

DEMONSTRATION SCRIPT FOR *FSOFT*

SMARTBIZ VIETNAM

Executive Summary

This demonstration is dedicated to FSOFT, in regards to encouraging the PARTNERSHIP among FSOFT and SMARTBIZ. The demo comprises featured (not all) software and functions.

This script is prepared to support our valued audiences before, during and after the live demo section. The demo will take place in about **60 minutes**.

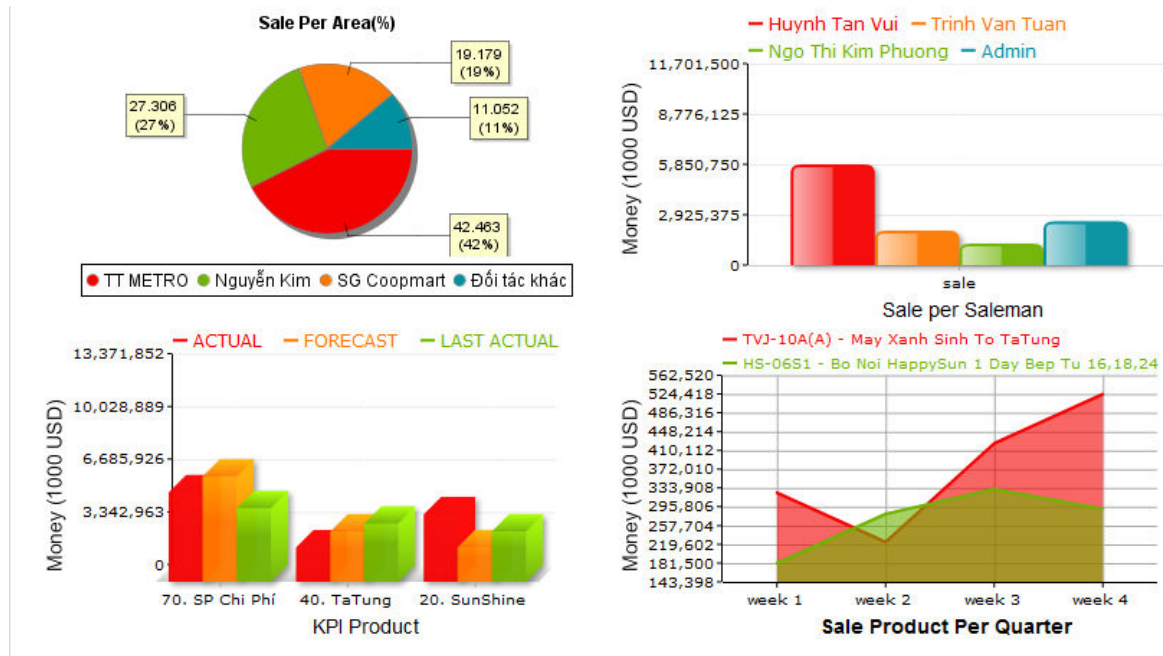
We hope you enjoy exploring our flexible solutions and thank you very much for your attention.

Contents

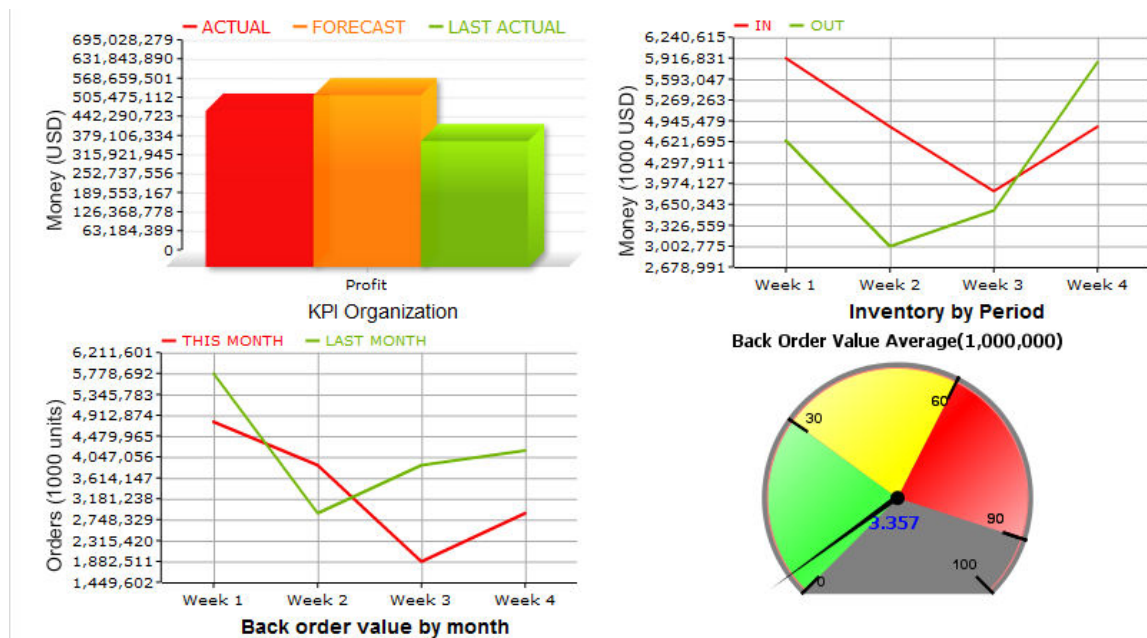
Executive Summary	1
Business Intelligence.....	3
Dashboard 1 – Sales Performance.....	3
Dashboard 2 – Business Overview	3
Kettle – Data transformation / Synchronization	4
ERP – Enterprise Resource Planning for SME	5
Alert Email & SMS.....	5
Tax Submission System (into Government format)	6
Multi organization – each org is a business unit	7
Convenient Data Entries.....	7
Workflow Automation – Examples: Sales Order > Goods Shipment > Sales Invoice > Account Receivables > Aging Balance	8
General functions – Sales, Purchase, Inventory, Finance.....	9
Product Attributes – Color, Size, Serial, Lots. etc.	10
Data Dictionary – Easy end-user configuration.....	11
Flexible Reporting	12
Social Network E-business Website	13
Promotion Search Engine: end-user searches for promotion deals from supermarkets/stores within their location.....	13
“Hàng thanh lý – Hàng loại B” Search Engine	13
“Mua lẻ với Giá sỉ” – Share deals (groupon.com)	13
Direct marketing – sending email to potential customers.....	13
POS – Point Of Sales	14
2-click sales	14
PDA/iPhone/iPad module for Restaurant.....	15
Restaurant Module & Monitor Kitchen.....	15
Promotion	16
General Functions	17

Business Intelligence

Sales Performance Dashboard



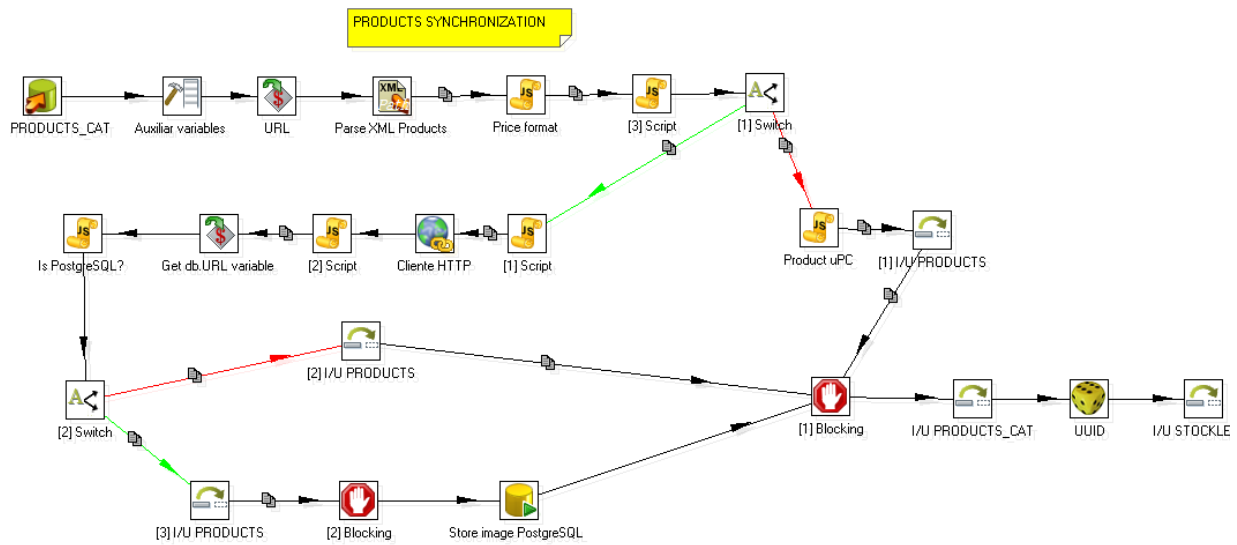
Business Overview Dashboard



Tags: Dashboard, KPI, Data mining, Reporting, OLAP;

Real-time Interaction, Expert Consulting, Easy Customization, Look and Feel;

Kettle – Data transformation / Synchronization



Product Synchronization Configuration: Product information and Product list are synchronized from ERP to POS.

Tags: Object mapping, 2-way synchronization;

Visualized, Metadata-Driven;

ERP – Enterprise Resource Planning for SME

Alert Email & SMS

Alert Rule:

Active ☒ Fixed ☐

Configure rules

Products under stock

Status	Alert	Notes	Record
Active: <input checked="" type="checkbox"/>	TVJ-10A(A) - Máy Xay Sinh Tố TaTung with minimun stock 10 has stocked -20		TVJ-10A(A) - Máy Xay Sinh Tố TaTung
Fixed: <input type="checkbox"/>			
Active: <input checked="" type="checkbox"/>	TVJ-10A(C) - Máy Xay Sinh Tố TaTung with minimun stock 10 has stocked -40		TVJ-10A(C) - Máy Xay Sinh Tố TaTung
Fixed: <input type="checkbox"/>			

Email & SMS
Easy configure alert rules

Inbox

Look for: Search In: Find Now: Options:

Arranged By: Date Newest on top

Tomorrow

Tran Van Giang Thu 12/30/2010 12:11 AM
[OB Alert] Products under stock

Bao Nguyen - Smartbiz Thu 12/30/2010 12:02 AM
Back order value

Today

Minh Nguyen 10:13 PM
[R] [Company Policy] Cach thuc xin nghi phiep - Ra vao cong ty

Minh Nguyen 10:13 PM
[Company Policy] Cach thuc xin nghi phiep - Ra vao cong ty

Bao Nguyen - Smartbiz 9:59 PM
RE: POS sync 1.4 v Pos sync old

[OB Alert] Products under stock

Tran Van Giang [giang@smartbiz.vn]
To: giang@smartbiz.vn

This e-mail has been automatically generated by SmartBiz in order to inform you that SmartBiz has generated alerts that you are subscribed to.
Alert: BST Basic AN017S with minimun stock 1 has stocked -180
Record: BST Basic AN017S

Tags: Alert Rules, Timer, Event Trigger;

Tax Submission System (into Government format)

Tags: Data mapping, directly connect to Official software of Tax authorities;

Multi organization – each org is a business unit

Primary Filters

Transaction Date: This Month
 Comparative Report: ☐
 Amount Greater Than:
 From Date: 01-12-2010 To Date: 31-12-2010

Secondary Filters

Organization: **SunflowerVN**
 Business Partner Group: HHD, HMT, IT
 Business Partner: Trade, Espace Big C Hai Phong - Da Nang Branch, Espace Big C Hai Phong - Da Nang Branch

Dimensions

Sales rep., Contact, Business Partner Group, Warehouse, Product Group
 Business Partner, Documentno, Product

Sort

Standard ☒ By Ascending Amount ☐ By Descending Amount ☐

View Results

HTML Format PDF Format EXCEL Format

Report supports information for separate ORGANIZATION and aggregately for WHOLE Company.

Tags: Multi-dimensions reporting, Filters, Date, Period, Sort, PDF/Excel/HTML;

Convenient Data Entries

Header

Organization: Trade
 Document No: DBH1011-50652
 Order Date: 29-12-2010
 Business Partner: Trinh Thi Tien
 Invoice Address: .Tp.HCM, H18, đường D2, Văn
 Price List: NPP
 Warehouse: Kho Trung Tâm
 Payment Rule: On Credit

Line

Product: TVJ-10A
 Attribute Set Value

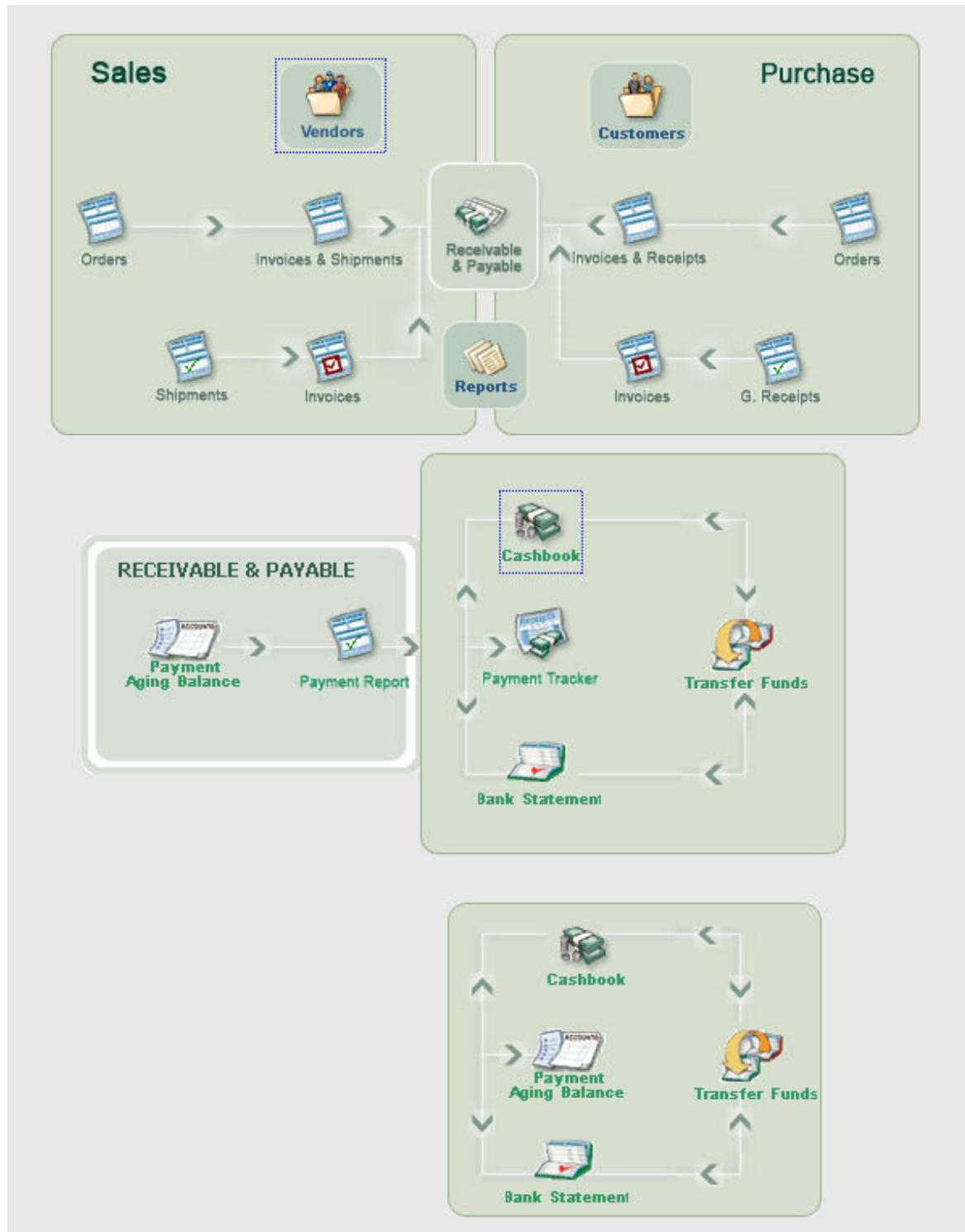
Line	Key	Product	Qty Order	UOM	Qty Order UOM Ordered	Price	Total
40	HS-18LW	HS-18LW Nồi cơm Điện HappySun	20	Unit		330000	6,600,000.00
30	HS-AST	AKT-218 Âm đun siêu tốc Happysun	60	Unit		165000	9,900,000.00
20	TVHP-30A	TVHP-30A - Tủ Điện TaTung	12	Unit		260000	3,120,000.00
10	TVJ-10A(A)	TVJ-10A(A) - Máy Xay Sinh Tố TaTung	30	Unit		235000	7,050,000.00

Status

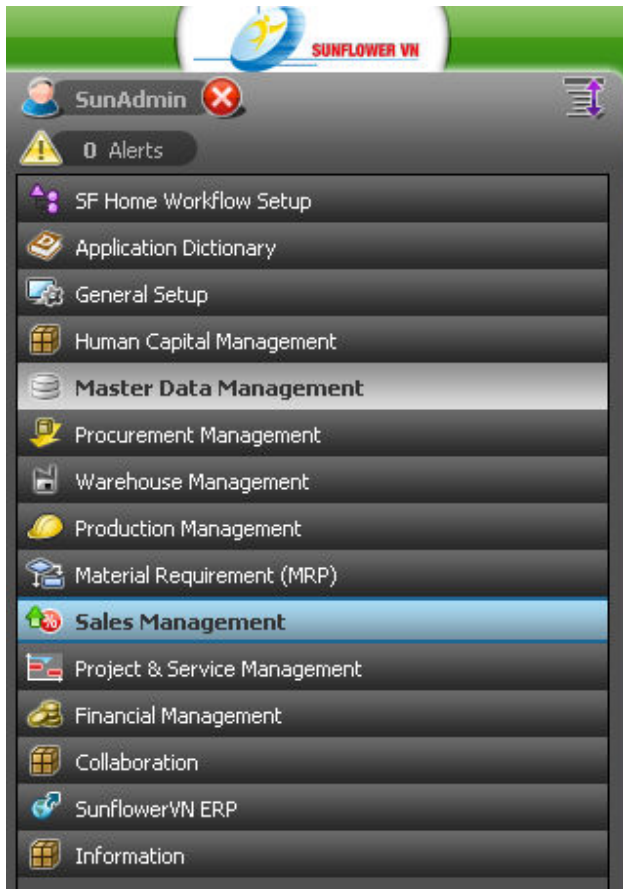
Total Net Amount: 26670000.00
 Document Status: Completed
 Total Gross Amount: 26670000.00
 Doc Type: Standard Order

Edit/Delete details on-grid

Workflow Automation – Examples: Sales Order > Goods Shipment > Sales Invoice > Account Receivables > Aging Balance



General functions – Sales, Purchase, Inventory, Finance



Product Attributes – Color, Size, Serial, Lots. etc.

Attribute Set | Attribute Set

Assigned Attribute

Client: Sun Organization: *

Name: Color & Size

Description: Color & Size

Active: ☒ Require At Least One Value: ☒

Lot: ☐

Serial No.: ☐

Expiration Date: ☐

Locked in Warehouse: ☐

Attribute Set

Assigned Attribute

Attribute Set: Color & Size

	Attribute	Active	Sequence
1	Color	Y	10
2	Size	Y	20

Filter

Product: HS-06S - Bộ Nồi HappySun 1 Đáy Bếp Từ 16,18,24

In coming: ☒ Out going: ☐

Attribute:

View Results

HTML Format

Product		Attribute	Warehouse
HS-06S - Bộ Nồi HappySun 1 Đáy Bếp Từ 16,18,24		Large	ElectricAppliance
19-11-2010	Vendor Receipts	ElectricAppliance	3 PK CTy TNHH TM SX Hoàng Nhật Minh - 10000003 3.00 PK
26-11-2010	Vendor Receipts	ElectricAppliance	45 PK CTy TNHH Tân Hợp Thành - 10000004 48.00 PK

Product		Attribute	Warehouse
HS-06S - Bộ Nồi HappySun 1 Đáy Bếp Từ 16,18,24		Small	ElectricAppliance
19-11-2010	Vendor Receipts	ElectricAppliance	5 PK CTy TNHH TM SX Hoàng Nhật Minh - 10000003 5.00 PK
26-11-2010	Vendor Receipts	ElectricAppliance	9 PK CTy TNHH Tân Hợp Thành - 10000004 14.00 PK

Data Dictionary – Easy end-user configuration

Configuration: Access Right/Visibility of each Window – Tab – Tab Translation – Tab Class – Field – Grid

Window

Windows, Tab

Window Translation | Access | Tab

Tab Translation | Tab Class | Field Sequence | Field | Grid Sequence

Field Translation

Tab: Product - Product

	Name	Description	Help/Comment	Active	Column	Field Group	Can	Disp	Rea	Selector	Display	Displayed	Display	Sequence Number	Display	Record Sor
1	Image	A visual picture	Defines a system i	Y	AD_Image_ID		Y	Y	N			100	N		10	N
2	Client	Client for this	A Client is a compa	Y	AD_Client_ID		Y	Y	N			44	N		20	N
3	Organization	Organizational	An organization is	Y	AD_Org_ID		Y	Y	N			44	N		30	Y
4	Search Key	A fast method	A search key allow	Y	Value		Y	Y	N			20	N		40	N
5	UPC International	UPC Internatio	UPC International	Y	EM_W_Upc_In		N	Y	N			128	N		45	Y
6	Name	A non-unique	A more descriptive	Y	Name		Y	Y	N			60	N		50	N
7	Description	A space to writ	A description is limi	Y	Description		Y	Y	N			60	N		60	N
8	UPC/EAN	A bar code wil	Use this field to en	Y	UPC		Y	Y	N			13	N		70	N
9	Business Partner	Identifies a Bu	A Business Partner	Y	C_BPartner_ID		N	Y	N			44	N		80	Y
10	Active	A flag indicatin	There are two met	Y	IsActive		Y	Y	N			1	N		90	N
11	Summary Level	A means of gr	A summary entity r	Y	IsSummary		Y	Y	N			1	N		100	Y
12	Product Category	A classification	Identifies the cate	Y	M_Product_Ce		Y	Y	N			44	N		110	N
13	UOM	A non monetar	The UOM defines a	Y	C_UOM_ID		Y	Y	N			44	N		120	N
14	Company Agent	Purchase or C	Purchase agent for	Y	SalesRep_ID		Y	Y	N			44	N		130	Y
15	Product Type	An important c	The type of product	Y	ProductType		Y	Y	N			21	N		140	N
16	Expiration Receiving			Y	EM_W_Expirat		Y	Y	N			21	N		150	Y
17	Weight	Weight of a pr	The Weight indicat	Y	Weight		Y	Y	N		@IsSum	10	N		170	N
18	Volume	Volume of a pr	The Volume indicat	Y	Volume		Y	Y	N		@IsSum	10	N		180	Y
19	Shelf Width	Shelf width re	The Shelf Width ind	Y	ShelfWidth		Y	Y	N		@IsSum	10	N		190	N
20	Shelf Height	Shelf height re	The Shelf Height in	Y	ShelfHeight		Y	Y	N		@IsSum	10	N		200	Y

Master Data Management || Product || Product

SmartBiz ERP

Linked Items

Product

Bill of Materials | Substitute | Purchasing | Costing | Org Specific | Price | UOM | Accounting | Transactions | Translation

Image

Client: Sun

Organization: *

Search Key: HS-18LW

UPC International:

Name: HS-18LW Nồi Cơm Điện HappySun Nắp Gài

Description: Dung tích: 1.8Lít, nắp gài, lòng nồi được sơn 2 lớp chống dính.

UPC/EAN: 0164

Business Partner:

Active: ☒

Summary Level: ☐

Product Category: 10. HappySun

UOM: Unit

Company Agent:

Product Type: Item

Expiration Receiving: First In First Out (FIFO)

Weight:

Volume:

Shelf Width:

Shelf Height:

Shelf Depth:

Units Per Pallet:

Stocked: ☒

Production: ☐

Storage Bin: Kho Trung Tam

Bill of Materials: ☐

Purchase: ☒

Sale: ☒

Tax Category: VAT

Discontinued: ☐

Flexible Reporting

SmartBiz ERP

Sales Management || Analysis Tools || Dimensional || Sales Invoice Dimensional Report || Sales Invoice Dimensional Report

Dimensional | Sales Tax Report | Sales Report | Shipments Report | Invoices Report | Commission Report | Others

Primary Filters

Transaction Date: This Month | From Date: 01-12-2010 | To Date: 31-12-2010

Comparative Report: ☐ | Amount Greater Than: | Less Than: | Currency: VND

Secondary Filters

Organization: | Cost: ☐ | Business Partner Group: | Product Group: | Product: Bao Bi Binh Loc Nuooc EL15WF, Bao Bi Bo Noi ELegan EL-061C, Bao Bi Bo Noi ELegan EL-0851

Business Partner: CTY CỔ PHẦN THƯƠNG MẠI THẾ GIỚI ĐIỆN TỬ, Cty TNHH TM & DV Siêu Thị Big C An Lạc (Big C Ai), Cty TNHH TM & DV Siêu Thị Big C An Lạc (Big C Ai)

Commercial Document: | Commercial File: | Project: | Product Type: |

Dimensions

Sales rep., Project, Ship to address, Contact, Business Partner Group | Business Partner, Documentno, Product

Sort

Standard | By Ascending Amount | By Descending Amount

View Results

HTML Format | PDF Format | EXCEL Format

Sales Invoice Dimensional Report

From 01-12-2010 to 31-12-2010

Grouping Levels: 1.- Project, 2.- Business Partner Group, 3.- Contact

Currency: (VND-d)

Total All: 35.827.000

1	2	3	Qty	Unit	Price	Amount
CTy TNHH TM & DV Siêu thị Big C An Lạc (Big C HVT).						35.827.000
Invoice: QU/2010N 0178414(HDB1011-100495) Invoice Date: 09-12-2010 (VAT)						5.775.000
1	HS-06SG - Bộ Nồi HappySun 1 Đáy Bếp Từ Nắp Kính 16,18,24		30	PK	175.000	5.250.000
2	VAT: 3. 10% VAT					525.000
Invoice: QU/2010N 0178415(HDB1011-100496) Invoice Date: 09-12-2010 (VAT)						968.000
1	DXTSS Dĩa xoài inox Sunshine trung		10	Ud	28.000	280.000
2	MSS48 Mâm Inox Sunshine 48CM		10	Ud	60.000	600.000
3	VAT: 3. 10% VAT					88.000
Invoice: QU/2010N 0178445(HDB1011-100532) Invoice Date: 11-12-2010 (VAT)						8.525.000
1	HS-06S - Bộ Nồi HappySun 1 Đáy Bếp Từ 16,18,24		50	PK	155.000	7.750.000
2	VAT: 3. 10% VAT					775.000

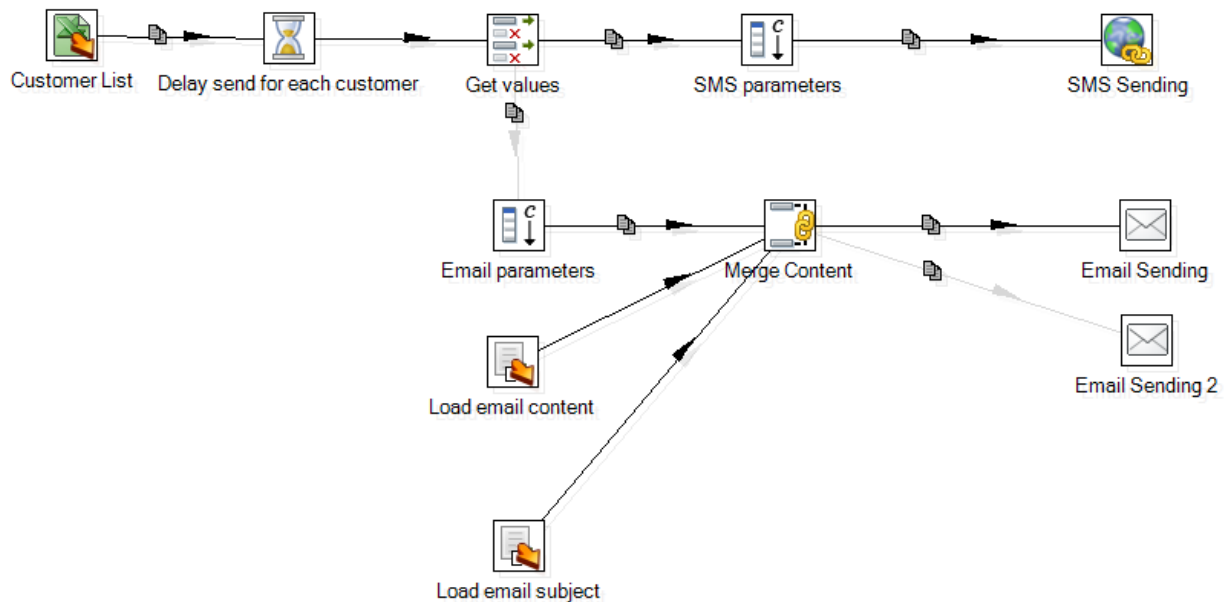
Social Network E-business Website

Promotion Search Engine: end-user searches for promotion deals from supermarkets/stores within their location

“Hàng thanh lý – Hàng loại B” Search Engine

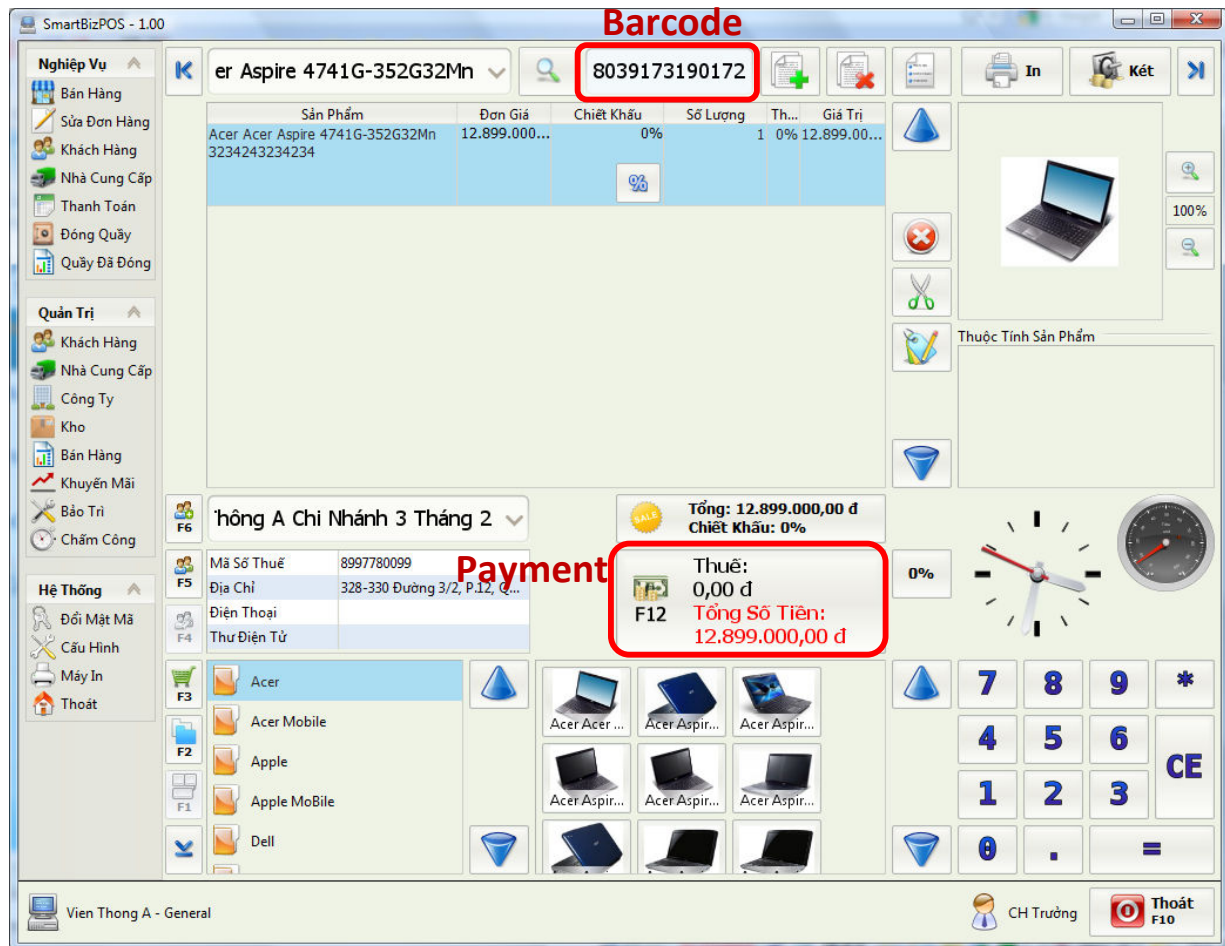
“Mua lẻ với Giá sỉ” – Share deals (groupon.com)

Direct marketing – sending email to potential customers



POS – Point Of Sales

2-click sales

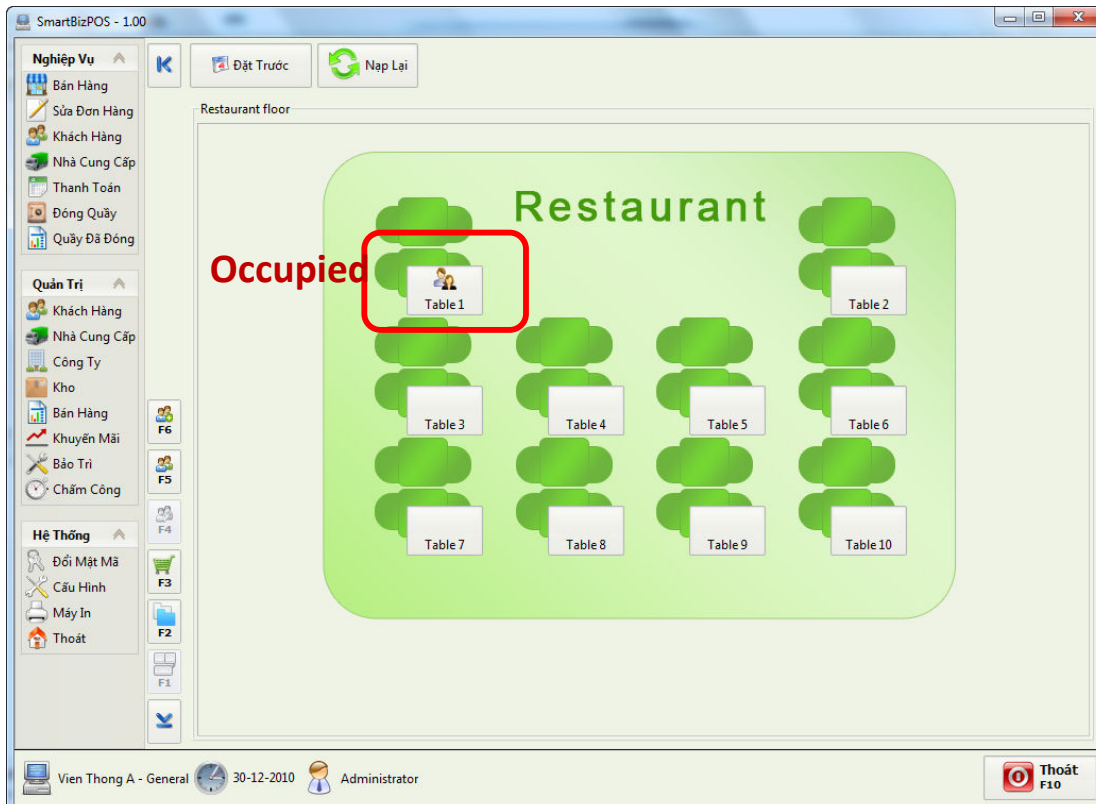


Tags: Barcode, Auto-complete Product name, Product list, Discount, Tax, Customer list, Category list, Split Receipt, Product Attributes, KPI, Promotion;

PDA/iPhone/iPad module for Restaurant



Restaurant Module & Monitor Kitchen



Promotion

CHƯƠNG TRÌNH KHUYẾN MÃI: SẮM DỄ HIỆU ĐIỆN CÙNG QUÀ XINH

[link:http://www.vienthong.com/MobilePhone/?action=VTA_KhuyenMai#](http://www.vienthong.com/MobilePhone/?action=VTA_KhuyenMai#)

Điều Kiện Khuyến Mãi	Công Thức	Loại Thẻ	Trigger Action	Quà Tặng
Từ ngày 30/11/2010 đến ngày 31/12/2010, 100 Khách Hàng Đầu Tiên	Ticket.date >= "30/11/2010", Ticket.date <= "31/12/2010"	THẺ ĐỎ - THẺ TẠM	Thêm/Sửa Hàng	100 KH đầu tiên sẽ được tặng túi xách
Từ ngày 30/11/2010, Mua điện thoại Samsung E1175	Ticket.date >= "30/11/2010", Line.productName = "Samsung E1175"	THẺ ĐỎ - THẺ TẠM	Thêm/Sửa Hàng	Giảm giá 30% khi mua điện thoại Samsung E1175
Từ ngày 30/11/2010, Mua điện thoại Nokia 1200	Ticket.date >= "30/11/2010", Line.productName = "Nokia 1200"	THẺ THÀNH VIÊN - VIP	Thêm/Sửa Hàng	Giảm giá 40% khi mua điện thoại Nokia 1200
Từ ngày 30/11/2010, Mua điện thoại HTC Wildfire	Ticket.date >= "30/11/2010", Line.productName = "HTC Wildfire"	THẺ THÀNH VIÊN	Thêm/Sửa Hàng	Giảm giá 49% khi mua điện thoại HTC Wildfire

Chương Trình Khuyến Mãi: Sắm Dễ Hiệu Điện Cùng Quà Xinh

- Ngày bắt đầu
- Ngày kết thúc
- Kích hoạt

Luật 1, Luật 2, v.v...

Giảm giá 40% khi mua Nokia 1200

- Kích hoạt
- Hành động kích hoạt: Thêm/Sửa, Thanh Toán

Loại Thẻ Khách Hàng:

Thẻ VIP

- Tổng Tiền Tối Thiểu

Thẻ Khách Hàng:

Khách Hàng A, B, v.v...

- Số tiền hiện tại
- Tổng số tiền tích lũy
- Ngày hết hạn

Tập Điều Kiện:

Nokia 1200 sau ngày
30/11/2010

Điều kiện 1:

- Đối tượng: Ticket
- Thuộc tính: Date
- Phép toán: >=
- Giá trị: 30/11/2010

Điều kiện 2:

- Đối tượng: Line
- Thuộc tính: ProductName
- Phép toán: =
- Giá trị: Nokia 1200

Quà Tặng:

Giảm giá 40% hoặc Tặng phẩm

- Loại
- Giá Trị
- Số Điểm
- SL Tối Đa

Tặng phẩm 1:

Giảm giá 40%

Tặng phẩm 2:

Tặng Thẻ nhớ 1GB

General Functions

