FOCUS 9

Powered by **Pronghorn**

Swift | Intelligent | Secure

Experience Pronghorn Server

Artificial Intelligence | Automation | Cloud

FocusSoftnet.us

FOCUS
Solutions that move business

To succeed in today's competitive environment, companies need to innovate, develop and deliver high quality products as well as address the complex needs of a growing business. The global marketplace is constantly evolving and Focus Softnet offers custom-built IT solutions to help companies focus on what they do best, while functioning better and driving business.

Established in 1992, Focus Softnet has a rich history of innovation, expansion and growth. Right from its first product (version), the emphasis was always continuous R&D and team work to ensure the products developed are feature-rich and are based on state-of- the-art technologies. With business associates across the globe, partnering with respected organizations which help leverage optimal performance and technical standards, today Focus Softnet has evolved into a true multinational organization with 26 offices across 17 countries.

As an IT solutions provider with over 25+ years of experience and multi- domain expertise, Focus Softnet's consulting services and skill-sets are backed by a vast knowledge-base and a keen understanding of what it takes to run and grow a business. By re-engineering business processes and optimizing resources, developing and deploying user-friendly, flexible and cost-efficient industry specific solutions, Focus Softnet has helped over 1 Million+ users across the globe increase productivity and efficiency.

www.FocusSoftnet.us

Technology has transformed how businesses are operated on the micro and macro levels. Simply having Standard Operating Procedures with well-defined workflows, authorizations, and escalation processes no longer guarantees the exponential growth it once did. Competitive pressure, changing market demand, and unique business needs make it harder than ever to stay ahead.

The success of any business now largely depends on real-time insight of data that is created the very second. The absence of a scalable infrastructure keeps organizations from achieving the desired goals.

Enable Scalability

The robust nature of the solution allows Focus 9 to adapt to your organization's size and depth and grow user roles and profiles to suit the organizational hierarchy and structure.
- Modular structure lets you decide the ERP rollout strategy
- Online & offline synchronization helps you smoothly get remote data
- Unlimited masters, tags & workflows let you define & evolve your company's SOPs
- Powerful Application Programming Interface (API) lets you expand your operational unification across your organization

Enable Mobility

The revolutionary new system architecture of Focus 9 brings the power of the ERP to your pocket.
- Real-time system design gives you up-to-the-minute accurate information for effective and powerful decision making wherever you are
- Role specific systems access allows you to define the functionality extended to mobile devices be it for field resources, sales teams or decision makers

Enable Governance

No matter how disciplined your organization or how robust our system, hierarchical approvals and crisis. escalations are essential for effective business performance
- Define unlimited approval trees and hierarchies
- Define unlimited workflows for all business processes
- Induct new users at optimum productivity instantly
- Drive productivity through robust systems governance

Enable Efficiency

- With all the complexities of business surrounding you, and systems that you need to adhere to, the least we can do is provide an easy to use, intuitive system which is a breeze to operate
- Focus 9 will make you feel at home within minutes
- Interactive home screen for ease of data entry
- User specific multiple dashboards

Enable Standards

- Be it trading, manufacturing, services, real estate, healthcare, academia or virtually any business environment, we bring our expertise to serve you
- Easy and efficient integration across modules and vertical specific systems

In-memory Computing

- Advanced data-processing capabilities provide real-time insights
- Integrated data management system that increases scalability and lowers complexity
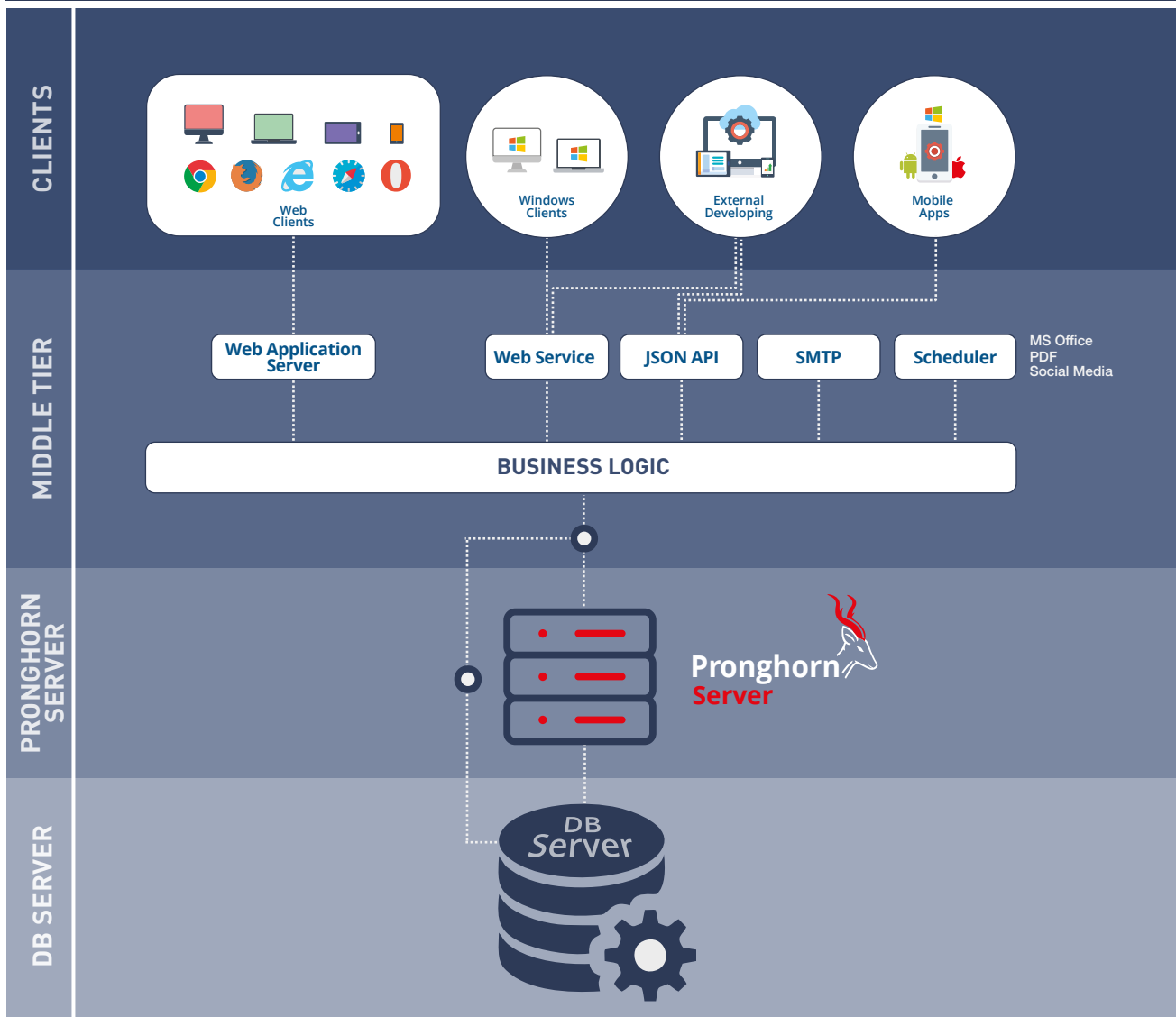
Industry Ready Templates

- Reduces IT costs for customization
- Contains dedicated set of features to support industry specific requirements

Thin Client

- Enables data sharing and generates insights across applications and devices
- Provides faster access to business process information anytime and anywhere
- Pre-equipped with Single Sign-On (SSO) data-security mechanism, providing convenient single login for all business applications

FOCUS 9 - ARCHITECTURE

Hybrid Database

A hybrid database includes an advanced data management system that supports both on-disk and in-memory data storage features. The in-memory part enables sorting, storing and retrieving data from memory to make the processes substantially quicker, whereas hard disks provide the most cost-effective storage variant for a huge volume of data. Together, this provides a unified platform to store enormous capabilities of high-performance data, while being flexible, robust, persistent in nature.

Focus 9 with Hybrid Database

The hybrid database feature in Focus 9 provides a reliable system to store massive data and run queries from the information contained at blazing fast data processing speeds. The architecture landscape includes three steps which complete the entire procedure of moving data from the clients to the database server. Figure Focus 9 Architecture shows a three-tier system with a multimode environment which allows clients to move data from their devices to the Pronghorn server and thereafter the main database server.

Advantages

- Advanced Report Writer
- Advanced security
- Advanced user definable synchronization
- Built-in Business Intelligence Tool
- Document version tracking
- Dynamic workflow management
- Data Import/Export facility
- Define Industry-Specific Process in all modules
- Email/SMS/Mobile Apps Integration

- Integration Friendly architecture
- KPI definition and smart data analyzer
- Multi Lingual Support
- Multiple authorization flow definition for masters/transactions
- Multi-tier, scalable and secure
- Quick & Easy deployable Solutions
- Unlimited master types
- User/Role specific multiple dashboards for one user/Role

Modules

Advanced Financial Management

- Accounting by SBU
- Advanced Financial Reporting
- Auto Intercompany and Intracompany transactions
- Budgetary Control System
- Fixed and Variable Allocations
- LC Management
- Multi Company Data Consolidation
- Recurring journals
- VAT/GST Compliant
  - Automate filing of VAT/GST returns
  - VAT/GST input calculation (Purchases)
  - VAT/GST output calculation (Sales)

Sales Management

- Attach multiple document of your customer by item and Transaction
- Enquiry and Quote Management
- Managing Consignment Sales
- Order Management
- Pricing, contract management and master data management

Procurement Management

- Attach multiple document of your vendor by item and Transaction
- Consignment Purchases
- Material Return, Rejection and Replacement Management
- Management of Advance payments
- Pricing, contract management, and master data management
- Supplier Quotation Comparative Analysis
- Tracking Shipment Notifications
- User defined procurement flow

Accounts Receivables & Payables

- Advance Credit Control System
- Auto interest calculations on delayed payments
- Customer Appraisal and Rating
- Finance terms definition
- Payment terms definition and Recurring Auto Invoicing
- Payment reminder terms
- Supplier Rating

Inventory Management

- Alternate/Substitute Item Management
- Default Sales and Purchase unit by product
- Inventory Reservations
- Inventory Tracking and Transfers
- Product profiling
- Multiple Attributes for products
- Manage Batches and expiry date
- Reorder levels by store and auto Indent
- Serialized Inventory Controls

Quality Control

- QC Requisition
- Quantity Breakups for sampling
- Rule definition for testing
- Sample and Total Test
- Test Approvals
- User Defined Test Definition

Manufacturing & Resource Planning

- Backward and Forward scheduling
- Batch wise analysis
- Capacity Utilization Vs Production Target Analysis
- Define Calendars, Capacities, Work Centres, Bill of materials, and Routes
- Graphical interface for view work centres and the schedules
- Standard Cost Vs Actual Consumption analysis
- Man, Machine and Material Analysis
- Production Planning and scheduling based on Orders/Forecast
- Planning independent Orders
- Production Status and WIP Tracking

Project Accounting

- BOQ Vs Actual
- Budgeting and Analysis by Labour, Material, Overhead etc.
- Creation of Phases for each Project
- Option to capture project related cost
- Profit Analysis by project
- Project Budgeting, Actual & Variance Reporting
- Project progress/status tracking

Fixed Asset Management

- Asset Acquisition and Flexi fields in Master Creation
- Asset creation with flexi fields
- Auto depreciation posting
- Asset Maintenance
- Asset usage
- Capitalisation of Assets
- Disposal of Assets
- Revaluation of Asset
- Transfer of Assets

Warehouse Management

- Bin Management
- Billing Module
- Inward receiving process
- Masters
- Move Process
- Outwards
- Picklist
- Pick and Move on mobile devices

Retail Management

- Auto Replenishment
- Day End process
- Discount Management & Multi level user security and approvals
- Membership, Loyalty programs, Rewards and Gift Cards
- Pricing by outlet
- Schemes and Sales Promotions
- Split and Merging of billing
- Time and shift tracking

Centra CRM

- Self-Service Customer Portal
- Service Contracts Management
- Service Level Agreements (SLA)
- Team Hierarchies & Territories
- Campaign Management & Reporting
- Price Books Matrix
- Reports & BI
- Prospects Segmentation
- Lead Assignment Rules
- Email Integration
- Call Escalations
- Surveys

Centra HCM

- Recruitment and Onboarding
- Payroll and Shift Management
- Employee Loans, Advances, Arrears and Leave Management
- Performance Appraisal
- Transfer Management
- Human Development, Training and Resource Planning
- Employee Self Services
- Employee Separation and Exit Management
- Organizational Structure

FOCUS 9
Powered by **Pronghorn**

A Feature-Rich **Indigenous Design** Equipped with a Hybrid **In-Memory** Computing Engine

Comparative view

MODULE	FEATURES	STANDARD	PROFESSIONAL	ENTERPRISE
SYSTEM TOOLS	Number of Dimensions/Tags	4	8	Unlimited*
	Cloning of Transaction Types	1	7	256
	Document Workflow Definition	5	25	Unlimited*
	Custom Reports	7	25	Unlimited*
	Number of Synchronization Locations	3	7	Unlimited*
	*Maximum ERP Users	10	20	Unlimited*
	Authorization levels	1	3	Unlimited*
	Transactions Authorization	☑	☑	☑
	BI Dashboard	☑	☑	☑
	API Based External Modules	3	7	Unlimited*
	**BI Tools	X	☑	☑
	Masters Authorization	X	☑	☑
	Inter Company Posting	X	☑	☑
	Automated Report Scheduler	X	☑	☑
GENERAL LEDGER	Multiple Chart of Accounts	X	☑	☑
	Multi Currency	☑	☑	☑
	Multi-lingual	☑	☑	☑
	Bank Reconciliation	☑	☑	☑
	VAT Posting	☑	☑	☑
	Budget Planning	Basic	Basic	Advance
	Recurring journal	X	☑	☑
	Letter of Credit (LC) Management	X	☑	☑
	TDS	X	☑	☑
	Provisional Entries	X	☑	☑
	Department Appropriation	X	☑	☑
	Advance Cash flow / MIS Reports	X	☑	☑
AR/AP	Customer/Vendor Outstanding Statement	☑	☑	☑
	Customer/Vendor Aging	☑	☑	☑
	Credit terms and Credit Days checking	☑	☑	☑
	Payment terms definition and Recurring Auto Invoicing	X	☑	☑
	Payment reminders	X	☑	☑
	Credit Rating	X	X	☑
	Advance Credit Control	X	X	☑
	Auto Interest Calculations	X	X	☑
INVENTORY	Batch/Lot Management with Expiry Dates	☑	☑	☑
	Serial Number Tracking/RMA	☑	☑	☑
	Bin Management	X	☑	☑
	Stock Reservation & Release	X	☑	☑
FIXED ASSETS	Asset Purchase and Creation	☑	☑	☑
	Auto Depreciation posting to General Ledger	☑	☑	☑
	Asset Usage	☑	☑	☑
	Capitalization of Asset	☑	☑	☑
	Asset Transfer and Disposal	☑	☑	☑
	Asset Maintenance	X	☑	☑
	Revaluation of Asset	X	X	☑
Mfg. & Planning	BOM	☑	☑	☑
	Production Costing	☑	☑	☑
	Batch Analysis	☑	☑	☑
	Standard Cost Vs Actual Consumption analysis	☑	☑	☑
	Production Status and WIP Tracking	☑	☑	☑
	Material Planning	X	☑	☑
	Capacity and Work Centre Planning	X	X	☑
	Production Planning and Scheduling	X	X	☑
	Man, Machine and Material Analysis	X	X	☑

Comparative view

FOCUS 9 versions

MODULE	FEATURES	STANDARD	PROFESSIONAL	ENTERPRISE
WMS	Bin Management	☑	☑	☑
	Inward Process	☑	☑	☑
	Outward Process	☑	☑	☑
	Billing Module	X	☑	☑
	Put Away & Pick list	X	☑	☑
	Put, Pick and Move on mobile devices	X	X	☑
POS	Multi Outlet & Multi Counter	☑	☑	☑
	Day End Process	☑	☑	☑
	Discount Mgt. & Multi level user security and approvals	☑	☑	☑
	Auto Replenishment	X	☑	☑
	Pricing by Outlet	X	☑	☑
	Schemes and Sales Promotions	X	☑	☑
	Time and shift tracking	X	☑	☑
	Membership, Loyalty programs,	X	X	☑
	Spilt and Merging of billing	X	X	☑
CENTRA CRM	**SALES & MARKETING**			
	Accounts & Contacts	☑	☑	☑
	Campaign Management	☑	☑	☑
	Business & Workflow Management	☑	☑	☑
	Social Media Integration	☑	☑	☑
	Geo Tracking	☑	☑	☑
	Authorization Management	5	20	Unlimited*
	Sales Cycle and Work Flows	3	20	Unlimited*
	External Modules - API Kits - Tokens	3	10	Unlimited*
	Google Drive / OneDrive Documents Integration	X	☑	☑
	Scheduling Module	X	☑	☑
	Document Management	X	☑	☑
	Targets & Forecast Management	X	☑	☑
	SERVICE			
	Contracts Management	☑	☑	☑
	Priority Matrix	☑	☑	☑
	Customer Asset	X	☑	☑
	Customer Self Service Module	X	☑	☑
	Warranty Management	X	☑	☑
	Contracts Management Planned Preventive Maintanance	X	☑	☑
	Knowledge base	X	☑	☑
	Surveys	2	10	Unlimited*
	Work Flows for Alerts, Tasks, etc.	3	20	Unlimited*
	SLA	2	10	Unlimited*
	Queues	1	30	Unlimited*
CENTRA HCM	Work Force Management	☑	☑	☑
	Time, Attendance and Payroll With WPS	☑	☑	☑
	Loans and Leaves	☑	☑	☑
	Recruitment and Onboarding	X	☑	☑
	Training	X	☑	☑
	Employee Self Service with Mobile App	X	☑	☑
	Performance Appraisal	X	☑	☑

*The word unlimited used in this document is subject to 'Fair Use' as a part of implementation scope

Focus Softnet USA LLC
Suite # 400
100 Franklin Square Dr
Somerset, New Jersey 08873

us@focussoftnet.com

www.FocusSoftnet.us

FOCUS Solutions that move business

FOCUS BRINGS CUSTOMIZABLE SOLUTIONS IN:
ERP | CRM | Academics | Warehousing | Retail | Real Estate | Health | Manufacturing