



# DATASOFT ERP

Where Software Powers Business



A woman in a white dress and a man in a dark suit are standing in a modern office with large windows. They are looking at a tablet together. The office has a polished floor that reflects the light from the windows. The background shows a view of a city or landscape through the glass walls.

Datasoft ERP allows you to achieve greater productivity and control providing the optimal platform on which to advance your business. Built with industry- specific focus, Datasoft ERP provides a strategic foundation that will integrate your entire enterprise on one platform enabling you to excel in today's global marketplace.

# The most integrated, flexible and easy-to-use business software solution for your growing enterprise.

Datasoft ERP is an Enterprise Resource Planning (ERP) platform that unifies your entire organization onto one integrated business software suite. The real-time flow of information with customers, suppliers and your employees is made simple and efficient giving you the power to optimize your business performance.

## POWERING YOUR ENTIRE BUSINESS

From supply chain management to purchasing, customer relationships to sales, and inventory to accounting, Datasoft ERP covers all areas of planning, operations, logistics, administration, finance and management on one platform. Real-time data is accessible with integrity and accuracy leading to prompt and confident decision-making, premium customer service and transparent risk management.

With integrated workflow and business modeling, each of your business areas can define its own conditions, working environment and dashboards on a per-user basis. Elaborate business intelligence and reporting tools give management quick access to accurate and relevant information instantly.

## FLEXIBLE AND EASILY CUSTOMIZABLE

While most companies require the same core functionality, each company has unique elements in its operations. Datasoft ERP provides powerful business modeling tools allowing your company to use our proven template models or personalize the ERP to your unique requirements. With no need to change source code, Datasoft ERP is adaptable with natural flexibility and will accommodate the most sophisticated requirements with ease.

## DESIGNED TO GROW WITH YOU

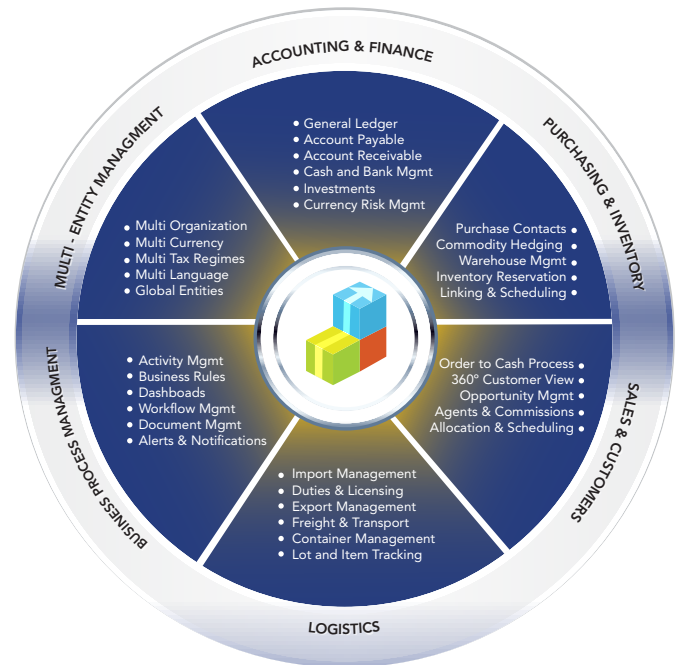
From small single-site organizations to large multi-company enterprises, Datasoft ERP is highly scalable and will grow with you. Depending on your business requirements, implement only what you need. Datasoft ERP will adapt to your changing business conditions.



# COMPREHENSIVE BUSINESS SUITE

Datasoft ERP is a complete solution that combines business functions into one easy to use application. This minimizes data redundancy and allows fluid information and process flow throughout your organization increasing productivity and control. Designed to handle the sophisticated requirements of organizations that operate in the global marketplace, the solution is multi-currency and multi-language enabled.

Your organization can operate across the globe without boundaries or borders and with a comprehensive set of modules, Datasoft ERP caters to diverse industries and growing enterprises of all sizes.



## SUPPLY CHAIN & PRODUCTION

- Purchase Orders & Contracts
- Invoice Tracking & Aging
- Lot-Based or Item-Based Procurement
- Purchase Agents & Commissions
- Goods Received Management
- Item Composition & Formula Management
- Production Recipes

## INVENTORY

- Multi-organization & Location Management
- Lot Tracking
- Costing Flexibility
- Inventory Allocations & Transfers
- Non-inventory Cost of Sales
- Warehouse & Yard Management

## SALES

- Quotes & Contracts
- Order Entry & Scheduling
- Lot Orders
- Commissions & Agents
- Payment Terms Automation
- CRM - 360° Customer View
- Opportunity Management

## LOGISTICS

- Import Management
- Duties & Licensing
- Export Management
- Export Documentation
- Freight Management
- Transportation
- Scheduling

## FINANCE

- General Ledger
- Budgeting & Forecasting
- Cost Center Accounting
- Fixed & Variable Allocations
- Accounts Receivable
- Accounts Payable
- Unrealized Profit/Loss Accounting

## OPERATIONS MANAGEMENT

- Workflow & Business Rules
- Activities & Approvals
- Business Intelligence
- Role-specific Dashboards
- Document Management

# INTEGRATED LOGISTICS CHAIN MANAGEMENT

Datasoft ERP makes it simpler to correctly control logistics from scheduling to delivery. Robust features give you management tools to handle operational elements related to bulk or packed merchandise, finished or unfinished goods, directly traded or processed material and more. Datasoft ERP's specialized modules for single or multi-leg marine shipment and inland transport are specifically tailored to handle container management, shipping expense, scheduling, insurance and documentation.

## IMPORTS AND EXPORTS

Globally active manufacturers, distributors and traders have specific requirements related to import/export commerce which often vary by jurisdiction. Datasoft is keenly focused on import/export logistics and seamlessly integrates this functionality into the logistics cycle. Enterprises that are globally active can excel with streamlined and effective worldwide logistics chain management.



## KEY BENEFITS

### INTEGRATION

Integrate all business functions onto one platform for fluid information and process-flow enabling you to manage your business in real-time.

### SCALABILITY

From small enterprises to large corporate environments, Datasoft ERP will let you grow without limits or boundaries.

### PRODUCTIVITY

Enhance customer and vendor service and satisfaction by eliminating time-consuming manual processes.

### WORKFLOW

Datasoft's portfolio of workflow and activity tools will accelerate and automate your business processes and streamline your operations in a manner that fits your unique business needs.

### MULTI-ENTITY

Operate multiple branches and multiple companies on one system. Roll up and consolidate financial data and provide full visibility across the enterprise.

### USABILITY

User-centric design and intuitive screens ensures ease-of-use. Accessing information and navigating business functions is simple and quick.

### SUPPORT

24 X 7 support centers equipped with robust support technology and channels combined with Datasoft's deep knowledgebase and industry experts are at your service.

## AN ERP SOLUTION DESIGNED SPECIFICALLY FOR

- Importers & Exporters
- Commodity Traders
- Distributors & Manufacturing
- Metals (Ferrous & Non-ferrous)
- Commodity Wholesalers & Retailers
- Processing Yards
- Design-to-order Manufacturing
- Secondary Markets
- Agriculture

Datasoft ERP runs companies from material procurement to customer delivery while handling every aspect of finance, operations, administration and risk management.

## TURN-KEY RETURN ON INVESTMENT

Datasoft provides industry specific templates that will rapidly implement Datasoft ERP into your environment and will let you get up and running quickly. Datasoft ERP is installed and configured with specialized features and tools that are based on best-practices, maximum operational efficiency and visible risk management.

## DESIGNED FOR GLOBAL BUSINESS

Competition in the global marketplace requires an ERP platform to perform beyond a country's borders. Datasoft ERP supports multiple languages and is designed to satisfy requirements of international customers, operations and legal requirements including tax and import / export rules. Multi-currency support with robust multi-company consolidation gives you the platform to compete without boundaries or borders.

## EASE-OF-USE AND FLEXIBILITY

Datasoft ERP is easy to setup and use with intuitive user experiences and rich navigation tools. Embedded with workflow engines, role-specific dashboards and extensive business modeling tools, user-acceptance and knowledge transfer is simple and easy. From desktop personalization to user-specific views and reports, Datasoft ERP adapts to the way you do business.



# ERP CASE STUDY

## COMMODITY IMPORTERS

### MULTINATIONAL DISTRIBUTORS (SOUTH AMERICA & AFRICA)

Due to globalization, many multinational companies find themselves operating large and complex organizations worldwide including in developing countries. With limited infrastructure in these countries, multinational organizations are left with no choice but to run manual systems causing inefficiencies, lack of access to information and therefore mismanagement; such problems inevitably cause hindrance to growth potential and profitability. Datasoft's ERP combined with Datasoft experts provided the solution to these issues by integrating and automating the entire organization.

### CLIENT AT A GLANCE

- |  |                         |
|--|-------------------------|
| ➤ \$700 million in sales                           | <u>Customers Served</u> |
| ➤ Supply chain in Europe, South America & Africa   | ➤ Retail stores         |
| ➤ Distribution centers in Middle East & Africa     | ➤ Wholesalers           |
| ➤ 40 distinct product lines with over 400 products | ➤ Distributors          |

### BUSINESS DESCRIPTION

- Wholesale of commodities and perishables to domestic buyers via warehouses
- Marine transport and Import and Export intensive processes in various countries
- Several dedicated international procurement agents and vendor managed inventory

### THE SITUATION

The enterprise has grown tremendously in the past few years and has operated on non-integrated technology and software seeded on manual paper-based processes. The growth explosion has caused significant issues throughout the business:

- Demurrage costs due to mismanagement of importation logistics
- Unexplained inventory leakages
- Redundant overheads incurred to operate simple audit and control of business processes
- Inability to report current real-time financial information to company executives

The client selected Datasoft to implement its ERP solution that would:

- Operate considering infrastructure issues in developing nations
- Reduce costs
- Increase control and transparency

### THE SOLUTION

Datasoft recommended a centralized ERP model to better manage business processes, increase cost efficiencies, and enable control and transparency in every level of the enterprise. This approach would further enable the client to:

- Focus on increasing their customer-base
- Better manage product procurement and profitability
- Standardize and track in real-time importation logistics and workflow
- Control inventory, expenses and treasury
- Allow necessary data for decision-making to be accessible from every dimension of the organization
- Empower executives with real-time financial reporting driving better accountability and control



## THE DOING

- Multi-organization
- Multi-currency Accounting
- Accounts Receivable
- Inventory Management
- Retail Point of Sale
- Importation & Dispatching
- Procurement
- Cash Management & Treasury
- Audit, Control & Limits

## THE RESULT

Despite the technological limitations in South America and Africa, the entire Enterprise functions on one system. With the integrating of purchasing, sales, finance, inventory and treasury functions, the client has completely eliminated the duplicate entry of data. The client now has the ability to get to any information required from one source with confidence that the data is current and accurate. The integration of information has also resulted in operational benefits across the organization. The visibility of information gives the client the ability to streamline their business processes. For example, using the sales targets and trending, the client can now anticipate shortages and proactively manage market demand and supply. Unnecessary leakages and expenses have been minimized through controls and transparency. Business processes have been automated eliminating redundant human resources and overheads. The client has increased financial performance with Datasoft ERP.



# ERP CASE STUDY METALS TRADING

## MANUFACTURING, TRADING & PROCESSING

When dealing in products whose price is influenced by market indices such as the metals or oil, risk is elevated and even more so when paying suppliers or invoicing customers in foreign currencies. Operational control of companies buying and selling cross-borders is extremely complex. Attempting to run a multinational organization with insufficient tools or disconnected systems can have a devastating result to growth and profitability. Datasoft ERP offers its clients a single cohesive global platform on which trading, manufacturing and service based operations can be run while utilizing strong financial, accounting and treasury tools.

## CLIENT AT A GLANCE

### Client Profile

- \$150 million in sales.
- Offices in Canada, UAE, China, Australia.
- 500+ Employees

### Customers Served

- Secondary Market Dealers
- Automotive Manufacturers
- Construction Companies
- Electrical Manufacturers

## BUSINESS DESCRIPTION

- Packaging & traders of aluminum, copper, brass, nickel, alloy, lead, rubber & zinc
- Primary & secondary aluminum alloys manufacturing based in UAE
- Yard operations with 250,000 sq.ft of factory & warehouse space
- Procurement from over 15 countries serving customers all over the world

## THE SITUATION

With unprecedented growth in the past decade, coupled with a shift in technology focus, the shortcomings of the existing systems became increasingly apparent. As one of the fastest growing companies in the field, there was a strong need to gain understanding and control all aspects of the business.

Due to the growth of the company, the existing system was unable to properly manage the evolving business and respond to the demands while handling only a fraction of the operations. Core operations were not optimized nor could be improved due to rigid legacy software. Too many issues arose due to inadequate inventory and disconnected logistics systems. All the other business aspects were managed by spreadsheets and an incongruent financial and accounting software. Too much time was spent manually entering data multiple times in multiple formats. More importantly, imperative information scattered in different systems would be misplaced or was unavailable when needed, thus resulting in costly mistakes and improper decision-making.

With the lack of real-time information, price fluctuations in the metals market and foreign exchange rate volatility resulted in the company running at unacceptable levels of risk, inability to grow and lost profits. After an exhaustive search for replacement software, the client could not find a single software platform that would thoroughly manage the ever evolving processes. Larger ERP packages were found to be generic and inflexible; other ERP packages lacked modules that were essential to their business practices



## THE SOLUTION

Datasoft recommended its Datasoft ERP product. This approach would enable the client to:

- Centralize all aspects of its business including the purchasing, selling, accounting, and expansive logistics cycle
- Access real-time data and use elaborate treasury tools to manage risk and protect against market fluctuations
- Control inventory, expenses and treasury through dashboards and tools
- Allow necessary data for decision-making to be accessible from every dimension of the organization
- Empower executives with real-time financial reporting driving accountability and control

## THE DOING

An experienced team of Datasoft personnel & the client's in-house team worked together to plan and prepare for implementation using Datasoft's proven implementation methodology. Datasoft implemented the following modules:

- Multi-entity GL and treasury tools
- Purchasing and Sales
- A/R,A/P & Inventory control
- Logistics

## THE RESULT

After a three month implementation, the client went 'live' with a seamless transition. Immediately, the client began to realize the benefits. Redundant tasks were completely eliminated resulting in labour cost savings. Employees now have access to all necessary information and costly errors rapidly diminished. Over the past year, the client's growth has exceeded their intended business plan. Datasoft ERP has been an invaluable tool enabling growth in a controlled and resource-optimal fashion.

The metal trading industry is extremely competitive - clients are looking to work with companies that are quick to respond to evolving needs and provide reliable service and product at competitive prices. The client now understands and controls all aspects of the business and has gained the ability to minimize risk and maximize opportunities.

## WHAT WE WANT TO ACHIEVE ?

Today, our employees, our partners and our management are tied together by one common denominator: to help our customers succeed without borders. Tomorrow, we want Datasoft ERP and Datasoft FxOffice to be recognized global giants built on our absolute commitment to quality, integrity and the unrelenting pursuit of innovation and improvement.

## WHO WE ARE ?

Our two major areas of focus are: (i) Datasoft ERP for the manufacturing and trade industry and (ii) Datasoft FxOffice catering to financial services institutions. We design and develop software applications for medium to large size corporations around the world and provide outsourcing and technology consulting services. We are a leading provider of corporate banking, treasury and payment solutions to banks, credit unions, and mid-market organizations in the financial services industry. Datasoft ERP covers a full range of business requirements including accounting, customer relationship management, warehouse management, and specialized needs of our clients. We run globally active corporations across numerous industries.



## HISTORICAL BACKGROUND

Datasoft was founded in 1999 in Toronto, Canada, initially focusing on engineering decision support systems and anti-money laundering regulatory software for the financial services sector. In 2002, these modules were extended to form an end-to-end platform addressing front-office, back-office and regulatory requirements of foreign exchange firms. At the same time, the impact of growth in international trade presented compelling opportunities for Datasoft to provide solutions for businesses seeking increased sales from exports and/or reduced costs from imports. In 2002, Datasoft released its ERP complete with purchasing, sales, multi-currency financials and MIS management modules. Armed with extensive experience and expertise, we re-engineered the next generation of Datasoft software. In 2007, built using the best-of-class technology and engineering methods, the company released Datasoft ERP and Datasoft FxOffice which provided clients improved enterprise-wide integration and operations control. In 2007, Datasoft was established in Dubai, UAE, serving new markets in the Middle East, Africa and Asia and putting Datasoft on the map as a global provider.

Today Datasoft has local presence in three continents supporting clients all over the world. Datasoft is proud of its longstanding leadership in the trade and banking industry and continually strives to bring innovative software and solutions to the market.

# Datsoft ERP version comparison

Features	Professional	Enterprise
Number of Companies	1	Unlimited
Number of Users	Limited to 10	Unlimited
Database Independence	Microsoft © SQL Server ©	Database Independent
Multiple Organization Consolidation	x	✓
Multiple Location Connectivity	✓	✓
Multi-lingual	x	✓
Multi-currency Inventory Costing	x	✓

Modules	Professional	Enterprise
Purchase	✓	✓
Sales	✓	✓
Logistics	✓	✓
Finance	✓	✓
Trading Management	✓	✓
Import/Export Management	✓	✓
Compliance Risk Management	x	✓
CRM	x	✓
Document Management	x	✓
System Configuration	✓	✓

Advanced Financial Management	Professional	Enterprise
Cost Center Accounting (Segment GL)	Limited	Extensive
Fixed and Variable Allocations	Limited	Extensive
Customer Entity Accounts	Limited	Extensive
Investments and Sweeps	Limited	Extensive
Multi-Jurisdiction Tax Configuration	Limited	Extensive
Commission Management	Limited	Extensive
Fees Management	Limited	Extensive

Operations Management	Professional	Enterprise
Inventory Reservations and Linking	✓	✓
Inventory Tracking and Transfers	✓	✓
Charge Management and Re-costing	✓	✓
Container Management	✓	✓
Shipping Management	✓	✓

Hedging and Treasury	Professional	Enterprise
Foreign Exchange Exposure and Hedging	x	✓
Inventory Hedging and Mark-to-Market	x	✓
Contract Formula Pricing	x	✓
Margin Deposit and Collateral Management	x	✓
Streaming Real-time Market Rates	x	✓

Business Analytics and Workflow	Professional	Enterprise
Role-Specific Dashboards	✓	✓
User-Specific Charts	Limited	Extensive
Business Rules	✓	✓
Approvals and Segregation of Duties	✓	✓
Notification and Alerts	✓	✓
Workflow and Triggers	x	✓



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