

# FOCUS

Accelerate | Innovate | Compete



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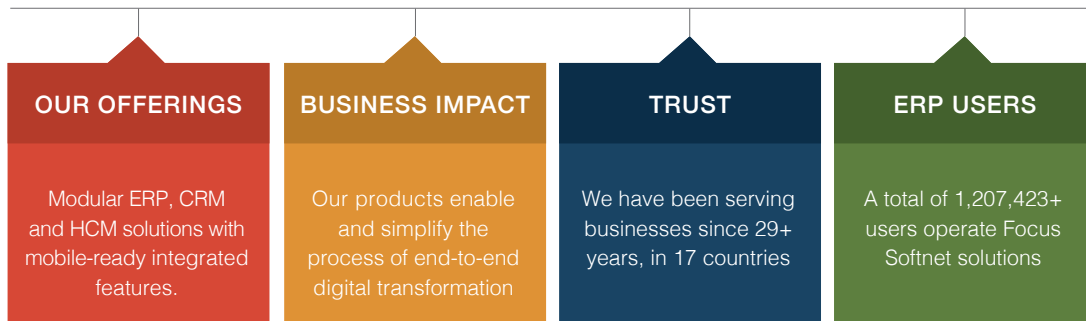




## COMPANY SNAPSHOT

Focus Softnet equips businesses with automated ERP, CRM, HCM & vertical specific solutions for seamless business management with In premise and Cloud options and mobile ready features.

We aim on amplifying market reach via global expansions and deliver the best business solutions and integrations with faster ROI to our clients world-wide.



## FOCUS X – AN OVERVIEW



Our flagship ERP with in-memory computing and industry-ready templates, available on thin client and mobile interface. Focus X's unmatched scalability allows you to cherry-pick your desired modules and add more as required in future.

**OUR FLAGSHIP PRODUCT**



**INDUSTRY-READY SOLUTIONS**

**FOCUS WMS**

Warehouse Management System

**FOCUS MRP**

Manufacturing Resource Planning

**FOCUS POS**

Retail Point-of-Sale Solution

**Centra HUB REMS**

Real Estate Management System

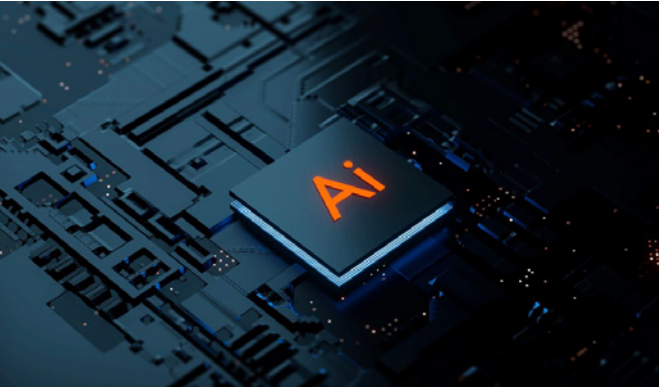
**Centra HUB AUTO**

Automotive & Garage Management

**Centra HUB EDU**

Education Management System

## FOCUS X - THE X FACTOR



## AI-driven, Future-ready ERP

The power and promise of the future is no longer a dream. Focus X opens a portal into the future through AIFA – Artificially Intelligent and Futuristic Applications. Empower your business with AIFA's AI and machine-learning driven statistics, predictive analytics and forecasting. AIFA offers 101 algorithms to suit unique business requirements.



## Dedicated Customer and Vendor Portals

Empower your customers and vendors with dedicated portals for effective communication, with secure transactions and tools to assist in decision-making. Transcend the traditional limitations and boundaries and connect with customers as well vendors regardless of geographical boundaries.



## Banking Integrations for Vendor Payments

Focus X brings banking right within the application, increasing security along with ease-of-use and simplification. Initiate real-time transactions to become your vendors' most preferred business partner. Automatically reconcile the bank statement with entries in the accounting ledger.



## FOCUS X – MODULES

## FINANCE MODULE

Fed up with **disrupted** and broken financial **processes**?

- ✓ Accounting by Strategic Business Units (SBUs) with decisive insights
- ✓ Create multi-company, multi-vertical workflows within a single organizational structure
- ✓ Simplify access to multiple company databases by different roles and users
- ✓ Automated computation of taxes (input, output) and return filing

Use our finance module for consistent, standardized accounting that delivers reliable information and ensures regulatory compliance.



## SALES MODULE

Sales **automation** still a distant **dream**?

- ✓ Invoke transparency through easy attachment of all documents in a deal
- ✓ Efficiently manage enquiries and quotes to reduce order processing time
- ✓ Handle pricing, contracts and orders through digitally powered applications
- ✓ Access past sales records and data to generate forecasts

Equip your sales personnel with complete customer profiles. Inspire confidence among customers through smart sales and delivery tools.



FOCUS X – MODULES

PROCUREMENT MODULE

Exhausted after poring over tiresome quotation files?

- ✓ Analyze and arrange all quotations on a single screen for easy comparison
- ✓ Raise requests for multiple quotes to various vendors from a single screen
- ✓ Trace specific material requisitions and relevant purchase quotations
- ✓ Analyze quotations in various currencies or a pre-defined base currency

Find the best-suited vendor with Focus X!  
 Let our ERP do the heavy-lifting.  
 Get actionable-data instantly!



BUDGET MODULE

Done with primitive financial forecasting methods?

- ✓ Divide budgets into pre-committed, committed and spent budgets
- ✓ Authorize budget by line and efficiently handle approvals and rejections
- ✓ Define multi-year and multi-dimensional budgets, modify them as needed
- ✓ Define budgets by product, based on volume and value

Confidently face and overcome challenges in budget management. Ensure your plans don't remain on screen but are translated into actions!





## FOCUS X – MODULES

## INVENTORY MODULE

Our inventory automation module drives demand-based planning, increases visibility and minimizes handling expenses.

## Inventory handling cost negating hard-earned profits?

- ✓ Track sales by units, purchases and transfers across multiple warehouses
- ✓ Profile stock and define multiple attributes for all types of products
- ✓ Serialized inventory controls with tools to manage batches and expiry dates
- ✓ Effective management of default/alternative items and automated re-orders



## WAREHOUSING MODULE

Get unprecedented visibility across your warehouse and manage operations at lowest possible cost.

## Order fulfillment marred with errors and uncontrollable costs?

- ✓ Streamline inwards and outwards processes with tracking
- ✓ Optimize storage and maintain optimum stock levels
- ✓ Automated picklists, handheld based pick/put processes by warehouse users
- ✓ Scalable features, third-party integrations and dashboards with real-time data



FOCUS X – MODULES

CRM MODULE

Know and grow your business through our CRM's reliable insights and collaboration tools.

Yearning to unlock your potential in sales and customer satisfaction?

- ✓ One-stop CRM solution for marketing, sales, services and digital commerce
- ✓ Define team hierarchies, territories, reporting and lead assignment rules
- ✓ Segment prospects and generate price books for quick lead turnaround
- ✓ Manage service contracts, SLAs and BI-driven overview of business



HCM MODULE

Our HCM module combines the entire employee lifecycle while integrating it with payroll for error-free salary computations.

Concerned about the effectiveness of HR strategies?

- ✓ Recruitment, onboarding, training and resource planning on a single software
- ✓ Manage employee loans, arrears, advances, leaves and time sheets with ease
- ✓ Store employee records on a centralized database and define access
- ✓ Smart ESS for transparency and effective communication with employees



## FOCUS X – MODULES

## QUALITY CONTROL MODULE

Use our extensive suite of tools and capabilities to cost-effectively manage all areas of quality control.

## Losing sleep over compliance and stringent quality standards?

- ✓ Define quality check requisitions and testing standards
- ✓ Outline quantity breakups for sampling, for faster testing
- ✓ Create frameworks and rules for samplings and test approvals
- ✓ Achieve total integration with manufacturing, supply chain and inventory



## FIXED ASSETS MODULE

One module for asset acquisition, transfer and disposal. Automated and accurate calculation of depreciation with clear reports.

## Losing visibility and control over your fixed assets?

- ✓ 2-step process for quick transfer and disposal of assets
- ✓ The depreciation year could be changed followed by automated calculations
- ✓ Enhanced authorizations to define access and permissions for different users
- ✓ Equipped with features for capitalization, revaluation and maintenance



FOCUS X – MODULES

RETAIL MODULE

Get live updates and complete overview of your retail chain with centralized POS and inventory tools.

Unable to **keep up** with constant streams of retail **transactions**?

- ✓ POS integration with payment gateways for faster billing
- ✓ Automated replenishment of stock to ensure product availability
- ✓ Day-end processes and pricing with outlets and sales tracking
- ✓ Discount management, memberships, loyalty programs and rewards



PROJECT ACCOUNTING MODULE

Get complete visibility of your project's financial health through automated tracking tools.

Unable to **gauge** project-specific **revenue** and expenses?

- ✓ Prepare budgets based on labor, materials, overheads and other factors
- ✓ Define project phases with actual and variance reporting against budgets
- ✓ Capture all project costs and analyze Bills of Quantity against actual spend
- ✓ Identify project-specific revenue to evaluate if they meet profit requirements



## FOCUS X – MODULES

## CUSTOMER/VENDOR PORTAL

Customer engagement +  
supplier enablement

- ✓ Create customer/vendor specific portals and define data access
- ✓ Allow customers to raise orders right from the portal
- ✓ Initiate personalized communication and simplify data sharing
- ✓ Enable customers/vendors to view their respective business data with ease

Pave way for strategic sourcing, smart procurement and automation-driven customer relationship management with our customer/vendor portal.



## ACCOUNT RECEIVABLES AND PAYABLES

Lack of **standardized** payment  
terms resulting in **disputes**?

- ✓ Define terms for finance, payment and recurring auto invoices
- ✓ Advanced credit control system with customer appraisals and ratings
- ✓ Payment reminders and supplier rating for smooth vendor management
- ✓ Custom reports to monitor cash inflow and outflow

Save time, reduce errors and ensure you get paid at the right time. Get smarter with automated reports and insights.



## FOCUS X – MODULES

## MANUFACTURING RESOURCE PLANNING

Identify inefficiencies, control costs and protect your business from recalls through quality-driven production.

## Rising **costs** of production contravening **profit expectations**?

- ☑ Define calendars, capacities, work centers, BOM and more
- ☑ Undertake analysis to measure capacity utilization against targets
- ☑ Gauge standard costs against actual consumption for efficiency
- ☑ Machine and material planning with order-based scheduling



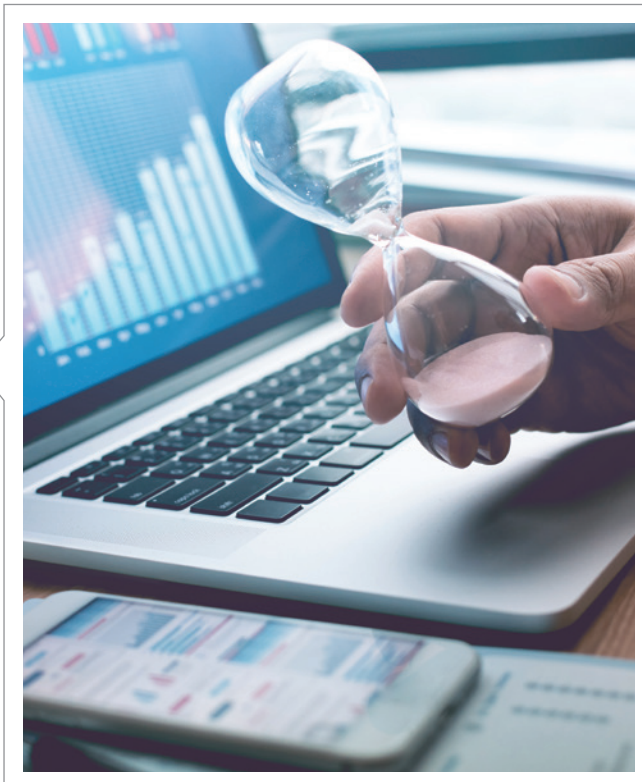
## FOCUS X – FEATURES

## Free your mind from the clutter of a **complicated UI**

Focus X's visually appealing and easy-to-navigate UI provides clarity, reduces stress on your mind so that you could breeze through menus, pages and access information you want with unparalleled speed.

## No more **staring at the screen** waiting for data to load

With in-memory OLTP, complete the most demanding data transactions in the blink of an eye! Focus X's OLTP engine is a native stored procedure compiler, integrated into the SQL Server.

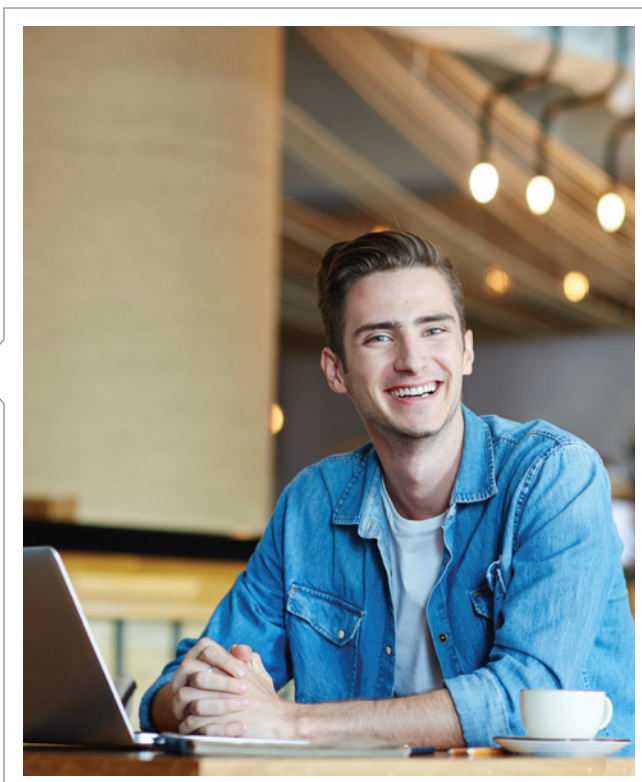


## Need something? Just ask AIFA!

Whether you need a report at a moment's notice or data pertaining to a specific transaction, AIFA's VUI (Voice User Interface) is ready to serve you. Use voice or text commands to access information with ease!

## Do away with the hassles of **passwords**

Use the in-built fingerprint scanner of your laptop or an external biometric scanner to quickly login to Focus X. Multiple users could login to their accounts from a single device by using biometric logins.



FOCUS X – FEATURES

## Making **business** as easy as chatting on **WhatsApp**

Focus X could be easily integrated with WhatsApp, allowing you to send reports, invoices, payment reminders and more, right through a WhatsApp chat.

## Let **money** pour in through **payment gateways**

Provide your customers with a simple and secure mode of payment through payment gateway integration. Enable customers to make payments through customer portal with a simplified process.



## 3rd-party applications using powerful **RESTful APIs**

Use Forms within focus X to capture complex information through simplified processes. Forms can be customized to collect any type of information and integrated with 3rd-party applications using RESTful APIs.

## Advanced info-panels and dashboards

Whether you need an overview of a specific business division or want to drill down into operations, Focus X's dashboards would provide you with data-rich info-panels tailored according to your preference.





FOCUS X – FEATURES

## Auto bill adjustments

Automatically adjust bills based on 3 different types of modifications. You could auto adjust the bill based on FIFO, readjust all vouchers or set new references for automated adjustments.

## Subsidiary ledgers for tighter integrations

Subsidiary ledgers for receivables, payables, fixed assets, inventories, and employees under respective modules ensure a tight integration and drill-down to individual component of the main GL account.

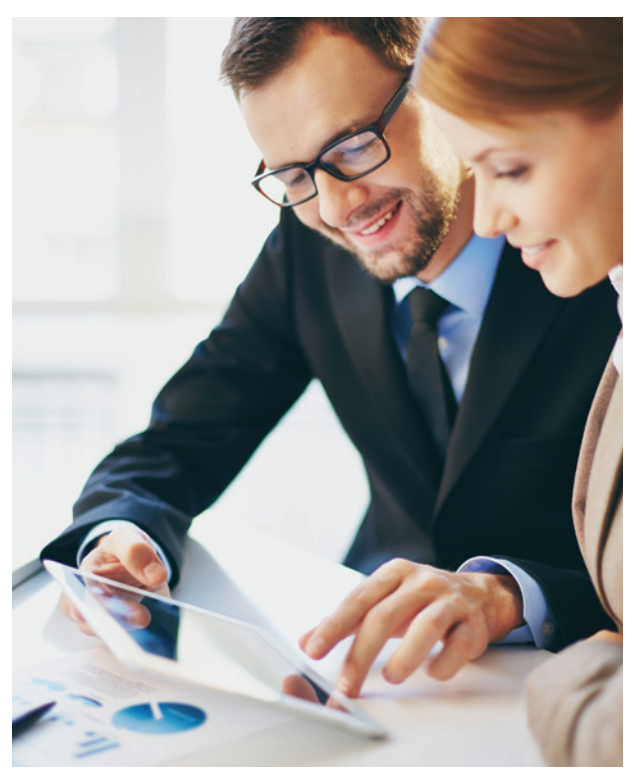


## Advanced security log to record each activity

Focus X is equipped with an advanced security log that records the precise sequence of each activity. The log would help you improve transparency and boost security.

## Digital signatures for quick transactions

Digital signatures would help you speed up transactions and validate them securely. The digitally signed documents could be easily attached in email and sent through ERP.



FOCUS X – FEATURES

## Approvals and authorizations via email

Focus X multi-level approval definition allows complex approval process based on user-defined criteria. Approval alerts are sent on mobile app or by email for users to approve documents on the move

## Don't just generate reports, get detailed analysis too

The in-built Business Intelligence engine of Focus X lets you generate comprehensive, data-rich reports and run detailed analysis for informed and timely decision making.



## Dedicated servers for reports and analysis

Focus X supports data replication on multiple servers, significantly reducing the time required to generate and load reports as these servers are dedicated for reports and analysis.

## Reports that load quickly and don't keep you waiting

With batch processing, schedule lengthy reports beforehand to reduce the churn. Focus X would distribute reports in queues to minimize the load on servers.





## INDUSTRY EXPERTISE

We have a widely demonstrated competence and proficiency in the following industries:



Other verticals where we further extend:

- Pharmaceuticals
- Food & Beverages
- Mobile & Electronics
- 3rd-Party Logistics
- Restaurants
- Textile & Garments
- Others

Solutions that move  
Business



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