

HI-SYSTEM

ADVANCED ENTERPRISE MANAGEMENT SOLUTIONS

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Better Management is Possible and Easy !





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*Better management is possible and easy
... with HI-System*



HI-System, software made for your Enterprise

HI-System main functionalities description

0. INTRODUCTION

HI-System is an Enterprise Management suite of state-of-the-art applications that supports and optimizes mid-sized and large companies operations.



Designed by recognized specialists in the industry and built by rigorous software engineering methods and techniques, using the best technologies, HI-System suite of applications offers everything you need in one powerful and integrated solution.

With HI-System, you can manage Marketing, Pre-Sales, Sales, Inventory, Purchasing, Production, Financials and more. Because all these elements are tightly integrated, your enterprise has access to real-time business intelligence, controls efficiently all the business operations and makes easier business decisions.

HI-System applications are the best choice for dynamic, pragmatic and leading companies that want to be concentrated on their businesses using best User-Oriented and very productive software applications, and not spend time and money with re-engineering all the business processes before starting or spending thousands of dollars in training their people or defining and introducing hundreds of software parameters.

HI-System is also certainly the best choice for companies that do not want to be in the dependence of expensive applications suppliers and consulting services.

Advanced State-of-the-Art Functionality

HI-System functionality redefines old, classic and costly Enterprise Resource Planning (ERP) concepts -- delivering features and functions that cover all the business cycles from Marketing to Financials and that support the following main business activities:

- ✓ **Marketing and pre-Sales activities,**
- ✓ **Customer Orders and Sales Management,**
- ✓ **Inventory Management,**
- ✓ **Procurement and Purchasing Management,**
- ✓ **Production Orders and Cost Management,**
- ✓ **Financial Management.**

HI-System allows all the scalability your actual and future businesses will need. From a business size of hundreds of transactions to billions of operations movements, HI-System offers you the expertise and the same functionality enabling you to full control the business cycles from customer relations management to financial control. It allows accounting and business period closing the first days of the month, with modern business intelligence tools for business control and reporting.

The functionality you need for more competitive and prosperous businesses!



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HI-System main functionalities description

More than 30 man years of investment, following the Best Management Practices

HI-System applications provide real-time business intelligence for each user in each department and allow you to improve the management standards, employee's productivity, cost control, business margins and the overall quality of services offered to your customers, automating the business processes across your entire company.

Each employee is more efficient using good and easy to understand software tools.

The business activities are efficiently managed using the following - full user comprehensive and integrated - applications modules:

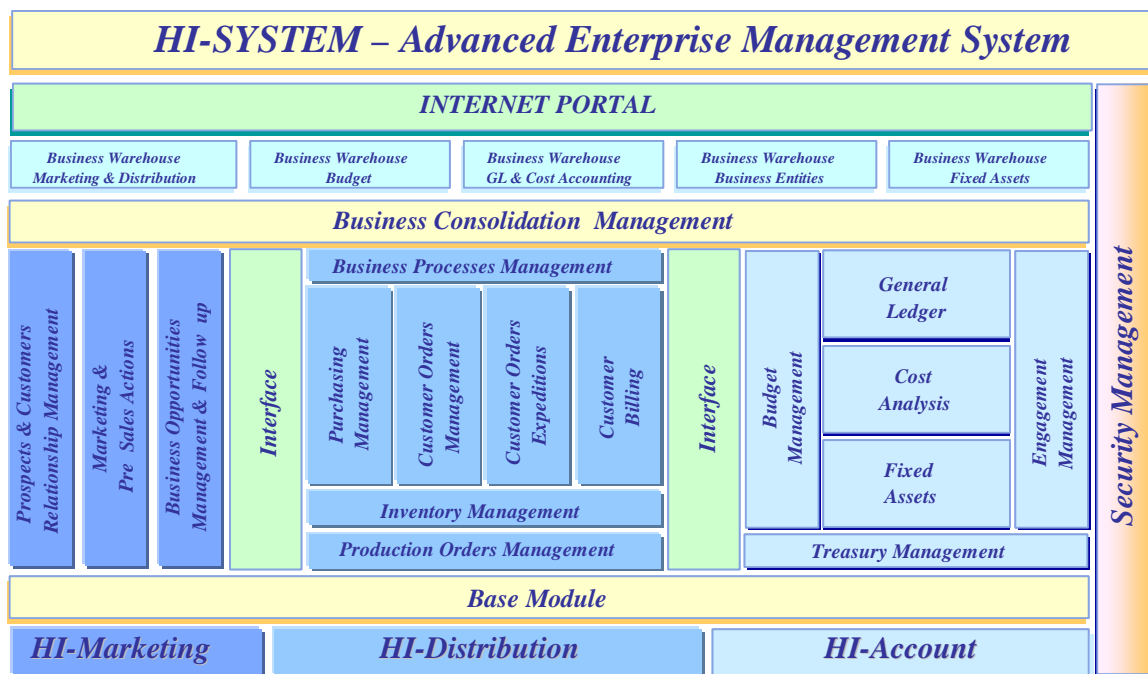


Figure 1 : HI-System Functional Modules

The HI- System solution distinguishes from the other solutions for the fact of being a solution designed from a planned and global database contemplating the necessary functional coverage for Mid-sized and Large Enterprises, taking in account the European cultures, habits, methods and management techniques.

It was not been conceived on the basis of existing solutions and/or Projects Opportunities, but yes from a global analysis of the weak and strong points of other existing and/or older solutions, using since the beginning the best technology. Relational Oracle Data Base, Objects oriented programming language (Powerbuilder), Windows as Operating System and the leader Business Intelligence tool: Business Objects.

HI-System offers multi-language, multi company, multi currency, multi-user, multi-site, multi business period, multi financial exercise, multi-warehouses and ... multi productive methods and techniques for your business management.



1. HI-MARKETING: professional marketing management

Based on excellent marketing methods and business techniques, this module has been designed and developed with the collaboration of recognized worldwide enterprises working in this area since many years all over the world.



Marketing: HI-System marketing module capabilities allows you to manage the entire Pre-Sales and Marketing activities, including the management of a complete Contacts database, created by import process or just by your day-by-day prospecting actions. Many of the existing application in the market give you hundreds of functionalities and web technologies but fail in what for HI-System is essential: more business generation!

With HI-Marketing you can achieve a formidable performance by creating standard marketing actions that you will reproduce periodically in order to create a valuable and permanent market presence.

HI-Marketing global processes model

The following sub-modules compose the HI-Marketing application:

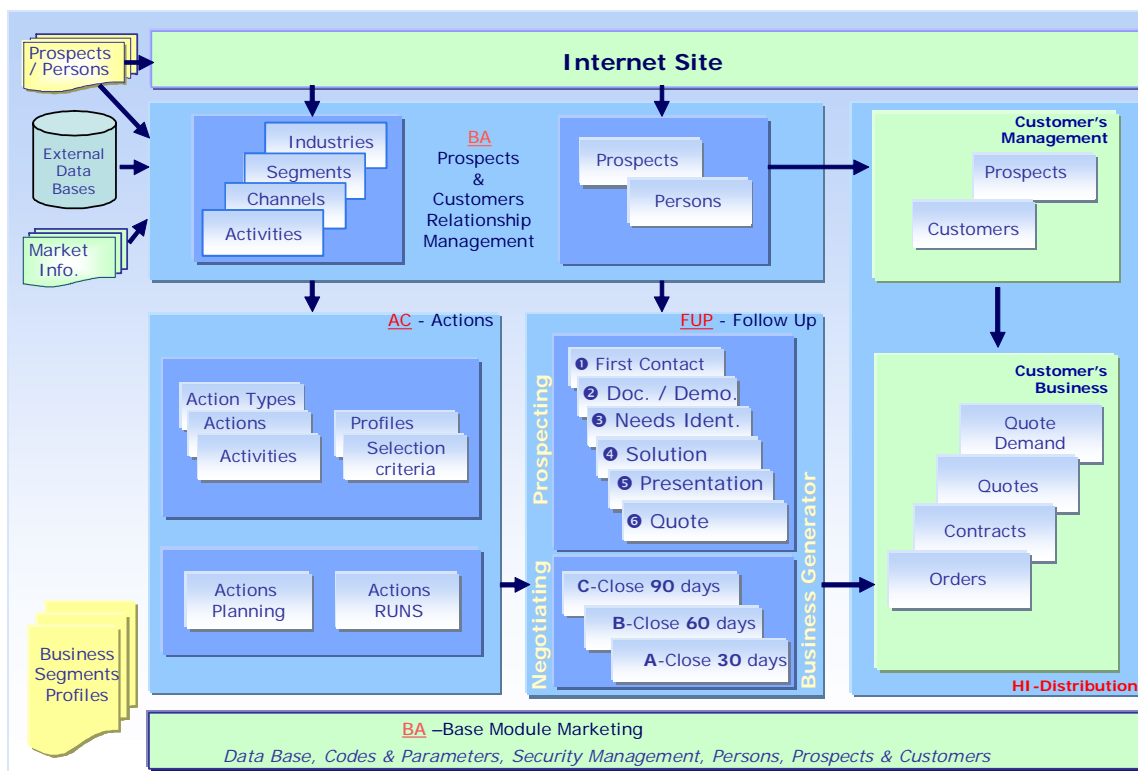


Figure 2 : HI-Marketing Process Model



HI-System, software made for your Enterprise

HI-System main functionalities description

HI-Marketing main features:

[Marketing basic Codes & Parameters](#)

When starting using this base module, you are invited to define your marketing vocabulary and marketing rules like Marketing activities, Actions types, Departments, Function levels, Functions, Geographical codes, Interest centres, Competences, Industries, Contact channels, Market segments, Business Opportunities Status, Default marketing parameters values, Type of comments, Marketing periods.



[Customers, Prospects & Persons Relationship Management](#)

This module allows you to manage the basic information about your prospects and customers. The system distinguishes the information attributes for both the status an entity can have: Person, Prospect, Customer and Entity. For each status, the system keeps a full history concerning the entity. For instance, you can easily see which interactions Mr. Michael F. Douglas had with your company along a period of time, in which companies he has been an employee or just consultant. With this module you can segment your contacts into the segments class you defined in the Codes & Parameters.



[Marketing Actions Management](#)

In order to be able to manage business opportunities, you need to create actions and commercial initiatives that helps you to generate business leads. The Marketing Actions management module gives you the capacity of doing several queries and queries upon queries in your marketing data base, create segments and sets of entities that will be contacted in the scope of your planned marketing actions. You can plan marketing actions and forecast the objectives to be reached by each action / campaign.



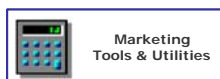
[Business Opportunities Management](#)

Using that HI-System module, you'll follow up and see all leads, which are assigned by group of products, products, salesman, and geographical territories. You can track multiple leads within the same entity or customer and have a clear objective on your sales pipeline. Moreover, in integration with the others HI-System modules, you can see all the business opportunities, quotes, orders and closed sales using the Reports generator built in tool. You can display or print the forecasted amounts, probability of the close of sale, and weighted amount for each of these business opportunities. At the end, just change the Business Opportunity to "Customer Order" status without being obliged to re-keying again all the customer data. Full integration working for you.



[Marketing Tools & Utilities](#)

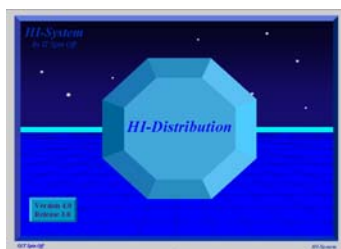
In addition to all the flexibility HI-System offers you, it also provides you with a set of tools and utilities that helps you to interact with other systems. For instance you can import and export data into and from your marketing data base – like contacts data bases that you buy or Excel files in which you have worked the market segments that you want to reach. Moreover, you can customize the screen contents using the translation centre utility. Because all HI-System is multi-language based, you can translate yourself certain words or labels with a vocabulary more familiar to your company environment.





2. HI-DISTRIBUTION : Supply Chain Management

Every day companies leave billions of dollars in invisible, unrealized savings on the table because of poor supply chain management practices.



HI-Distribution allows you to integrate the flow of goods and information from initial sourcing all the way through delivery to the end-user using the best management practices and realizing cost savings while improving the quality of service offered to the customers.

Key activities in this integrated end-to-end process include Customer, Quote Demands, Quotes, Orders and Contracts management, Customers Orders fulfillment and Expeditions with Picking, Packing, Loading, Transportation, Distribution with Routing, automatic and manual Invoicing. It also includes Suppliers management, Purchasing Orders, Quotes and Contacts management, Receiving goods and Inventory management, Articles and Bill of Materials with Bar Coding, Options, Variants, Serial Numbers management and Production Orders management.

Using HI-Distribution in your company will give you a competitive advantage and help you run your business more effectively, efficiently, and responsively.

HI-Distribution global processes model

The following sub-modules compose the HI-Distribution application:

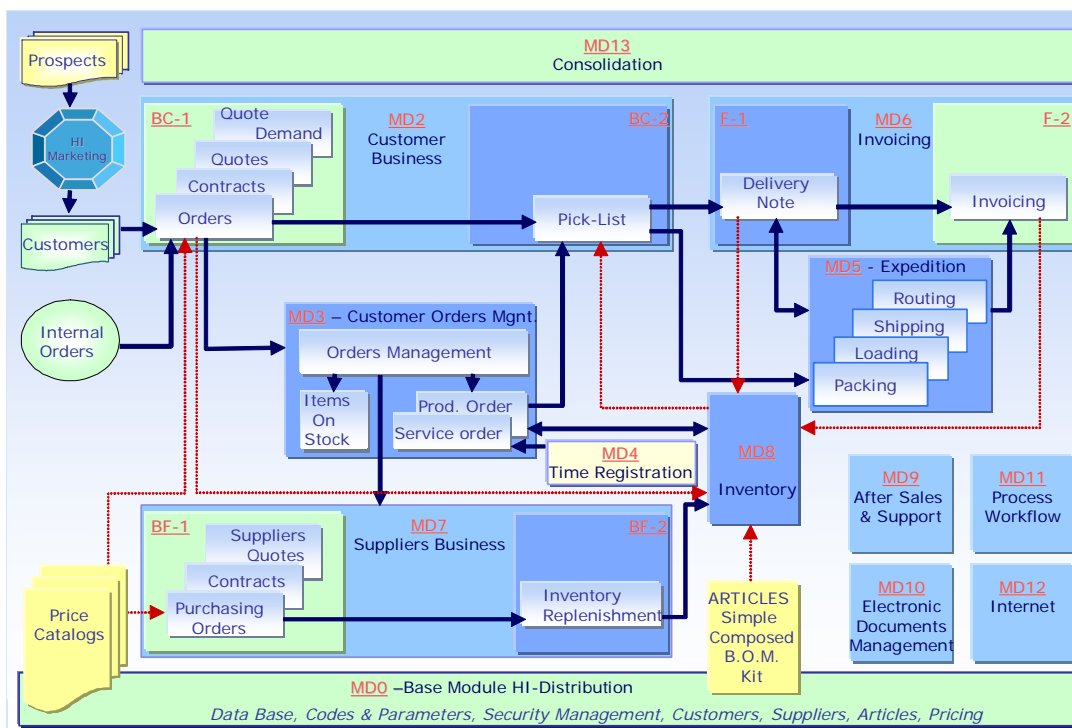


Figure 3 : HI-Distribution Process Model



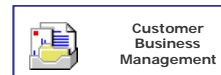
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HI-System main functionalities description

HI-Distribution main features

Customer Business Management

Just with one mouse click, your sales people can turn quotes directly into customer's orders. Before that, it is possible to record and track customers' Demands for Quotation, realize, print and send the Quotes, turn the Quotes into Closed/Open Contracts, or directly into Orders. The system tracks the Orders and Sales activity against Open Contracts. You can easily and quickly obtain all the online information you need for introducing an order, just in one screen : item information, pricing origin, inventory status, customer credit control, multiple customer address, multiple deliveries for one item, substitution and options items. It's possible to customize the screen and order lines.



Customer Business Management

Customer Orders Management

When introducing an order, you can ask the system to manage that order according to its characteristics. If the orders' items are all in stock, the system proposes a "Pick List", if there are items in "direct business" the system proposes an automatic purchasing order, if the item inventory is not enough, the system proposes a back order quantity and a quantity to purchase. If the order contains items that need a preparation (production) then the system proposes a Production Order or a Service Order if the item needs additional service before to be delivered. The user can see all the system proposals in one unique screen containing folders and items listings for the respective proposals. The system generates automatically: purchase Orders and order predefined minimum quantities from preferred supplier, online inquiries during entry functions, catalog prices and price reasons, customer account information, current and projected stock levels by warehouse and locations, lots, serial numbers. Displays contract terms, validity dates and prices by line, Stock inquiry with firm and planning time horizons.



Customer Order Management

Customer Orders Expeditions

This sub-module helps your business to improve the quality of service offered to your customers and to potentially reduce costs in the expeditions process. After you release a customer order, you can print a Pick List directly in the warehouse. After the Picking, it is possible to execute three important processes that are: Packing (the system prints a Packing slip with or without bar coding), Loading (according to the order's item lines characteristics) you can "drag & drop" item lines into the available means of transport and shipping according to the Routings you have selected. With HI-Distribution, you can gain greater control of your order expedition's process by assigning users the process of picking, packing, loading and shipping with automatic inventory status updates.



Customer Orders Expeditions

Customer Billing

This sub-module allows you to invoice your customers in a very secure and reliable way. The invoicing process can be online and manual, invoice-by-invoice, or processed in an automatic way by selecting all the orders or delivery notes that are ready to invoice. You also can invoice in a batch mode, during the night. You can schedule periodical jobs that invoices and prints the invoices for you. The accounting system receives the printed invoices and posts it automatically, using the accounting interface. When the invoices are posted in the accounting system, the system generates automatically general ledger movements, including taxes, and also sales and cost analysis movements that you can analyze after using the Sales Analytical Reports or the Analytical Balance Sheets.



Customer Billing

Inventory Management

Keeping inventories balances updated and inventories costs under control is normally a challenge for many companies. With a tighter control of stock levels, HI-Distribution helps you to manage your warehouses with few resources and high precision when comparing the physical and computer article available quantities. HI-Distribution allows multiple warehouses (physical and logical) with multidimensional bin locations, lots management and stock evolution by period in several units of measure. You can handle various combinations of the same item, depending on the item options, variants and Units of conditioning. This way, your sales representatives always can respond online to specific customer's needs. At the end of each accounting period, the system posts the needed accounting movements concerning the value of inventories.



Inventory Management



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HI-System main functionalities description

Purchasing Management

In this sub-module you can create and manage vendors data, define vendors' items characteristics; like vendor item codes, delivery time and pricing. There are many ways of creating purchase orders : you can create internal purchase requisitions that can be converted into purchase orders, or create purchase orders from suppliers quotes, entering it manually or just approve the purchase orders proposed by the system. Once completed, purchase orders can be approved temporary or definitively, printed and sent to the supplier; by fax or by email without a piece of paper used in the full process. HI-Distribution offers you the possibility to send the purchasing orders to the Accounts Payable and Accounting system, so that you can see the "company engagements" in your accounting and treasury balances. Once the ordered items are received, the system does several controls consisting in: quantities matching, delivered on time, quality of the articles, that are recorded by the system as "Key Quality Indicators" that are displayed to the user when the invoice is received from supplier. Because the purchase orders are already in the Accounts Payable and Accounting system, when introducing a supplier invoice, the system detects the corresponding pending orders and does the matching between the order data (quantities ordered, received, prices, invoicing conditions) and the invoice. Then, the system asks for a user decision; acceptance of the invoice (that will be paid on its due date) or putting it on stand by for approval. If your company uses blanket orders or open purchasing contracts, HI-Distribution keeps records of the supplier activity against the contract conditions.



Production Orders Management

Even in non-manufacturing companies, there is often the need to manage the process of building a product or just complete the assembly of a finished product before delivering it to the customer. HI-Distribution allows manufacturing and non-manufacturing companies to create Work Orders or Production Orders for Finished or semi-finished products having a Bill of Material and the respective Work Routings defined in the system. When creating this kind of order, based on the quantities to produce, the system calculates the items needed for that production (raw material, semi-finished products, items parts and also the work force or machine hours required) and produces a "Production Order" with the detailed description of the components and work needed to produce. At this stage, the system knows the standard quantities (theoretical quantities) and allows the printing of a Picking List for the production. When the production is finished, based on the real quantities produced, the system uses the "back flushing method" to propose to update automatically the inventory of materials used and the product realized. You always can accept the proposal or replace the theoretical quantities by the real quantities used. From that information, you can calculate the production real cost by Production Order and track differences between the production standards and the real figures.



ADDITIONAL FEATURES:

- Multiple customers addresses Ship-to, Bill-to
- Customers documents management (attach)
- Images management
- Customer Online transactions history
- Customized Prices catalogs
- Create automatic quotes from Customer Demands
- Create automatic Orders from approved Quotes
- Order lines with customized descriptions
- Order lines with several delivery dates
- Automatic pricing based on Catalogs, Quotes, Contracts
- Customer automatic Credit control
- Fax or email Quotes, Orders and Invoices
- Automatic invoicing
- Documents and reports management
- Lot management
- Online multiple inventory views
- Contract management
- Multiple and multidimensional Articles Unit of Measure
- Articles with Serial Numbers
- Articles Bill of Material, Kits
- Bar coding management
- Support for article options, variants and substitutes items
- Unlimited Multi-level Article Groups and Class
- Multiple Logical and Physical Warehouses
- Inventory transactions Audit trails
- Articles Back Orders Management
- Blanket purchasing orders
- Purchasing contracts management





3. HI-ACCOUNT: Financial Management

HI-Account is the foundation of HI-System suite of business management applications.

This financial management module offers your company a complete set of tools for managing financial processes from Budget, Treasury, Cost Accounting, General Ledger and Fixed Assets to Engagement Management. Its full integration with the HI-Distribution and HI-Marketing modules, allows you automatic accounting posting so that you can close your accounting periods very fast and communicate your management reports with less efforts.



Designed by European experimented financial managers, accountants and auditors, HI-Account incorporates the best financial management practices as the needed audit controls to warranty that your financial system is always ready to be audited.

Because of its European and International vocation capabilities, HI-Account is translated in several languages and is customized to respond to local legislation requirements.

HI-Account global processes model

The following sub-modules compose the HI-Account application:

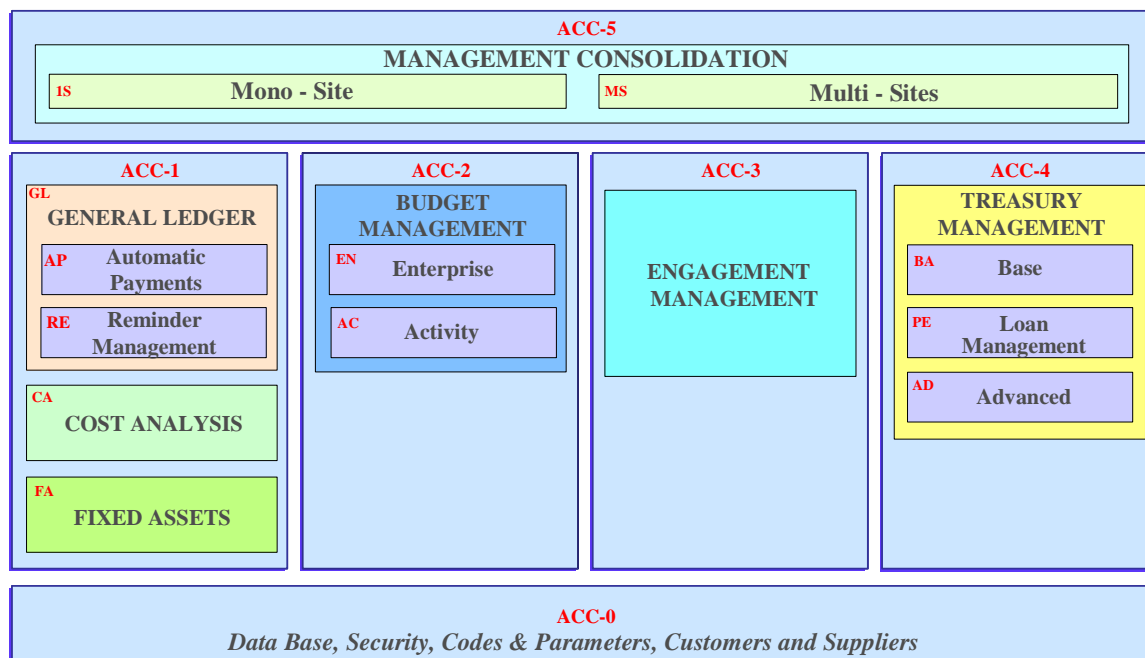


Figure 4 : HI-Account Process Model

One of the most appreciated HI-Account characteristics is its easy to use procedures, requiring very few training and few implementation efforts.

We realistically can implement HI-Account in your company with less than 15 consulting days. Because of very few parameters to define and to create, you are not obliged to review and fix all your financial company processes, like other vendors oblige your company to do.



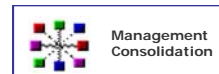
HI-System, software made for your Enterprise

HI-System main functionalities description

HI-Account main features

Management Consolidation

You can manage Multi-level businesses, either in a group of companies belonging to the same shareholders or in the case of formal holding obliged to fiscal consolidation. In practice, there is no limit for the number of companies inside a Group and Divisions inside a Company. The companies' financial system can be in the same computer server or in different servers located in the same room or in remote locations. In the case of Multi-sites environments, HI-Account proposes automatic "multi pooling" processes that take the information from the remote servers and consolidate it in a named Central Server. In addition, for the consolidation process, HI-Account does not oblige you to use the same codification in all the companies or divisions. Each company may have its own codification. With the consolidated elements (Diaries, Accounts, Transactions...) and values, you can drill down into the data, even to the transaction level. In a very simple way, you can better detect, control and understand how each business unit is performing.



General Ledger

This basic module allows you to manage all the Charts of Accounts, Accounts Receivable and Accounts Payable. Starting from accounts lists (GL, Customers, Suppliers, ...) with selection criteria you can click on an account and get, in a unique standard screen, all the information you need to better understand the account status. Using a drill down technique, you get the general account balance, the balance evolution by period, the account movements (historic), access online to outstanding invoices and bills. Double clicking on a transaction, you see all the transaction information and even the hard copy of the document (print preview) if the document is issued from the HI-Distribution module. You also can scan your suppliers' invoices and documents and attach it to the respective accounting transactions. Your accountants can post the transactions in two modes: temporary or definitive, allowing your accountants to change the documents without being obliged to do reverse transactions. For auditing purposes, we designed HI-System to provide audit trails of the documents and accounting movements, and to demonstrate, online, all the values and the accounts' balances. All the standard and fiscal reports are available according to the local legislation requirements.



Cost Analysis

These Activity Based Costing functionalities provide the ability to create user-defined charts of accounts for streamlining the distinction of "natures of costs and receipts" and its "destination consumers or producers". This design feature enables companies to better structure their charts of accounts, to reduce the number of ledger and analytical accounts and time for period-end closings, and provides several management tools to compare dimensions such as Customers, Product Families, Sales channels, Product lines, Projects, Profit and Cost Centers, Employees. This unique feature allows you to define the dimensions in a hierarchy or in sequential. In a hierarchy, you only post transactions at the last level; the system reports the values automatically to the upper levels. Thanks to its integrated knowledge base, if you post the documents manually (and not automatically from HI-Distribution) the system proposes you, automatically, the most used accounts (analytic circuits) for each dimension. You can accept it or change the proposed accounts circuits. HI-Account contains a set of integrated analysis reports like a "Crossed Balance of Accounts" where you can drill down from Natures to Destinations or from Destinations to Natures using multiple cross references.



Fixed Assets

The Fixed Assets module provides advanced functionality to define the asset information, to link the asset with the purchasing invoice in order to manage all the asset acquisition process, including depreciation, adjustment, disposal and automatic accounting posting in each accounting period or exercise. When introducing a purchasing invoice for assets, the system asks for the asset item code in order to do the automatic link "asset-invoice-supplier" and valueate automatically the asset. You can use standard or user defined depreciation rules that facilitates the financial planning. All the required fiscal and management reports are provided but you can create your own reports.



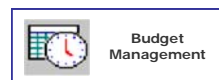


HI-System, software made for your Enterprise

HI-System main functionalities description

Budget Management

Create and maintain budgets in a very easy way, using multi-dimensional forms with several charts of accounts and budget nature charts. Create as many budgets as you want and of any period length, with the level of detail necessary to direct and control your business. Do simulations and decide the Official Budget. You can consider Enterprise or Activities Budgets that allows you to track the running businesses and activities. The budget module allows you to monitor how individual units are performing and compare budget with real values, previous periods and budgeted amounts using dimensions on budget entries. You can create budgets quickly by copying budgets from budgets. Control and follow up budgetary performance using account schedules and specific budget reports.



Engagement Management

As the result of the experience and the knowledge of mid-sized and large companies' needs and requirements, HI-Account offers a module that lets you manage company engagements inside the accounting system. Typically accounting systems consider customer's and supplier's invoices but are not taking into account the purchasing orders that engage the company. In this case the accountants are obliged, each month, to collect the orders amounts in each department, calculate and create financial provisions for the coming invoices not yet received. This module allows you to send to the accounting system, the purchasing (and even the customer's orders) so that all your online queries or reports can consider the values with or without these orders that we call "company's engagements". When a supplier's invoice comes, the system looks for the existence of a corresponding order and if one or more exists, proposes you to compare the invoice with the order(s) and approve it with automatic invoice posting.



Treasury Management

This module allows you to manage your treasury with all the basic and advanced functionalities and also to do Loan Management. You can track monetary accounts at financial institutions more efficiently. You can adjust and control your bank accounts directly, with payments proposals or by manual posting into unlimited financial diaries. The system keeps control of your financial balances evolution eliminating the possibility that your treasury employees do potential mistakes. You can clear your pending invoices directly when you introduce a customer payment or a payment made to a supplier. Just double click on the customer or supplier identification and the system will show you all the pending invoices. You simply have to click the invoice that is paid. The module provides a set of treasury reports with cash projections into future periods, calculating the projected available financial resource by user-defined period.



ADDITIONAL FEATURES:

- Dimensional accounting structures
- Multiple fiscal periods
- Multi-currency
- Euro-compliant
- Multi-company
- Multi-site
- Simulated and template journal entries
- User defined diaries
- Drill-down inquiries
- Automatic accruals
- Business Consolidations single and multi site
- Manual and automatic diaries posting
- Accounting Documents management by status
- Financial Report Templates creation
- Multiple budget types (Enterprise and Activities)
- Integrated cost analysis
- Multi language
- Multiple Analytical and hierarchical chart of accounts
- Automatic cash payment matching
- Prepayment processing and proposal
- Partial payment applications
- Bank deposit management
- Exchange rate variance tracking
- Automatic bank accounts reconciliation
- Automatic currencies reevaluation
- Electronic documents management
- Financial Business Warehouse





4. HI-ENTRY: Entering into Better Management

HI-Entry is the entering step into the HI-System suite of business management applications.

Because we believe that the Small Enterprises have the same nature of business management problems but do not have the same financial possibilities, we now offer HI-Entry.

The HI-Entry modules have exactly the same functionalities as the correspondent HI-System modules, but limited to a maximum of two users, with a more affordable price policy so that small companies can achieve the same level of performance as mid and large sized companies, using the same enterprise management tools.

CHOOSE YOUR ENTRY LEVEL

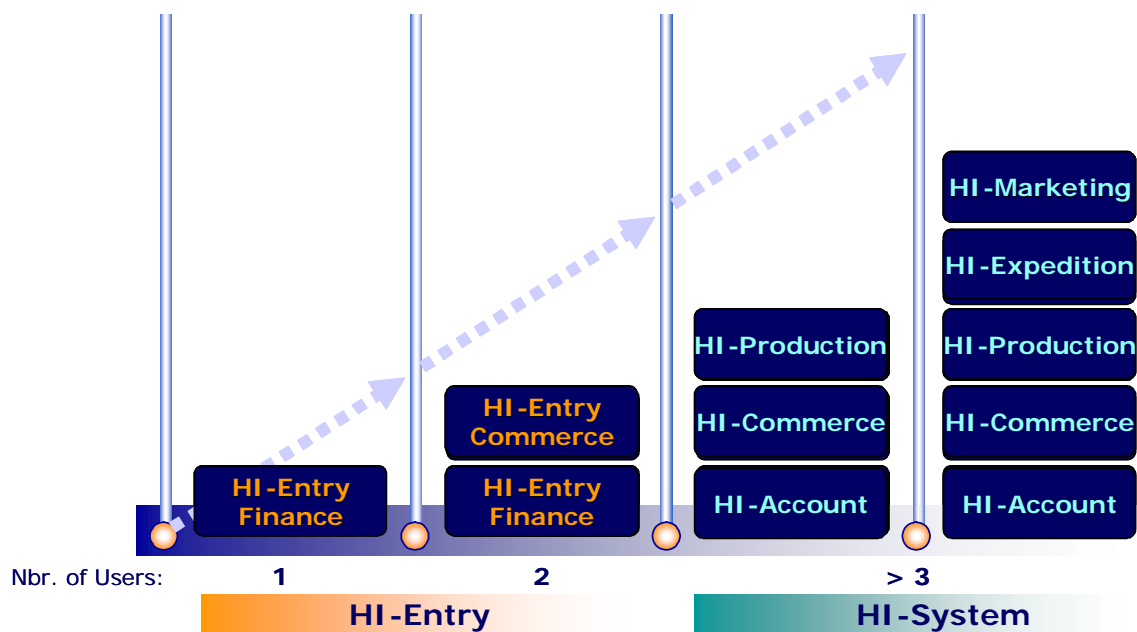


Figure 5 : Entering the HI-System world of Enterprise Management Solutions

Now, you can start your business and your company with top-class business tools even if you consider that you are not yet in condition to do the perfect software investment. You can start immediately with HI-Entry, buying or renting the licenses, doing your Customer's Orders and Invoices management as well as your Purchasing, with automatic Accounting posting.

When your company starts growing, simply "jump to HI-System level" by adding more user licenses or acquiring more modules, at your rhythm with progressive improvement of your management methods, techniques and tools. Based on companies' stories and market experience, it is a fact that Small and Mid-sized companies experiment several management software solutions and do expensive software investments before finding the good solution. The main reason is that they consider that the perfect solution for the company is either too expensive or too much heavy for starting. Therefore, they buy a "temporary solution" and sometimes enter into complicated and dangerous adventures ...



That is exactly what we propose you to avoid. Choose the good solution now, we support your company grow with Professional Software Solutions and Services.



HI-System, software made for your Enterprise

HI-System main functionalities description

The perfect solution for Small sized growing companies !

With HI-Entry, you have access to advanced functionalities for an affordable and reduced investment, with the advantage to obtain help from senior consultants that know your company challenges and difficulties and are available to help you without invoicing your company with hundreds of consulting man-days!

Yes, with less than 20 man-days of consulting we can help your company to implement Customer and Supplier Business Management as well as all your Accounting and Cost Analysis processes.



Let Us explain you how we have done that in successful European companies, Small, Mid-sized and Large companies.

You can choose buying or renting the software licenses. Ask Us a quote and decide which is the best financing solution for your enterprise.

HI-Entry global processes model

The following sub-modules compose the HI-Entry solution:

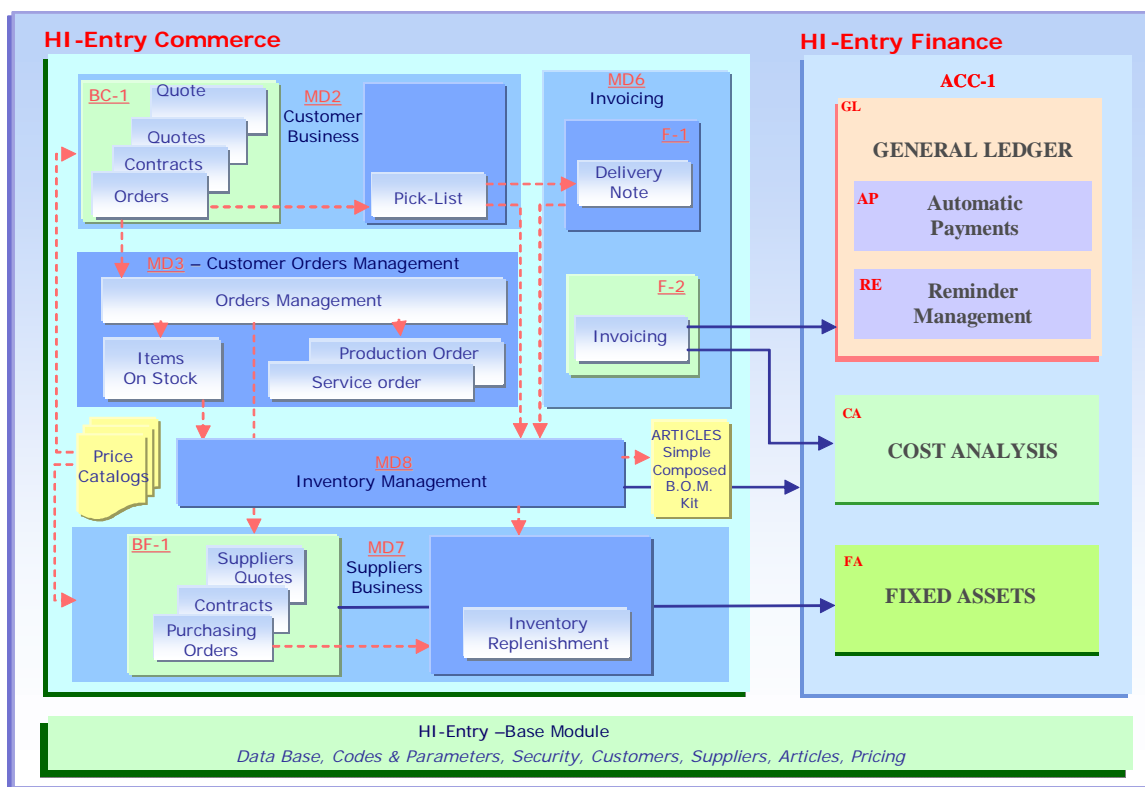


Figure 6 : HI-Entry Process Model



HI-Entry functionalities summary

With HI-Entry, you can start doing business using powerful, secure and easy to use functionalities:

- ✓ *Manage* your Products, Services and Price Catalogs
- ✓ *Produce* rapid Customer Quotes
- ✓ *Register* Customer Orders
- ✓ *Deliver* your Products and Services
- ✓ *Invoice* your customers
- ✓ *Manage* your inventories
- ✓ *Manage* your Purchasing Orders
- ✓ *Purchase or Produce* your Products or Services
- ✓ *Realize automatic* Accounting Posting
- ✓ *Close* your Accounting Periods earlier
- ✓ *Analyze* your Costs with more detail and less effort
- ✓ *Control* and manage your company's Assets

with business, consultancy and project management expertise at your disposal.

Let Us help your company:

- ✓ *Analyze* business needs for Enterprise Management Solutions
- ✓ *Organize and control* the implementation project
- ✓ *Train* your application's users

and during or after the project implementation period :

- ✓ *Advice you* using best management practices
- ✓ *Allow you* to be more productive and competitive





5. HI-SYSTEM Quick Summary

The following list contains the main features that are available from HI-System modules. Please contact a HI-System representative to learn which features are more suitable to your company.

HI-Marketing	HI-Distribution	HI-Account
Customer Relationship <ul style="list-style-type: none"> ✓ Contacts and Persons managed independently ✓ Multi relationships with companies/customers ✓ Persons/Prospects unlimited contact Info. ✓ Track Prospect history ✓ Unique contact definition ✓ History by Status : Prospect / Customer ✓ Track People and Contacts history / company ✓ Prospect to Customer automatic conversion ✓ Prospect and Customer Actions history 	Customer Orders <ul style="list-style-type: none"> ✓ Demand for Quote registration ✓ Customer Quotes follow Up ✓ Customer Contract management ✓ Quotes to Orders generation ✓ Sales Orders Entry with stock control ✓ Back Orders control ✓ Available to Promise ✓ Multi Price Catalogs, pricing rules ✓ Picking, Packing, Loading, ✓ Routing, Shipping ✓ Handles partial Shipments ✓ Multiple Ship to/Bill to addresses ✓ Automatic or Manual Invoicing ✓ Sales commission calculation ✓ Periodic billing ✓ Mass Price Updating ✓ Tax and Discount calculations ✓ Customer transaction history ✓ Multiple invoices types including proforma ✓ Customer Credit checking 	General Ledger – AP - AR <ul style="list-style-type: none"> ✓ Complete Chart of Accounts ✓ Financial statements ✓ Flexible Multi exercises and periods ✓ Temporary and Definitive posting ✓ Reversing Journal entries ✓ Accounts payable and receivable ✓ Multi currency ✓ Aging periods ✓ Accounting templates ✓ Audit trails and Audit data base fields ✓ Prepayments and multiple due dates ✓ Drafts management ✓ Reminder letters with multiple levels ✓ Unlimited customized journals ✓ Currency variances ✓ Business consolidations
Marketing Actions <ul style="list-style-type: none"> ✓ Multi Actions types definition ✓ Marketing campaigns scheduling ✓ Actions planning ✓ Creation of Actions activities ✓ Market online segmentation ✓ Actions Runs ✓ Mail merge Email/Mail ✓ Campaigns and outgoing activities ✓ Mailings History ✓ Market segmentation runs ✓ Schedule Actions/Campaigns runs ✓ Mass mail assistant 	Inventory management <ul style="list-style-type: none"> ✓ Articles : simple, composed, BOM ✓ Series and Lot management ✓ Item Kits and Item images ✓ Multi Warehouses and Locations ✓ Average, LIFO, FIFO, Costing ✓ Available to Promise online inquiry ✓ Inventory balances drill-down ✓ Replenishment proposals ✓ Inventory transactions history ✓ Bar coding ✓ Reorder point tracking and proposal ✓ Physical inventory 	Cost Analysis <ul style="list-style-type: none"> ✓ Customizable Chart of Accounts ✓ Activity Based Costing ✓ Cost analysis multi criteria reports ✓ Multi analytical dimensions ✓ Automatic analytical posting proposal ✓ Online Analytical Account Balances History
Business Opportunities <ul style="list-style-type: none"> ✓ Business Opportunity tracking ✓ Opportunity management ✓ Lead management ✓ Sales Pipeline online control ✓ Business Opportunities multiple status ✓ Business Opportunities valuation ✓ Sales forecast ✓ Business negotiation ABC analysis ✓ Contacts Quick search ✓ Global view of Leads activities ✓ Reminders ✓ Activities scheduling ✓ Business Opportunities customized reports ✓ Phone campaign assistant ✓ Pre-sales activity control 	Supplier Orders <ul style="list-style-type: none"> ✓ Item-Supplier multi relations ✓ Preferred vendor records ✓ Supplier transactions history ✓ Back Orders ✓ Purchase request tracking ✓ Requisitions ✓ Integrated Goods receiving ✓ Quality control at reception ✓ Orders transfer to accounting ✓ Avoid duplicate invoice number 	Fixed Assets <ul style="list-style-type: none"> ✓ Assets management, locations, ... ✓ Multiple depreciation rules per asset ✓ Integration with Purchasing Invoices ✓ Integrations with Sales Invoices ✓ Automatic Posting Period and Exercise ✓ Accounting and Fiscal management
General Features <ul style="list-style-type: none"> ✓ Multi language ✓ Local customization / Legislation ✓ Multi site with central consolidation ✓ Multi Companies and Divisions ✓ Remote and Web Access ✓ Customizable Reporting ✓ User Agenda with reminders ✓ Batch tasks scheduling ✓ Multiple import / export possibilities ✓ User preferences ✓ Productivity tools and utilities ✓ Translation Center ✓ User customized screens ✓ User defined data base fields ✓ Business Data Warehouses ✓ Leading Business Intelligence tools 	Production Orders <ul style="list-style-type: none"> ✓ Create complete Bill Of Materials ✓ Create Item Nomenclature with routings ✓ Item Production Cost decomposition ✓ Item Cost Roll Up ✓ Production Orders proposals / confirmation ✓ Print Production Picking Lists ✓ End Production declaration and registration ✓ Item consumption registration ✓ Components inventory "back flushing" ✓ Comparison Standard and Actual Cost 	Budget management <ul style="list-style-type: none"> ✓ Business and Activities budgeting ✓ Budgeting with simulations ✓ Budget forecast and periodic revisions ✓ Budget by Natures/Activities/Accounts ✓ Online budget inquiry and control ✓ Multi dimensional inquiries ✓ Actual vs. Budget comparison ✓ Budgeting from Actual/Budget/Actual+Budget ✓ Drill Down online inquiries ✓ Full integration with GL/Cost Analysis
		Company Engagements <ul style="list-style-type: none"> ✓ Interface from supplier orders ✓ Engagement diaries ✓ Order/Supplier invoice comparison ✓ Invoice acceptance against orders ✓ Printing reports including orders
		Treasury management <ul style="list-style-type: none"> ✓ Treasury forecast reports ✓ Check printing ✓ Online accounts consolidation ✓ Online Banking ✓ Multiple exchange daily rates ✓ Multiple payment types ✓ Payments proposals, simulated / real



6. HI-SYSTEM Technologies

At HI-System, we believe that technology is an important element of Enterprise Management Solutions that must be fully incorporated in the software applications without obliging the users to learn lots of new technical procedures and assimilate high-tech vocabulary before using it. The technology must always be present but the user has not necessary to see or feel it.

As part of our software development strategies, oriented to our clients' competitive edge maintenance, we deploy a unique approach: usage of the best technology in order to avoid future potential problems and allowing full concentration on new advanced software functionalities. In our "technology approach", we take in account the cost of technology ownership, reduced maintenance costs, security, integrity and accuracy and the following characteristics:

- ✚ Strong and secure Data Base systems (Relational, OLAP, MOLAP, ...),
- ✚ Robust Operating System allowing flexible software architectures,
- ✚ User friendly computer-human interfaces,
- ✚ High quality and productive Development Tools,
- ✚ Standard and secure software programming languages,
- ✚ Standard communications in order to communicate easier with Worldwide systems
- ✚ Leading business intelligence tools.



Go concentrated on your core business, we provide your company with leading Information Technologies, that you do not have to manage or learn... just use it !

✓ *Data Base:* **ORACLE** ®

HI-System has been designed, since the beginning, based on relational data base models. Because of security, scalability, robustness, reliability, integrity and capacity requirements, Oracle data base technology has been selected. The customer investment and maintenance cost is limited because HI-System only requires Oracle Run Time and all the data base structure evolutions are made automatically by SQL scripts without customer intervention.



✓ *Operating system:* **Microsoft Windows NT/2000/XP** ®

The HI-System architecture is based on Microsoft Windows technology and works in either client/server mode with a graphical Windows interface or Web based using a web Citrix interface. HI-System integration with other systems is enabled via API and COM modules. HI-System integrates with Microsoft Office.



✓ *Computer-Human interface:* **graphical using Design standards**

The HI-System user interface has been designed very carefully taking in account the most advanced and actual ergonomics policies and especially the user comfort and security. Computer Screens Designers and Ergonomic specialists advice the HI-System team and presented the best practices in terms of the information placement on the screen, the colours and the character fonts to use, the windows and icons sizes, and the overall computer terminal ergonomics. The result is a very User-Friendly system that helps the HI-System user to accomplish their business task more quickly, without stress.



✓ *Software Development Tools:* **Sybase Powerbuilder** ®

HI-System is designed and built using the industry-leading rapid application development (RAD) tool that increases developer productivity through tight integration of design, modelling, development, and management. This kind of tool warranties quality software production using international software standards and easy to maintain applications.



✓ *Business Analysis Tools:* **Business Objects** ®

HI-System uses the leading business intelligence tools of Business Objects for accessing data, formatting it, and delivering it inside and outside the organization. It provides users the most-requested pieces of information reliably and securely, via the web or embedded in enterprise applications. Business Objects reporting allows to access data, format it, and deliver it as information inside and outside the organization.





About Management & Services

Management & Services is the HI-System suite of products worldwide official distributor.

Management & Services group of enterprises and business partners provide you TOP CLASS European software, with the same classic functionalities that other classic software, for a fraction of the implementation effort and duration, with more realistic and controlled investments.

Senior and experimented Consultants can provide you all the warranties and security that your company requires for a successful implementation of Enterprise Management Systems. From installation, training, implementation until Project Management, Management & Services provides you with the best resources, methods and techniques allowing you to achieve the expected Return on Investment.

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Better management is possible and easy ... with HI-System !

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