



## Target Market

- Annual revenue between \$10 and \$250 million
- 10+ employees
- Wholesale distribution, Food Distribution, Hard Goods Distribution, Process manufacturing (paints and coating, chemicals, cosmetics, food, Pharmaceutical) and service
- Companies with complex structures, consolidated entities, inter-company and multi currency

## Company Advantage

- World Wide Presence with offices in 14 different regions.
- Multi Vertical industry's Implementation expertise.
- Experience in executing Projects and Delivering solutions as per client requirements.
- More than 18,000 clients across the globe.
- Direct representation (Product, Implementation and Support).
- Solution Integration experience and expertise with various prestigious Software applications (Seibel, BAAN).
- Providing Business Management solutions for more than fourteen years.
- Implementation Experience of Multi Locations.
- Blending knowledge from across multiple industry segments.
- Expertise in delivering significant improvements in core operational processes through business integration across the company enterprise.
- State Of Art Technical Base for handling big and long-term projects.
- Expertise in deploying Online, Integrated and Web Based solutions.

## Technology

Focus RT was built and optimized exclusively for the Microsoft environment:

### **Development Tools**

" Microsoft Visual C++

### **Database Environment**

" Microsoft SQL Server 2000

" Oracle 10 & above

### **Operating Systems**

" Windows 2000/XP

" Windows 98/ME

### **Remote Access**

" Microsoft Terminal Services

" Citrix

**Tools**

- Real Time Customization Utility
- Reports Designer
- Export & Import
- Remote Synchronization
- 3rd Party Integrations
- Multi Company Consolidations
- Application Programming Interfaces



## Modules

### Core

- System Manager
- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash & Bank
- Budgeting
- Sales & Marketing
- Order Management
- Manufacturing
- Warehousing
- HR & Payroll
- Fixed Assets
- Authorizations
- Process Flow Designing
- Advanced Security
- Cash & Bank
- Triggers
- Multi Currency Management
- Multi Company Management
- Triggers
- Alerts
- Consolidations

## Focus RT - Advantages

- E-Commerce Enabled (Anytime, Anywhere Access)
- Preference Based Customizations
- XML based data exchange
- Infinite Scalability
- Customisable Security Permissions
- Quick Implementation Initiation
- Accurate Budget Control
- Consistency & Convenience
- Flexible Year-End Operations
- Sales Schemes
- Customisable Interface
- Share data across documents
- Harness the power of flexible reports
- Document Flow Designing
- Powerful of Point Of Sales
- Transactions in multiple currencies
- Remote Connectivity
- Internet Based Merging
- Document Authorization Flow Designing
- Consolidated Multi Company Reports
- Remote Connectivity using Socks Technologies
- Fast & Unlimited
- Comprehensive & Flexible

## Focus RT - Features

**Provides the following advanced accounting, distribution and manufacturing features usually required by larger organizations:**

- 8 Levels account structure
- Sophisticated and configurable search engine
- Multi Company / Inter company processing
- Multicurrency processing
- Sophisticated inventory replenishment
- Multi-warehouse/multi-bin support
- Comprehensive pricing and costing
- Physical inventory using cycle counts
- Three-step warehouse transfers
- Automated e-mail distribution of sales orders, purchase orders and invoices
- Direct output of query results to printer or Excel spreadsheet
- Supports scheduling and material planning for multiple manufacturing facilities
- Ability to handle co-products and multiple parts produced per Work Order
- Product configured Routings/BOM's based on user-defined options/values and configuration rules
- Report Filtering
- Apportioning of Income / Expenses
- Re-occurring Journal
- Database Locking & Unlocking
- Zooming & Filtering
- Back Track Facility
- Database Locking & Unlocking
- Print Designing Tool - To design output designing
- Zooming & Filtering
- Back Track Facility
- Export & Import Data
- Utility to Design Transaction Authorization
- Utility to Design Work Flow
- XML based Data Exchange
- Reports scheduling
- Auto Documentation Generation
- User Defined Document / Voucher View
- GUI based Backup and Restore Facility
- 3rd Party Integration
- User Defined Alerts

- User Defined Triggers
- Advanced Security
- Multiple Layouts (Standard Reports & User Defined Reports)
- Print Preference Settings
- Several Default Reports related to MIS
- Advanced Security
- Integration With Email for Document Authorizations
- Master Preference Settings
- External Modules Integration Using API's
- Budgeting & Variance analysis by Cost Center / Department / Branch
- Auto Apportioning of Expenses by Department / Project / Branch
- MRP I & MRP II Features
- Multi Company Data Consolidation facility for group company reporting
- Set Item & Kit Item
- PDC's Scheduling & Auto posting
- Desktop Shortcuts for all the Menus
- Reporting Filter
- Unlimited independent company databases
- Unlimited number of consecutive users
- Reports can be processed in both base or foreign currency
- Unlimited transactional history retention
- Multi-warehouse support
- Comprehensive pricing and costing
- Physical inventory using cycle counts
- Ageing Analysis for AP and AR ( Bill Wise, Party Wise with user Defined Ageing slots)
- Customizable data entry screens
- Customizable field lookups (searches)
- RFID / Bar Code Compatibility
- Processing under varied tax structures: VAT taxing and Indian taxing including specialized Indian tax Reports
- Supports international dates and addresses
- Data entry in multiple languages
- E-mail distribution of sales orders, purchase orders, invoices, and all reports
- Query capability for GL, AR, and AP
- Direct output of query results to printer or a text file, XML, HTML and Excel



## Reporting

Focus application is embedded with comprehensive reports designer which can design the most complex reports.

Users have a choice of acquiring Crystal reports and Focus allows connecting using Crystal reports. All the reports designed using this software can be placed in the menu of base application.

Focus, delivered with the base application, provides a seamless way for users to easily extract accounting data to desktop productivity tools such as Word and Excel. Output query results to a printer or Excel spreadsheet.

## Key Notes

**Product Representation:** Focus works directly with their clients. We do not utilize third-party implementation team, or outsource any of our software development. Our team of committed specialists, work hand-in-hand with the clients to understand their requirements and specifications. Our objective is to deliver customized solution to our client's exact needs. We assign a dedicated team to each client we work with to provide high quality work and on-time delivery, in a cost-effective manner.

**Modular Solution:** Focus products are available as a full package solution and as by individual modules. If separate modules are purchased and upgrades are required, any of the modules may be added and integrated without having any impact on the history of data related to existing modules. This unique feature allows a business to plan their investment and business management as per the business growth requirements. Usually, small businesses prefer to start with low-end software packages during the initial stages, assuming that the cost will be less. However, as the business grows, they find that the current solutions are not compatible or will not support the growing demands. Thus, they are required to invest in a new application, which is again a big investment of time and resources. With Focus, businesses may select a solution that is most appropriate for current situation, and add functionalities and modules later as the business grows. With this capability of adding modules, the overall investment is cost effective and requires less time to deploy.

**Support:** Our support fees are the most competitive in the industry. With minimal charges, our clients have on-line and on-site support. We offer direct support from our own team of specialists, as we do not outsource our support activities.

**Built In Reports Designer:** Focus products are embedded with specific reports designer, which top management and Super Users can utilize to design multiple reports related to different departments, or consolidated reports to have a single view about the company status with reference to Sales, Purchases, Inventory and Production. Focus offers connectors to connect crystal reports and add all the designed reports to the menu of the application. Focus has an option to design graphical reports to have a better view about any critical information like Sales, Accounts Receivables, orders, and inventory related information.



**Third-Party Integrations:** This is a very unique and vital tool offered by Focus. Using this tool, any module can be developed as per business needs and can be integrated into Focus software solution. This tool helps reduce dependency of a client on our company since they will be in a position to add their own modules as per their future requirements. A special training will be offered to the technical team or to an IT manager. We refer to this program as "Transferring of Technical Knowledge."

**Implementation:** To start, Focus carries out a Business Process study, which is done to understand the requirements of the whole company. Focus interviews each user, the decision makers, and the Department Heads to determine their areas of concern and their exact needs. BPS is a process to consolidate requirements into a single document, which would be a source of reference during implementation. During BPS, Focus consultants provide information related to best practices with accordance to client's industry. With client complete satisfaction as our objective, we provide personalized service during BPS, Implementation and Support.

**Authorization Flow Designing:** Multi level authorizations can be configured in the application with multiple conditions. This feature avoids delay in decision-making and expedites the document flow within the department /company. Transactions are posted to the respective accounts and the database as per the validations provided in this module.

**Alerts and Triggers:** There is an option to design application level or voucher level alerts and triggers as per the business needs. Usually, all the requirements are covered during the implementation but for the future requirements, an option is left open with the client to either take services from FOCUS or to accomplish using their internal resources.

**Real Time Customizations:** A built in tool, which gives leverage to on site implementer to carry out structural changes. This tool is specially developed to reduce the implementation time and increase the productivity on-site. With this tool, duplication of work and information sharing errors are reduced and thereby increase the productivity, decrease the dependency on the off-site development team, and decrease the implementation time and cost.

**Document / Process Flow Designing:** A built in tool which helps in designing the documentation flow of each department of the client as per their standard operating procedures. This is a very important tool and to gather business's critical information. For example, with reference to purchasing department, we can get analysis of Ordered Quantity and Delivered Quantity with pending Quantity by supplier and by each purchase order. This helps in determining the price of goods, which are received from the vendor and the price which was agreed as a part of annual price agreement. Like wise, every department will be able to get critical information once the document flow is designed to their modules. It also helps in reducing the duplication of data entry.

## Microsoft Compliance

### Microsoft Compliant

- ODBC-compliant

## Customization

**Focus** development tools provide a robust suite of development tools which are embedded in the application.

- Customizer allows end users to customize existing forms. Customization options include: modifying existing controls, adding new controls and adding procedural code using VBScript and VC++, company, security group or user.
- Application programming interfaces allows to Integrate with FOCUS Base application thereby giving leverage to develop any new requirements or module which are not available in the base product.

## Internet Capabilities

Focus provides access of its database for both reporting and accepting orders from web site through its API. Focus supports both suppliers and customers of Focus User by providing inventory list and order list to suppliers and acceptance and reporting of Sales Order Status to the customers.

## Other Solutions

- Academic
- 3rd Party warehousing Solutions
- Training Centers
- CRM Solutions

## Third Party Integrated Products

- POS
- EDI
- E-Commerce