

# The Accounting Server:

- is secure, with access based on roles
- is programmable, frequencies can be set to automatically transfer at documents or company level
- allows notifications by email, running task's results (interval running, no. of transferred documents, no of documents not transferred)
- documents which can be automatically transferred are: customer invoice, shipments, customer receipt, vendor invoice, NIR, receipt voucher, voucher use, transfer voucher, material self receipt.

# **Fixed Assets Module**

The fixed assets module allows registration of all financial operations regarding fixed assets and inventory objects of the organization, and at the same time it offers an automated propagation in the financial accounting.

# Characteristics:

## Perfect integration with the Accounting module

Calculated amortization can be automatically transferred to the financial accounting module for each fixed asset or for each group of fixed assets and it can be distributed on profit centers.

#### Record keeping on working locations and profit centers

All immobilizations can be assigned to different working locations or profit centers, in order to keep track of their distribution within the organization.

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Monthly amortization for each profit center

#### **References to the market price. Automated reevaluations**

The module allows parallel record keeping of fixed assets and inventory objects according to the market price, in many currencies, with the possibility of reevaluation according to preset values.

#### **Configurable amortization calculus method**

The system enables the possibility to set the type of amortization for each fixed asset separately, and it applies the calculus algorithm specific to the selected type. There are the following available amortization types: straight line method, digressive, accelerated. Amortization calculus can be made beforehand for the entire lifespan, individually or on groups, in order to identify various strategies of tax payment, while having the option to calculate the degree of use on different groups of fixed assets.

# Multiple criteria record keeping of immobilizations

Both fixes assets and inventory objects can be registered according to different criteria: nature, origin, amortization method, belonging to the classification method, working locations/profit centers.

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# Open Items Module (Receivables, Payables)

Treasury module enables you to anticipate and monitor the cash inflow and cash outflow related to orders, sales and purchases. By keeping track of cash inflow and cash outflow, you can monitor cash flow on all treasury accounts, on any period of time. The module is perfectly integrated with Accounting and Commercial modules.

# Characteristics:

# Flexible cash in and cash out system

Cash ins and payments can be made based on many types of documents, including compensations, and they are linked to invoices, proformas or other documents that generate cashing in duties.

#### Total control of money to cash in and cash out

The situation of unpaid bills and due to pay bills make up a clear perspective on business partners, enabling cash flow estimation. The module guarantees also an up to date monitoring of whole or partial cashings, of compensations and of spaced out payments/cashings.

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# History of cash inflow and outflow

Tracking cash inflow and cash outflow documents on various time spans, you can monitor treasury inflow and outflow, and thus make up a sound basis for cash flow optimization. Payments and cashings highlight cash flow in all treasury accounts, for any period of time.

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# Perfect integration with Commercial and Accounting modules

Cash in and cash out documents are automatically transferred to the Accounting module as accounts previously defined so that a document, once introduced shall be propagated trough the entire system. At the same time, the module communicates at all times with the other modules, transmitting data instantaneously from one module to the other.

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# **Automated payments**

Payments that are being made at regular intervals can be automated (such as: duties regarding employees, state budget duties, etc) thus guaranteeing timely payments.

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# Flexible defining of discounts and terms of payment

Payments are made taking into consideration the discount policy and various facilities for payment, to achieve maximum gains and eliminate any cash flow disfunction.

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# Commercial package

The Commercial package enables you to manage successfully the contractual relationships with business partners (both customers and suppliers). It is addressed mostly to commercial and marketing departments as well as to the executive management. It is perfectly integrated with the other Socrate+ modules.

# Purchasing

The purchasing functionality helps you to efficiently manage the contractual relationship with suppliers, starting with processing purchase requisition, generating supplier confirmation, supplier delivery bill, taking delivery note, up to supplier invoice; having as a final goal the optimization of purchase activity.

Regarding the stocking goods, the documents workflow is:



# Perfect integration with Stocks, Payments and Accounting

Taking delivery notes and other documents are automatically transferred to the Accounting module, under the previously set accounts, so that a document, once introduced will propagate trough the entire system. Purchasing module also communicates with the other modules at all times, so that data is instantly transferred from one module to the other.

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# Detailed and overview reports on stock intake, taking delivery and purchasing

The module provides a multitude of up to date reports regarding purchased goods, on suppliers, supplier type, period of time (days, months, years). You can obtain overview purchasing reports or detailed reports on different periods of time, on different suppliers, on products or services or on various expenses. You can also print form this module daily purchasing reports or other standard documents.

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# Parallel record keeping of purchases on multiple currencies

All purchasing documents (bills, invoices, taking delivery notes, fiscal duties, etc) are registered in two currencies simultaneously, according to the updated currency, so that you can see purchase reports in one or more currencies.

#### Flexible processing of purchases. Automated generation of documents

Enables recording of stock intakes, taking delivery and purchases in the desired order according to the real events in the organization. You can also automatically generate taking delivery documents from the primary taking delivery documents. For example once you introduced a delivery bill, based on it you can automatically generate a supplier invoice and/or a taking delivery note, accompanied with other additional documents (quantity notes, quality receipts, quality/quantity discrepancy reports, etc).

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#### **Classification of suppliers. Performance analysis**

Classification of suppliers comprises various criteria, including the importance (ABC). Suppliers can be analyzed depending on sales volume, purchased items, geographical distribution, credit terms, purchasing channels, etc.

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# Flexible reporting system

Reports allow you to track orders, lots or items on every stage before purchasing. You can also check stocks regarding items in the process of purchasing, ordered items, etc.

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# Automated generation of documents

Once you introduce a document in the system you have the possibility to generate other documents starting from it, according to the processes specific to your organization. For example, from a supplier confirmation you can generate a delivery bill just by pressing a key, thus saving precious time by not having to input the same data again.

# **Anticipation of payments**

Based on proforma invoices from suppliers you can calculate the immediate payments, and taking into consideration the other supplier documents you can accurately anticipate cash outflow from your treasury.

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# **Detailed record keeping of items**

Purchases can be registered on lot (consignment) or individually on items/orders, thus offering you an increased flexibility in tracing orders sent to suppliers. The purchase requirements are calculated depending on the available stock, on the reserved items, delivery date and conditions for each item or each supplier. When sent to suppliers purchase requirements are automatically transformed into orders.

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# Import Menu

It belongs to the Purchase module. It helps coordinating the relationships with the external suppliers. Import, together with the other functions of the Purchase module and the Payment module, with which it is perfectly integrated, manage successfully the contractual relationships that occur when buying/taking delivery form external suppliers. The import allows you to manage of the documents specific to import: supplier bill, external invoice and import documents (DVI).

# **Functions:**

- Comprises all documents that can be issues when importing (supplier bill, DVI, taking delivery note, invoice form the external supplier, invoice for internal transportation, invoice for external insurance, customs invoice for the custom operations, highlighting taxes and VAT at customs, invoice for exchange rate differences).
- Allows manual input of the import document or its generation from the supplier bill
- Allows generation of the taking delivery and assessment notes, based on which the taking delivery takes place
- Possibility to generate the supplier invoice based on the import document. The invoice comprises the total value both in lei and in currency.
- Generating customs invoice from the import document
- Generating both internal end external transport invoice (separated invoices).
- Possibility to generate the insurance invoice from the import document
- Possibility to generate additional invoices for additional services that are to be differentiated on suppliers
- Possibility to generate the discrepancy invoice in case any discrepancy has been registered on the import document
- Possibility to generate supplier prices from the import document, using the currency on the DVI and the supplier on the DVI
- Possibility to modify VAT on the import document
- Allows import of free of charge items

- Allows cumulating customs documents in the (operational) purchase journal under a single position with the DVI reference
- Allows transfer of custom invoice and taxes to accounting module, pointing out the type of base to be subjected to taxes and the VAT
- Offers an extensive range of reports (on stocks, detailed import invoices, table of goods for customs, reports for price differences at entrepot)

# **Sales Orders**

This module enables you to successfully manage the contractual relationship with customers, starting with the activities before the actual sale, by processing customer orders, customer confirmation, to the delivery and sale accompanied by the specific documents: delivery orders, customer delivery bills, customer invoice.

Documents workflow for stocking products:



#### Characteristics:

#### Parallel record keeping of sales on multiple currencies

All sales documents (bills, invoices, fiscal receipts) are simultaneously recorded in two currencies, according to the updated exchange rate, so that sales reports can be visualized in one or more currencies.

## Perfect integration with Stocks, Cashing, Accounting modules

The sales documents are automatically transferred to the Accounting module, based on previously set counting rules, so that a document, once introduced will propagate trough the entire system. Sales module also communicates with the other modules at all times, so that data is instantly transferred from one module to the other.

# Detailed and overview reports on stock outs and sales

The module offers a multitude of reports on sold items, sales/distribution locations depending on customers, customer type, time intervals (days, months, years). You can obtain overview reports on sales or detailed on different periods of time, on different customers or types of customers, on items or types of items, on selling locations or agents, etc. Daily sales reports and other standard documents can also be printed from this module.

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# Distribution of sales on profit centers, sales locations, and agents

Sales can be monitored on different criteria, such as profit centers, sales locations, agents, distribution channels and other preset criteria.

# Flexible processing of stock outs. Automated generation of documents

Enables you to record goods you take out of stock and goods you sell in the desired order depending on the real events the organization faces. Once a document is introduced into the system, starting form it you can generate other documents, according to the processes specific to your organization. For example, once you input a delivery bill, based on it you can automatically generate a sales invoice.

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Socrate+ - capabilities overview

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# **Classification of customers. Performance analysis**

Classification of customers comprises various criteria, including the importance (ABC). Customers can be analyzed depending on sales volume, sold items, geographical distribution, distribution channels, etc.

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# Flexible reporting system

Reports enable you to monitor orders, consignments or items in every stage previous to sale. In the same time, you can check stocks to identify the reserved items, items that are in process, etc.

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# Automated generation of documents

Once a document is introduced into the system, starting from it you can generate other documents according to the processes particular to your organization. For example, from a customer order, by pressing a single key, you can generate a confirmation, without having to introduce the same data again, thus saving time.

# **Processing internal orders**

Delivery notes ensure the delivery of the ordered goods only if the order has been accepted, thus granting a timely delivery from the designated warehouses.

# **Flexible credit terms**

When the payment is not made in advance, each customer can be assigned different credit terms (payment terms, maximum limit of credit). Proforma invoices can be issued before delivery of goods, for in advance cashing.

# Validation of orders

Customer order is confirmed (validated) only if certain terms are met: availability of stock/delivery, being within the credit limits, acceptance of prices, etc.

#### **Detailed monitoring of items**

You can monitor orders globally or according to consignments, lots or items included in each lot.

# **Export Menu**

The Export menu helps you manage and organize effectively commercial relationships with the external customers. It is designed for the commercial department, marketing department, and executive management. It is perfectly integrated with the Sales and Cashing module, and together with them it helps to a successful management of agreement terms with external customers, relationships that occur in the moment of sale/delivery.

# **Functions of Export Menu**

- Allows direct input of export invoice or its generation from the customer bill, not taking into consideration whether the bill has been introduced in currency or not, or whether it has the currency and the exchange rate filled in
- Possibility to generate the internal invoice automatically from the export invoice
- Possibility to generate more than one internal invoice from an export invoice
- Possibility to visualize customer invoices generated from the export invoices
- Possibility to visualize and input "others"
- Possibility to transfer automatically the primary documents to the accounting module
- Possibility to highlight the VAT amount in currency, separately on the export invoice
- Possibility to update automatically the VAT amount in currency with 0 value
- Possibility to change the VAT on the invoice
- Possibility to generate more than one internal invoice from the export invoice
- Provides an extensive set of reports

# **Material Management**

Material management is an extremely complex activity since you need a detailed administration and operational reports to manage and control the items you produce, assemble, store and sell. Socrate's Stocks module offers you all the details you need to launch production orders or supplier orders in order to sale/deliver goods to customers and helps in efficiently management of stocks.

## Characteristics:

#### Integration with mobile inventorying devices

The module allows taking the stock from a Hand Held device, using a scanned document, also having the possibility to correct the resulted inventory afterwards.



# **Inventory calculation**

Based on the information received from other modules which are tracking the stocks movements, this module establishes the inventory at a certain time for each product. There is also the possibility to get an inventory proposal before doing the final inventory of goods or getting partial inventories. The module allows closing and opening the inventory by automated generation of notes.

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# Stocks management based on lots and series

The module allows tracking the intakes and stock outs on lots and series.

# **Multiple quantity-value reports**

The module allows you to monitor different quantities, in stock, ordered, delivered or invoiced, from customers or suppliers. All reports have multiple selection criteria among which: administrative unit, supplier, time interval, items or categories, expiry date or perishability, etc.

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### Modern methods for stock optimization

Depending of the methods you choose, Stock module can calculate the purchase requisition for each item, on various criteria: minimum or maximum stock, purchase intervals, etc. The module also allows input of various types of documents (consumption notes, transfer notes, delivery notes or auto-taking delivery notes), on each item or on lots.

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## Flexible structure of administrative units. Multiple methods of stock management

Stock module supports multiple types of stock management: FIFO, LIFO, Average Price. You have the possibility to use multiple administrative units divided on categories, subcategories, which can be linked to different profit centers of the organization.

# Flexible structure of items. Multiple measure units

Items within the organization can be classified on multiple levels depending on the predefined categories. Due to the automated conversion of measure units you can manage the stock of one item on multiple measure units.

# Warehouse Management

Warehouse Management is part of the Commercial module and it's main functionality is to manage and organize storage facilities and warehouses. You can define and organize storage facilities (on cells and areas) in the Definitions module.

Together with the perfectly integrated Purchase and Sales modules you can efficiently manage storage space and issue storage orders and collecting orders for incoming or outgoing goods.

## Functions

- Manages storage orders, namely:
  - Storage orders designates the cells where the goods will be stored; it is generated from the taking delivery notes (NIR);
  - Collecting orders a document for taking out goods from cells; it is generated from the customer bills;
  - Transfer orders for moving the goods inside the warehouse from one cell to another.

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 Allows automated and simultaneous generation of documents that deal with the stocks (customer bill, taking delivery notes) and storage orders, or it offers the possibility of manual input of those documents from taking delivery note (input or visualization screens) and from customer bill. A wizard is used for the manual input of storage orders.

- Allows setting of system parameters in the Administrator module in order to enable the input of automated or manual storage orders from visualization or receipt input screens.
- Allows updating and visualizing in the Administrator module of all configurations on user/group of users and organization (setting documents/entities, configuring windows, configuring menus – managing rights on menu).
- In the Documents menu it allows visualization of customer and supplier bills introduced in the Purchase and Sales modules, it allows visualizing taking delivery note as well as storage orders. Visualizing storage orders can be done according to various selection criteria: the number of the storage order, period of issuing the storage order, organization, explanatory notes, the user that introduced the order, the handler, the supervisor, comments, administrative unit, class, group item, confirmation date, confirmed or not confirmed, type of the order).
- Possibility to scan items at warehouse taking delivery. This process prevents intake of items with incorrect barcodes; you can also print pallet labels to better organize the warehouse.
- Allows printing pallet labels that indicate the area, row, column, level, item name, date of taking delivery, item code, pallet (or other packaging unit), measure unit and expiry date.

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- Provides specific reports, namely:
  - stock report on areas/cells indicating the stock of items on areas and cells in the warehouse;
    - report for tracing storage orders to monitor all documents from which there were generated storage orders on item level, with details on the type of the storage order;
  - stock movement inside the warehouse on cells used for quantitative highlighting movement of items, on the type of movement (incoming/outgoing), within the cells or areas of the warehouse;
  - quantity/value stock report indicates stock on organizations and administrative units, taking into consideration value and quantity, at a certain time. This report can be visualized in a form that allows

various selection criteria: with or without details on organization, administrative unit, lot, or state of the stocks

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# Prices

Prices allow you to carry out a coherent price policy due to which you can easily control both customer and supplier prices, as well as the used margins (markup). Prices are registered separately in price lists, both for purchased goods (supplier prices), and for goods to sale (sale prices).

# Characteristics:

## Perfect integration with the other modules

Prices module is perfectly integrated with the other modules, so that data, once introduced into the system, can be easily accessed and propagated to the other modules when introducing documents.

# Automated generation of customer prices

Based on the markup previously set for each item or group of items, from supplier prices you can generate customer prices automatically, with the respective lists. Generation can be done either for identical currencies, or by converting the price from one currency to the other, according to the exchange rate.

#### Flexible reporting system

Prices module includes standard reports - price lists on different categories. Due to the report generator, there is also the possibility to build reports according to customer needs.

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# **Record keeping of prices on multiple currencies**

Among the data that can be defined for price lists (customer/supplier prices) you can also define different currencies, and when introducing a document (invoices, orders) the system will automatically convert the price from one currency into another, according to the defined exchange rate.

# Margins (markup) control

Prices module offers you the possibility to introduce in the system different markups and discounts that can be linked to items and companies. The module also enables you to set minimum and maximum limits for each individual item. The system will notify you when you try to input documents with a markup that exceeds the previously set limits.

#### **Price history**

All prices are introduced with a certain availability, which allows you to monitor the evolution of prices on items, categories, companies, currencies.

#### **Flexibility of prices**

You can define various price lists, for customers or suppliers, on different currencies; price lists available in different circumstances (sales location, agents, different organizations). There are various price categories (list price, stock price, document price, free price) that can be used in different circumstances depending on the particularities of each organization.

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# Management Package

Nowadays most of the companies have to manage impressive amounts of data regarding customers, suppliers, orders, sales, products, etc. Business Intelligence solutions help you transform data into information and information into knowledge thus enabling management to make well informed decisions that lead to improved activity performance in the organization.

# **OLAP Services**

OLAP technology (On Line Analytical Processing) is the basis for designing powerful tools for management analyses and decision making support. By including OLAP services in SQL Server 2008, Microsoft offers organizations unprecedented analysis and reporting power, sophisticated instruments for multidimensional analyses at lowest costs.

OLAP analyses provide a new dimension to our systems, offering you the possibility to obtain, in just a few seconds valuable information about your business. You will be able to instantly identify tendencies regarding the evolution of your business, providing instant answers to any question regarding your organization.

# **OLAP Cubes Socrate+**

- Budgets
- Cash-Flow
- Costs
- Purchase
- Sales
- Profit & Loss
- Balance
- Stocks
- Treasury
- Payroll

# **Reporting Services**

Socrate+, the integrated ERP system, developed by BIT Software offers an increased flexibility in decision making process by offering users a new reporting modality, based on Microsoft SQL Server Reporting Services. The new reports are complementary to traditional Socrate+ reports, and they improve organization's productivity offering an easy and friendly way to propagate reports within the organization.

The reporting method guarantees that information is sent in real time to the employees that need it in order to support the decision making process.

Microsoft SQL Server Reporting Services is a comprehensive, server-based solution that enables the creation, management, and delivery of both traditional, paper-oriented reports and interactive, Web-based reports. An integrated part of the Microsoft Business Intelligence framework, Reporting Services combines the data management capabilities of SQL Server and Microsoft Windows Server with familiar and powerful Microsoft Office System applications to deliver real-time information to support daily operations and decisions.

# Characteristics:

# **Web Services architecture**

Reporting Services include a Web-based report server that provides reports and a report management application. By using Web services, Reporting Services can work across a broad array of platforms. This architecture:

- Is both scalable and extensible by design, providing high dependability and connectivity
- Reduces infrastructure and implementation costs
- Enables quick and easy access to data, improving business productivity and providing superior connectivity between people and information
- Uses Report Definition Language (RDL), an XML-based industry standard to define reports

### Integrated architecture

With SQL Server Reporting Services, IT developers can easily integrate reporting services into an existing architecture that includes a variety of data sources such as SQL Server, OLE DB, Open Database Connectivity (ODBC), Oracle, and other data providers.

#### Flexible report delivery

Reporting Services enable quick and easy access to the reports users need. With flexible rendering and delivery formats, Reporting Services can also deliver information to a wide variety of devices. Delivery features include:

- **Push or pull delivery:** Reporting Services support both on-demand (pull) delivery, where users request a report dynamically from the report server, as well as scheduled or event-based (push) delivery, where subscribers receive reports automatically when a the data in a report is refreshed, or on a specified schedule.
- **Subscriptions:** This feature defines which users want to receive a report, in addition to format and delivery preferences. For example, one user might prefer an HTML version of a report, while another prefers a Microsoft Excel spreadsheet delivered as an e-mail attachment.
- Personal subscriptions: Users can create their own, personalized subscriptions, defining preferences for receiving reports as well as which reports they want to receive. Subscriptions are subject to the security model, so users can only subscribe to reports for which they have been granted permissions.
- **Data-driven subscriptions:** In many large organizations, recipients for a report may change frequently as a result of staffing changes or re-organizations. Data-driven subscriptions enable IT professionals to create a dynamically generated list of recipients using an external data source such as an employee database. The reports can also be filtered and personalized using data from the database.
- **Export to different popular formats:** Excel, PDF, HTML are some of the formats a report can be exported to. Because report rendering is separate from the initial processing of the report data, the same report can be delivered in different formats for different users.

## **Report Management**

Report Manager is a web application that manages all aspects related to reporting: data sources, report planning and running, report history, security, subscription to recurrent reports, report delivery and reporting server management.

#### Traditional and interactive reports

Reporting Services meets a vast range of needs supporting both traditional reports (on paper) and interactive reports (on web). Developers can customize reports to offer users the information they need in the desired format. Reports offer the possibility to use parameters (classic filters of software interface) that allow users to receive the desired set of information.
#### Flexibility in generating reports

Report Designer, the graphic report development engine included in Reporting Services uses IDE Microsoft Visual Studio.NET to access all report designing features. Using Report Designer administrators can define data sources and can carry out interrogations; they can add new data regions and fields, can define formats and enable interactive features for reports.

#### **Reports RS available in Socrate+**

At the moment there are more than 20 reports in Socrate+ built using Reporting Services, in all modules available. And more reports can be developed at customer requests.



# **Production Module**

The Production module is helping in the management of the entire production process, from materials purchasing to finish goods manufacturing.

It allows production planning/preparation, launching and tracking, as well as product approval and manufacturing control, specific consumption registration, finished product delivery. It also allows waste control, rectifications, and consumption variation.



## Characteristics:

#### Support for different production types

This module can be used for different production types: assembly based on orders, repetitive production, production of sole exemplars or combined production, production on series or lots, or for process industry.

#### **Materials requisition**

The material requisition can be generated from one or more orders and based on approval levels it can be automatically transformed in purchasing requisition.

#### **Structures flexibility**

Structures can be generic, mixed and specific, quantified in fixed units or percents. Structures make up the basis for configuring product variants, particular to each and every order.

#### Quality materials measurement using analysis notes

The information regarding the characteristics of purchased materials is introduced in the system, based on the analysis notes. The analysis note is done for each item before the item receipt. There is the possibility to introduce manually the analysis note or to generate it from the supplier delivery bill. When generating the receipt, the operator can decide if the receipt will be made according to the data from the supplier delivery bill or according to the results included in the analysis note.

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#### **Configuring production stages**

Production can have different stages (waiting, launching, in process, closed and finished) depending on the status of the production order, which can be updated either automatically or by setting production moments of execution. The order status is preset in the system.

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## Integration with fixed asset module

The production resources/tools can be defined or taken over from the fixed assets module, in order to be used in the production plan. A profit center, cost per hour, running time and potential production can be attached to a resource.

Socrate+ - capabilities overview

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## Sales price calculation

The sales price for the produced items can be previously calculated starting from different values: supplier's price, sales price, maximum, medium and standard costs. The calculation takes into consideration the consumptions and other elements which influence the total cost.

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#### **Production expenses management**

The module allows defining expenses types in order to record and manage the direct and indirect costs.

#### **Automated production closure**

Production orders can be closed with the option to automatically generate consumption notes and/or delivery notes; you can also set different levels of approval according to which consumption/receipt notes can be introduced (generated) directly at the working locations.

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#### Perfect integration with Customer Orders, Stocks and Accounting modules

The mechanisms of automated generation of documents allow launching of production orders directly from the orders received from customers or from the production plan; based on the production orders you can easily control the consumption of raw materials, as well as the delivery of finite products.

#### **Flexible reports**

The module allows consulting various production reports like: structures comparison, listing particular structure per item, listing particular structures per generic structure, cost estimate for a particular structure, generated receipts from working order, working orders generated from customer orders, consumption orders/consumption bills generated from working orders, production for a certain period, consumptions for a certain period, unfinished production for a certain period, orders status, planned vs. realized production, specific vs. standardized consumption, planned vs. actual costs, allocation of direct, indirect and general costs to realized production, batch tracking report.

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# POS Module

The POS module is used in supermarkets for all the activities related to sales using POS (Point of Sale). The module manages the communication between the ERP Socrate+ from Back Office and the equipments used in the Front Office (POS, scales, hand held).

## Characteristics:

## Lists of Items from the store equipment

- Possibility to visualize the list in Socrate+ format or in POS format on various criteria: states (POS, handhelds, scales)
- Possibility to check the transmission of different types of codes and prices
- Bar codes, short PLU codes, scales codes, other codes
- Codes consistency check
- Updating the equipments data bases with the latest valid codes and prices
- Managing the equipment databases (initialization, transmission and reception)
- Flexible configuration of the specific store entities (POS, customers, taxes, cashiers, groups of products)

### Specific documents used in the store

- Inventory list using Handhelds'
- Electronic cash journal, vouchers, cashing and Socrate fiscal documents with checks on specific changes

#### Specific reports for the in-store activity

- Sales and cashing at any moment of the day
- Current stock consolidated at any moment of the day, highlighting the negative and no movement stock
- Monetary per cashier and the payments modalities
- Cashier's activity (number of scanned items, issued vouchers, other reports)
- Inventory reports highlighting the stock movement on item, groups, category level, for different periods of time
- Reports on margins/mark-up at class, group, article level, for different periods of time
- Closing day report with documents revision
- Reports on suppliers with the possibility to export data to electronic format, to a file or directly to e-mail

## Labeling items

• Possibility to print different labels with pre-definable formats (shelf, promotion, etc), using different selection criteria

#### **Closing day procedures**

- Closing POS reports
- Transfer and closing Socrate documents
- Checking sales, stocks, cashing, with the possibility to conciliate negative stocks

## Socrate Payroll

Socrate Payroll has been designed to cover a vast range of specific cases, as it is well known that problems regarding payroll are complex.

## Characteristics:

#### Various and flexible reports

The module offers various reports regarding salaries (repartization of salary depending on working conditions, salary structure report), or working hours, holidays, restraints, reports regarding lunch tickets etc.

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## **Employees and salary history**

The module allows tracking the evolution of an employee salary, and also registering of new negotiations.

#### Flexibility in wages calculation

The salaries could be calculated starting from gross to net, but also the other way arround, taking into consideration the wage-class and deduction factor.

Socrate+ - capabilities overview 🛓 Calculator salarii Selectie angajat Salariu negociat LEI Tip negociere: **BRUT LEI** Valuta: Grup munca: % Salariu negociat: 2500 Salariu incadrare: 2500 Angajat: AVRAM -CONTRACT MUNCA Tip contract: Calcul salariu Sporuri angajat -- 4 2500 Salariu incadrare: Categorie Articol Procent Suma fixa Indice ded. supl.: ORE ATELIER ATFORJA 10.00 . 550.00 SPORURI 1 SPORFIX Scutit impozit SPORURI 2 SPOR\_SUPERGEST 20.00 30. Sporuri (%): VECHIMEO SPORURI VECHIME 0.00 28/06/2010 Data calcul: -Sume angaiat Contributii angajat -- 3 3 800.00 Venit brut: Categorie Articol Cota Valoare 627.00 Contributii angajat: CAS\_ANGAJAT CAS\_FP 10.5 399.00 . 0.00 Deducere baza: SAN ANGAJAT SANATATE\_CP 5.5 209.00 AJSOMAJ\_CP SOMAJ ANGAJAT 0.5 490.00 19.00 Impozit: 2 683.00 Salariu net: Sume angaiator Contributii angajator -- 7 Contributii angajator: 1.096.00 Cota Valoare Categorie Articol Total cheltuieli: 4 896.00 CAS\_ANGAJATOR 790.40 CAS\_3\_CF 20.8 FONDURI\_CM FOND\_CM\_CP 0.75 28.50 **Calcul diferenta** FONDURI FABP FDRISC\_CM 0.5 19.00 🖲 Salariu net C Venit brut FONDURI ENUASS FDINV CP 0.85 32.30 SAN\_ANGAJATOR CASS\_CP 5.2 197.60 Valoare estimata: 0.00 SOMAJ\_ANGAJATOR SOMAJ\_CP 0.5 19.00 Diferenta: SOMAJ\_ANGAJATOR FD\_GARANTARE 0.25 9.50

## **Flexible configuration**

The Payroll application is based on the user's freedom regarding system's configurability and possibilities to particularize it. It is extremely easy to configure the module according to specifics of each organization, to define various payment types, taxes, grids, bonuses, penalties, alimonies, C.A.R. related problems and luncheon vouchers.



## **Employee detailed evidence**

There is extensive information that can be recorded regarding employees, worked time (daily and monthly timesheet), calculus of employee's payroll (gross/net, expressed in base/references currency or other reference currency), calculus of quota for state budget and social insurances.

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## Integration with Socrate+ modules

The Payroll application is perfectly integrated with Socrate+ and also with SocrateOpen. All reports can be configured and automated, and transfers to accounting module can be carried out with automated distribution of expenses on cost centers.

## Socrate+ Extensions

Socrate+ is an open ERP system that allows various interfaces and integrates with Front Office applications from different industries. Also other extensions were added to Socrate+, which proved their advantages in various implementations.

## SocrateWeb

SocrateWeb was designed to provide a working method through Internet, with Socrate+. The extension SocrateWeb is natively integrated with Socrate+ and was developed by GreenSoft Bucharest, a BIT Software authorized partner.

By using SocrateWeb, any user of Socrate+, with internet access, located anywhere around the globe, is able to login and work in Socrate+. SocrateWeb is addressed especially to chain stores with a head quarter and shops distributed around the country or to distribution companies with warehouses in different locations.

#### Anytime and any place access

- High geographic coverage: you can work from anywhere as long as there is an Internet connection
- Real time access: you are working in real time on the central server

#### Low administration cost

- Unique interface, one login for all the modules used
- Low hardware requirements for the working stations
- Installing an Internet browser is sufficient, there is no need to install other programs on the users' computers
- Zero costs for working station administration regarding system upgrading
- Independent of the operating systems on working stations
- Eliminating replications for Socrate+ server

#### Configurable

 The following can be configured: modules interfaces, documents windows, rules for filling in fields;

#### Socrate+ natively integrated

- It contains Socrate+ functionalities, in a modular structure
  - Purchasing: goods reception, supplier invoice
  - Sales: shipments, customer invoices
  - Inventory: bill of materials, stock-taking
  - Open Items: cash, bank, payments and receipts
- It takes over the features from Socrate+
  - Users accounts from Socrate+ are available when connecting with SocrateWeb
  - During working sessions with SocrateWeb, systems configuration from Socrate+ are used
  - Security at application level and database level
  - $\circ$   $\,$  All documents hold the signature of the person who introduced or validated the document  $\,$

- All documents hold the signature of the working station and there is the possibility of doing analysis at working station or consolidated, at central/ head quarter level
- All documents are registered in two currencies (working currency and referential currency)
- Working time control is done for each document.

## **Scalable Architecture**

- Three-tier type (client application server data base server)
- Web/<u>Ajax</u> technology
- Apache/Php application server

## **SocratePOS**

SocratePOS is a web application designed for registering and processing transactions in the retail activities. The application provides facilities for registering, centralization and tracking company's sales, through fiscal receipts, in stores like: supermarkets, mini market, shop, restaurant, service providers, kiosks, etc.

#### Integrated natively with Socrate+

- SocratePOS is natively integrated with Socrate+, making full use of the SQL Server platform advantages, like: transactional replication, unlimited number of users, database size limited only by physical storage support
- During working sessions, Socrate+ system configurations are used

#### Low administration cost

Installing an Internet browser with active Java script is sufficient, there is no need to
install other programs on the users' computers;

#### **POS online**

- High geographic coverage: you can work from anywhere as long as there is an Internet connection
- Real time access: you are working in real time on the central server, there is no need for a back office computer in the shop

#### **Price control**

- In order to increase the operating speed, the interface allows product selection based on the barcode or on the product code. In addition, the receipt number, date and cash machine are automatically considered. For products with single price, this is rendered automatically; the operator needs to fill in only the quantity.
- Client interface allows product's visualization as they are introduced on the fiscal receipt as well as the prices and total amount to pay

## **Scalable Architecture**

- Three-tier type (client application server data base server)
- Web/<u>Ajax</u> technology
- Apache/Php application server

# Socrate+ Integrations

Socrate+ is an ERP with different interfaces that integrates with front office applications from various domains: retail, distribution, transport.

## **POS and Cashiers**

Integration with cashiers, POS and electronic scales is particular to the retail industry and consists in connecting specific retail equipment to the Socrate+ system.

#### **Available integrations:**

- Cashiers:
  - DATECS
  - o SAPEL
- POS:
  - IBM/POS 2000 POS
  - AnziSoft POS
  - Wincor Nixdorf POS
  - Master Computers POS
- Front Office Applications
  - Position Wincor Nixdorf
  - Copilot Anzi Soft
  - Hipos Sintezis
- Electronic scales:
  - Bizerba
  - o Digi

## **Sales Force Automation - SFA**

Socrate+ integrates with different solutions of sales force automation.

At present there are integrations and implementations with the following solution:

Festino from Set Mobile. The application runs on WM – Windows Mobile

## Mobile devices (PDA)

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Socrate+ integrates with the following mobile devices for inventory, receipt, sales and purchase order:

- HH Symbol: inventory
- HH ScanPal2: inventory, receipts, sales orders
- HH Motorola MC3000: receipts, sales, manufacturing
- HH Scorpio Datalogics: sales, manufacturing, transfers, delivery
- HH CipherLab CPT8300: inventory, receipts, check prices, purchase orders

## Integrations with specific applications used by Auto dealers

- CROSS
- Auto DMS IT TOP Solutions