



Integrated approach to a streamlined Business

Deta Application

provides an integrated approach to streamline the business process and removes replication of work from sales to customer relationship to financial and operations.

Deta Application is an ERP solution which is easy to use, customize and implement. It is a single window solution where every department is seamlessly integrated into each other. **Deta** is extremely helpful for small and medium size companies to manage the resources with complete information and timely action to accelerate the business growth.



When a business has been restrained from its growth because of constant unavailability of day-to-day operational information, when the sales, finance, HR and operations are not seamlessly integrated / connected, there Deta Application presents itself with the most advanced ERP solution to eradicate the bottlenecks and helps the company for better resource management, enhancing the productivity and resulted in ultimate growth.

Multiple systems translate into additional work - such as duplicate data entries - which can evolve into errors and delays. When critical business information, such as customer records or inventory levels, resides in different systems or locations, response times can lag and create customer dissatisfaction.

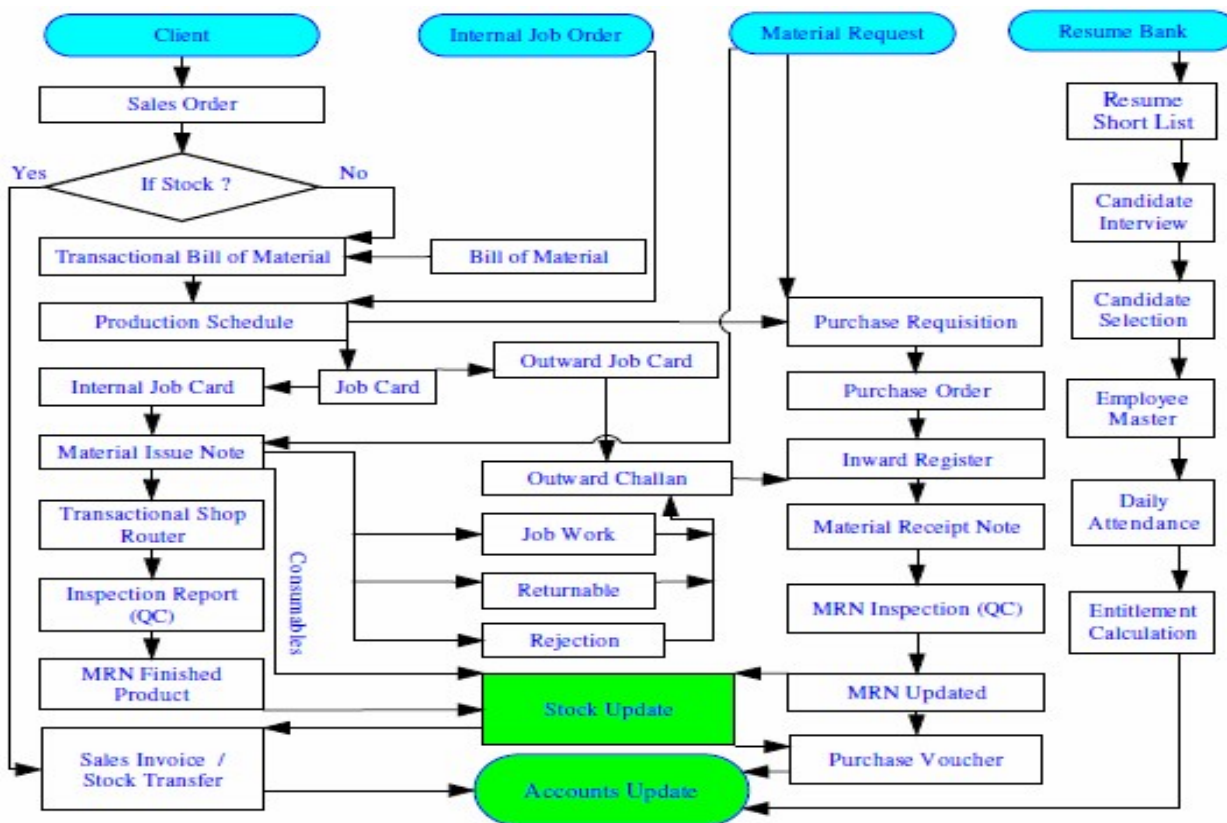
On top of all, competition makes it hard to find and keep up the customers. To maintain an edge with others, companies need to streamline the processes and find better ways to access the right information to make the best business decisions. If companies can effectively track and access all customer-related information then they can provide one to one service to the customers more intelligently - locking in their loyalty (and repeat business). Similarly, If companies can accurately monitor and manage the revenue and expenses, then the company will be positioned to optimize its working capital utilization which resulted in increasing financial strength and quick response to business opportunities to compete in the long run.



Deta Application enables the company to efficiently plan its resources by way of planning and controlling the production and distribution system. It manages the company's financial information, customer and vendor database for better marketing relations and the data of the complete resource employed for running the business. It covers almost every aspect of business, which is required for an effective manufacturing or project management, the system also covers purchase, inventory, quality control, customer services. It also includes a documentation process of import / export, banking information like BG, LC and also all types of documentation required for taxations/statutory requirements.

It is based on ISO guidelines therefore it automates business processes in a more systematic way and helps enterprises to achieve various levels of quality in business processes.

Deta Application features a total low cost of ownership cater to the needs of Small and Midsize Business. Since it is modular in architecture, the software has the ability to expand in commensurate with the growth of the business.



Overview

Deta is a next- generation ERP solution for small and midsize enterprises, including integrated financial, human resources, manufacturing, distribution and supply chain applications to help customers perform all their business processes in a Microsoft SQL environment. Offering a scalable and flexible environment that provides strategic visibility into a company's business processes, it allows organizations to operate more effectively and efficiently. This is an easy to use, low cost, requires few resources and has the ability to adapt customization to meet the various requirements as per the changing business scenario.

Key Functionality

- Inquiry Module
- Sales & Marketing
- Costing Module
- Quotation Module
- Stores & Inventory Management.
- Purchase
- Fixed Assets

Streamline Your Entire Business with integrated Application

By integrating all critical business functions, Our ERP supports sales, customer relationship management (CRM), purchasing, inventory, operations, financials, and HR Business information captured in a single system is instantly accessible across the organization, eliminating duplicate data entry and subsequent costs. When freed from constantly reacting to day-to-day activity, you can spend more time driving your business forward. Strengthen Customer Relationships and Loyalty

Our ERP enables you to manage sales force automation and customer service and support – all seamlessly integrated with other

- Production planning and control
- QC & Inspection
- Packing and Shipment
- After Sales Services
- HR Management
- Payroll
- Accounts (Payable & Receivable)
- Finance & Taxes

business functions across the company.

Act on Instant and Complete Information

Our ERP captures critical data across sales, customers, operations, and financials in a single application for immediate access and use. Our extreme reports allow you to click through relevant data and get answers quickly. Your managers can track revenues, costs, and profit margins so they can assess business performance and determine how to improve it.

Our ERP is easy to set up and configure, and as your business grows, you can adapt and customize ERP to meet your changing needs. You can customize and extend ERP to meet your specific business and industry challenges.

- Cost Center Management
- Asset Management
- Logistic & Support
- Operation & Administration
- Business Intelligence
- GST
- MIS
- Mobile Apps for MIS



In a single view now management can see what is happening in the organization. It's a dynamic and online tracking of all critical activities of different business processes. Dynamic messages keep on flashing and user get all details about operations, activities and events.



Accounting and financials

ERP helps you manage your general ledger, journals, budgets, and accounts payable (A/P) and receivable (A/R). You can conduct all your banking activities, including processing payments by check, cash, and credit card, as well as reconcile various accounts and create financial reports for profit and loss, cash flow, and aging. You can also update account postings when relevant business events occur.

Purchasing and Operations

Every small business needs a systematic approach to manage the procurement process, from creating purchase orders to paying vendors. Our ERP helps coordinate the complete order-to-pay cycle, including receipts, invoices, and returns. You can also plan material requirements for

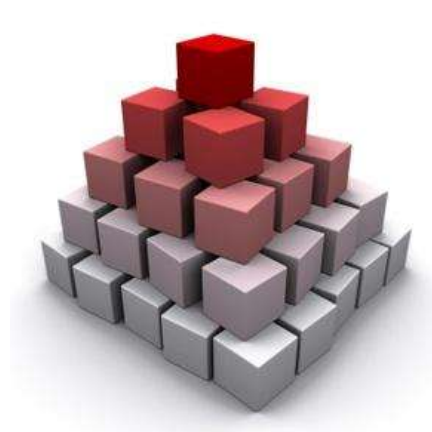
production, control bills of material, and replenish inventory automatically.

Inventory and distribution

Our ERP enables you to manage your inventory and operations - including quotes, sales orders, dispatch and billing. You can perform inventory counts, monitor stock, and track transfers in real time and across multiple warehouses. You can also run real-time inventory updates, inventory valuation, availability checks, and pick-and-pack processes.

Reporting and Administration

This ERP is enabled to capture all critical business data across sales, customers, operations, and financials in a single source for immediate access. Powerful reporting features allow you to click through relevant data and get complete information instantly, so you can make better-informed decisions.



Costing Sheet

For any organization costing is a critical success factor by which organization sets their margin & calculates its profitability before the final quote.

We have a very comprehensive costing module, where organization

can define its own costing parameter, objective, policies & business logic. After providing all the basic input, the organization can calculate profitability & margin, which becomes valuable input for final sales.

To maintain an edge, you need to streamline processes and find better ways to access the right information to make the best business decisions. If you can effectively track and then access all customer-related information, for example, you can service your customers more personally and more intelligently at every point of contact - locking in their loyalty (and repeat business).

With support for multiple currencies, budgeting, and bank reconciliation, our ERP delivers financial management functionality that enables your enterprise to be more efficient and more productive.



Financial management features

Our ERP supports financial management in the following ways.

Journal entries - Benefit from functionality that automatically posts journal entries from the sales, purchasing, and banking areas and also creates new journal entries. You can search for existing entries and automatically allocate each transaction to a project or a profit center.

Journal vouchers - Save multiple manual journal entries to a batch and process them simultaneously. This allows you to verify and collect postings before they are entered into the general ledger.

Exchange rate – System is capable of dealing with multi currency.

Banking - Track all banking processes, from cash receipts and check writing to deposits, advance payments, and account reconciliation.

Budget - define and manage budgets

Real-Time Accounting

Our ERP supports real-time accounting with the following.

Fully integrated financials - Automate key financial and banking management activities with fully integrated functionality. When you run a transaction, the software automatically posts a journal entry in the general ledger so you don't have to perform additional posting or batch processing.

Quick drill down - easily drill down to information at the posting level. Example, while viewing the journal entry for a sales transaction, you can drill down to see chart-of-accounts information.

Complete chart of accounts - drill down on the balance field to see transactions that make up a specific balance.

Control accounts - identify accounts as control accounts and assign them as default posting accounts for the increase or decrease to customer or vendor balances. This ensures synchronization between the general ledger and the subsidiary ledgers.

Profit\Cost Center - allow users to define profit center. Users can allocate the corresponding revenue and cost accounts to a predefined profit center

Financial reporting

ERP includes the following financial reporting functionality.

Multilevel reports - create a general ledger account structure that improves your reporting. Multilevel reporting is enhanced by the flexibility provided in the account segmentation feature.

Integrated reports - compile business, accounting, warehouse, and financial

reports, as well as account statements, and export reports to Microsoft excel.

Customer Relationship Management

Our ERP delivers comprehensive, integrated sales and service functionality, ensuring total control of customer acquisition, retention, and profitability for your business. Tightly integrated features across marketing, sales, and service provide end-to-end visibility for the entire customer life cycle.



CRM records every sales opportunity, from lead identification of the customer, proposal, closing, and after sales service and support. You can even enter details of the opportunity, including the source, potential deal size, closing date, competitors, and activities.

Allotted activities to respective sales / telemarketing personnel can be regulated by system. History / Event log is created for each action & activity to be tracked by administrator or supervisor.

Sales (accounts receivable) - record customer orders, set up deliveries, update inventory balances, and manage all invoices and accounts receivable.

Purchasing (A/P) - manage and maintain supplier transactions,

including issuing purchase orders, updating inventory quantities and handling returns and credits.

Business partner master record - manage all information about customers and suppliers, including email addresses, profiles, sales reports, activities with business partners, and account balances.

Reporting - Analyze opportunities by lead source, territory, industry, customer, and item. The reports show forecasts and anticipated revenue by various date ranges, such as month and quarter. You can view distribution of leads by source over time to identify the most profitable lead-generation activities.

Campaign and prospect management

- Import thousands of prospects from Microsoft excel files or other standard file formats, such as comma separated value (CSV) files, and then manage and follow up on activities. Add prospects to email campaign lists, contact lists, and newsletters. Target prospects business partners with e-mail and con-call campaigns. Create the campaign, implement the campaign, and track the results.

Dynamic reports - Obtain a unique, time-phased view of business data with the dynamic opportunity-analysis report, which enables you to easily spot trends, patterns, and behaviors of sales opportunities and personnel

Sales

Our ERP offers flexible business document development, including quotations, not only are different line types supported, allowing you to create subtotals of previous lines, but you can insert free-form text anywhere within the body of the document, as well as

display recommended alternative items. You can also store and reuse standard comments and define header and footer text for each document.



Sales features: We offer the following sales management functionality.

Order - Simplify entry of sales orders by accessing item availability information across multiple warehouses. When a shortage arises, choose to order from a list of alternative items or allow the item quantity to be partially delivered. Orders can support different delivery dates and ship-to addresses for each line item, and you can automatically create purchase orders from a sales order and drop-ship the items to the customer's site.

Delivery - generate packaging documentation for all goods shipped to a customer. You can store the delivery tracking number and access the shipping status within the delivery note with the click of a mouse. The software automatically updates warehouse quantities when you make a delivery.

A/R invoice - Automatically create a corresponding journal entry with each invoice. As a result, you can create an automatic receipt if the customer chooses to pay only part of the invoice.

A/R credit memo - easily import data from the original invoice when creating a credit memo for returned merchandise.

Document printing - Select period, document number, or document type to print sales and purchasing records.

Purchasing

You can manage and maintain supplier related activities with ERP.

Purchasing features

We offer the following purchasing management functionality.

Purchase order - When you order materials or services from suppliers, you can create purchase orders and print, fax, or email them directly to the supplier.

As a complete, integrated software application, ERP eliminates the cost and hassle of integrating multiple stand-alone applications. Its intuitive interface and vast configurability minimizes its complexities for implementation and ongoing maintenance.

Goods receipts may be linked to a purchase order, which means that the purchase order quantity can change if the quantity received does not match the original order amount.

A/P invoice - Process payments to suppliers by acting on journal entries the software automatically generates when you process supplier invoices.

A/P credit memo - issue a credit memo to any supplier for returned merchandise. You can easily draw the data required for that credit memo from the original

Invoice landed costs - calculate the purchase price of merchandise by allocating the various landed-cost elements (such as freight, insurance, and customs duties) to the FOB cost of

each item. The actual warehouse value of merchandise updates automatically.

Document drafts and printing - edit and manage all purchasing documents that have been saved as drafts and print them.

Material Requirements Planning ERP offers a simple yet powerful planning function to help you schedule and manage items that will be produced or purchased using a variety of criteria.

Inventory Control

Manage item master data, serial numbers, and price lists perform inventory increase or decrease adjustments and generate pick lists for open sales orders.



Inventory control features

We offer the following inventory control functionality.

Item master data - define production items (make), purchase items (buy), and non inventory items (labor and travel, for example) while maintaining default information such as purchasing supplier, purchasing and selling unit of measure, and tax status for each item. ERP supports a number of inventory valuation methods, including standard cost, weighted moving average, and FIFO methods. You can also define the lot sizes in which to purchase items, the minimum order quantity, and the average lead time.

Business partner catalog number - maintain a cross-referenced table of customer and supplier part numbers to inventory part numbers. You can use customer part numbers on purchasing documents in lieu of inventory part numbers.

Goods receipt and goods issue - record goods receipts and issues that are not directly related to a sales or purchasing document.

Inventory transfer - move inventory among warehouses.

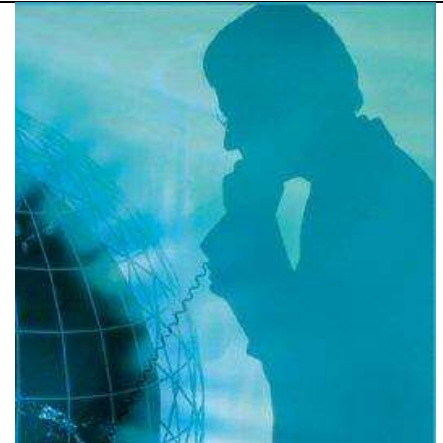
Inventory posting - enter opening balances for inventory items and update warehouse data.

Cycle inventory counting - The alerts and reports produced help ensure that items of different levels of importance are counted as frequently as required.

Price list - define a variety of price lists and link them to customers or suppliers. Quickly and easily create dynamic links between price lists, which are updated automatically whenever the primary price list changes.

Customer Service and Support

ERP delivers CRM functionality as part of the application, ensuring full control of customer acquisition, retention, loyalty, and profitability for your business. Tightly integrated functions across marketing, sales, and service provide end-to-end visibility for the complete life cycle. Service call functions provide support for service operations, service contract management, customer interaction activity tracking, customer support, and management of sales opportunities.



Customer Service and Support features

Our ERP offers the following service and support functionality.

Service contracts - create a regular support or warranty contract for items or services sold to a customer. The contract maintains the start and end dates as well as specific contract terms, which could include guaranteed response or resolution times.

Customer information - maintain detailed information about an item sold to a customer, such as a manufacturer's serial number, replacement serial number, and service call history.

Customer equipment report - view all equipment and corresponding serial numbers sold to a customer or range of customers.

Service calls - review information about all service calls that were created, resolved, or closed on a specified date or within a range of dates. You can restrict the report to see service calls for a specific queue, technician, problem type, priority, item, or call status. You can choose whether to include a view of overdue calls.

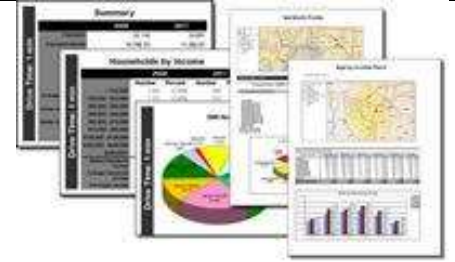
Service calls in the queue - Track and maintain service calls by reviewing the call history related to a particular

event. You can monitor the status of a call and assign it to individual technicians or maintain them in a team queue.

Response time by assignee - follow the communication between a customer and the service department and track the time needed to properly respond to a single service call.

Reporting

You can create reports and initiate corrective actions immediately. The reporting function supports accounting reports, inventory reports, financial reports, and reports to aid in decision making. Not only can you export any report generated to Microsoft excel, but data extraction is effortless thanks to simple data navigation. You can execute internal and external reconciliation with exception reporting, which is useful when trying to close your books and preparing reports.



Summary

Designed specifically for small and mid Size businesses, Our ERP application provides a single, affordable solution for managing your entire business, including financials, sales, customer relationships, and operations. Streamline your end-to-end operations, gain instant access to complete information, and accelerate profitable growth.

Challenges

- Find time to focus on growing your business
- Access the right information to make key decisions
- Build and maintain closer customer relationships
- Minimize duplicate data entries, errors, and delays
- Optimize cash flow for business needs

Supported Business Processes and Software Functions

- Accounting and financials - manage your general ledger, journals, budgets, and accounts receivable and payable
- Sales and customer relationship management - manage and maintain customer contacts
- Purchasing and operations - manage the entire procurement process
- Inventory and distribution - manage sales orders, perform inventory counts, and control warehouse operations
- Reporting and administration - create reports that help you monitor your business and make informed decisions

Business Benefits

- More time to focus on growing your business thanks to streamlined operations
- Faster response to customer needs with instant access to complete information for immediate action
- Strengthened bottom line with a single, integrated system that eliminates redundant data entry and errors, improving process efficiency and reducing costs and delays
- Closer customer relationships through centralized information that makes it easier to manage customer communication and sales and service contracts
- Reduced costs with an easy-to-use application that minimizes the need for employee training and accommodates the changing requirements of your business by allowing for easy integration with other industry-specific applications.