



# eFLEX WARE

ERP Solution

The intelligent management software that ensures specific solutions required for the current and future needs of your company.

## Permanent leadership



**Sistemas Bejerman**, considered one of the main organizations of the Argentine Software Industry, has a wide range of software solutions that includes ERP management, Human Resources, Document Management and Accountat Solutions.

The company provides its customers a two decade experience of accumulated knowledge in the development of practical and reliable computing solutions.

Sistemas Bejerman was the first Argentine company to

achieve the Microsoft Gold Certified Partner in the software development category.

Because of its permanent solution innovations and cutting edge technology, Sistemas Bejerman's products obtained many international recognitions .

Sistemas Bejerman provides your company with technological support and top quality software.



- **Specific Solutions**

e-Flexware ERP Solution offers a comprehensive solution tailored to meet the requirements of functionality and present and future services. It contemplates all your management needs, offers strategic information and keeps your company connected with the world.

- **Effective Services**

Our technical support is an essential part of the product. That is because consultancy, technical assistance and training allow you to make a comprehensive use of all the facilities incorporated in every solution.

- **E-Commerce**

Business to Business and Business to Consumer with unlimited access to a million of users. All the facilities to operate 24x365 making absolutely safe transactions.

- **CRM - Customer Relationship Management**

If you count with this tool, you will be able to anticipate, know and meet your customers' present and future wishes and needs. With a CRM-based strategy your customers will be delighted with your company and your company will yield the highest profitability from each customer.

- **High Scalability**

The Client/Server architecture on the SQL Server database platform sustains its capacity to adjust functionally and technologically, for the purpose of growing together with your company -as regards functionality and number of positions- with no need to migrate to another management solution.

- **SCM - Supply Chain Management**

By integrating the company operations with the supply chain through Business to Business e-commerce facilities, you'll make direct interaction with customers, suppliers and sales force possible.



Advantages

- **Document Management**

You'll be able to incorporate, distribute and give access to hard and digital documents circulating in your organization in a quick, precise, economical and safe way. e-Flexware integrates a capacity to digitize and catalogue documents together with intelligent-search tools and workflow.

- **Human Resources**

e-Flexware is also a solution designed to plan and manage the human capital of your company. You can obtain the highest performance of each member in your organization, reducing their weak points and reinforcing their strong ones.

- **Developer**

e-Flexware offers integration methods that facilitate connections, enabling you to carry out back office functions of other software solutions or to have associated satellite systems of third parties. Moreover, the Developer module gives the user the possibility to create all the necessary complementary functions by programming with Microsoft Visual Basic.

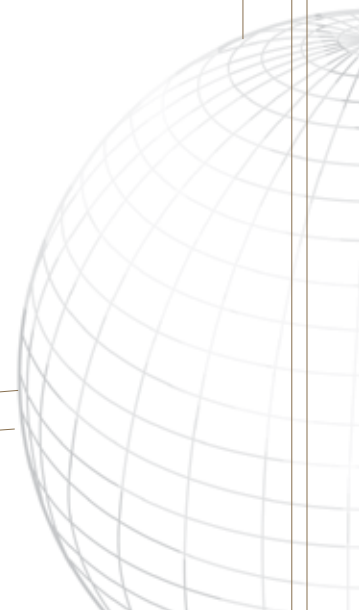
- **Business intelligence**

By using OLAP technology, provided by e-Flexware, you will be in a position to turn transaction data into useful information for the different needs of analysis, enabling you to make better use of your opportunities and soundly sustain your decisions.

- **Immediate Results**

e-Flexware is the middle range solution of quickest implementation and Sistemas Bejerman, as your authentic technological partner, assists you to guarantee its implementation and eventual operation, training different users for a quick mastery of its countless facilities.

## *The advantages of the best* **ERP Solution**





**As an e-Flexware user, you can count on a range of services that meet your requirements.**

### The range of features of e-Flexware Service enables its users to:

- Obtain highest performance of the implemented solution.
- Install and implement the specific solution completely.
- Permanently upgrade your software both as regards operative aspects and current regulations.
- Count on reliable professional support to work out problems and clear out questions.
- Have access to significant discounts on consultancy fees.



# Service

- Account Executive and an Assigned Technician as permanent interlocutors
- Technical and functional consultancy
- Training and coaching for the operations staff
- Supervision of the solution efficiency
- Automatic regulatory and operative upgrading
- Follow-up and registration of the implemented solution
- Interactive answer to frequently asked questions via Internet 24x365.

## Installation and configuration

Installation of the provided software and assistance in the network software and computer configuration, collaboration in the definition of the system parameters, codification, position attributes, etc. Test of the configuration by revising the different modules.

## Implementation

Professionals in Economics, Industrial Engineering and Computer Systems will collaborate with the project leader of your organization in the analysis of circuits, definition of processes, creation and follow-up of the schedule for the solution implementation. In order to guarantee the optimum use of the application in the fastest way, we will be in permanent contact with the managerial line of your company at all times and we will assist users until the completion of the project.

## Training

One of the pillars for the success of a system project is the organization members' knowledge. Our highly trained teachers transmit their accumulated experience and intelligence in a simple and didactic way. According to the needs collected by our Account Executives, different training levels, either general or specific, are defined for the committed personnel of each area of the organization. The training will be provided in Sistemas Bejerman's classrooms or in your company.

## After Sales Service

The permanent changes imposed by the business practices, legal and tax regulations and technological breakthroughs call for a technological partner capable of giving you advice and keeping computer solutions permanently up-to-date, in perfect operation and aligned with your organization goals. Our Account Executives guarantee the optimum use of the solution, supported by a team of professionals specialized in Computer Systems and in Business Administration who provide help desk assistance, use of the application by remote control as well as advising and training in their offices. Our support technology allows us to thoroughly follow up each company's consults and answers, as well as count with an automatic service of answer to frequently asked questions via the net.



# Functional *Structure*



## General Characteristics

- Open menus and short cuts definable by the user.
- Free definition of supply and sales workflow.
- Upgrading of all the subsystems through registered operations.
- Double checking of transactional integrity provided by the application and the database engine.
- Multiple security levels for the access to processes and data.
- Low-level access to the System. It allows the user to modify and extend functions, by programming in Visual Basic and SQL Server.
- Thorough follow up of receipts generated in each operation.
- Business Intelligence.
- Connection interfaces with other software products.
- Consolidation of corporate and branch information.
- Specific solutions.



# A network of *integrated solutions* adjusting to your business and shortening their implementation.

## ● Sales and accounts receivable

- Order and estimate management.
- Credit control and unlimited levels of order authorization.
- Distribution logistics.
- Multiple invoicing and collection modes.
- Management of documented and non-documented current accounts.

## ● Purchases and accounts payable

- Planning and control of deliveries.
- Imports. Expense apportionment per rate or per volume /weight.
- Current account and purchases payable.
- Unification of current accounts payable and receivable.

## ● Finance

- Free definition of instruments and securities portfolios.
- Manual and automatic bank reconciliation.
- Financial budget/Cash flow.
- Collection and automatic payments. Remittances.

## ● Inventories

- Inventory management.
- Different methods of stock valuation.

## ● Production

- Programming and control of customized or mass production.
- Traceability and information for the certification of quality regulations.
- Control of materials, labor and machinery.
- Automatic generation of purchase requisitions.
- Standard and actual costing.
- Plant capacity planning.

## ● Accounting

- Accounting multicurrency management available in real time.
- Alternative account plans for the analysis and presentation of the Information.
- Budgetary accounting with optional control of allocations.
- Generation of Statements, Appendixes and Notes. Free definition of formats and contents.
- Comparative statements between years and periods.
- Calculation rates definable by the user for balance sheet analysis.

## ● Taxes

- Free definition of tax regimes.
- Issue of VAT affidavits and subsidiary records.
- Generation of reports for applications of AFIP [Administración Federal de Ingresos Públicos: Federal Administration of Public Income].
- SIAP [Integrated Systems of AFIP applications] Sicore Connection.
- RG 1361 and 1547 (general regulations). CITI Sales/Purchases (applications).
- Sifrt Baires (tax collection system of Buenos Aires province). ARSDB, IBSB, IB2 (applications).

## ● Human Resources / Pay Roll

- Wage and salary settlement for the personnel under all kinds of all agreements.
- Personnel management: holidays, sanctions, accidents, seizures, etc.
- Training. Performance assessment and career plan.
- Recruitment.
- Web interface of information self-management.

## ● Document Management

- Integrated process of capture and digitalization.
- Catalogues per logical folders and per definable data or profiles.
- Intelligent browser: search by combining folders, profiles, data and key words within document content.
- Internet consults and CD-ROM's generation for information dissemination.

## ● Developer

- Modification of all existing screens and registration forms of the System.
- Possibility of adding new screens or information capture forms.
- Execution of calculation processes. Reference and recording in your own database and in an external one.

## ● e-Commerce

- Site creation by respecting the company's institutional image.
- Orders are automatically integrated in the sales circuit.
- BtoB and BtoC modes. Access with passwords for regular customers.
- Multiple price lists.

## ● CRM

- Follow-up of sale contacts, promotions, collections and help desks.
- Agenda of individual and group tasks. Campaign management.
- Analysis tools per date, assistant, period, product, etc.

## ● Fixed Assets

- It manages property, plant and equipment, intangibles assets and permanent investments.
- It reaches the entire lifecycle: acquisition, amortization, revaluation, technical and general adjustments and disposal.
- Criteria of tax and accounting amortization. Multiple currencies and cost centers.



# Summary of Functions



## Sales and Accounts Receivable

- It enables to customize the commercial management style of the company adjusting to the different requirements posed by the points of sale (or branches), business units, sale channels, types of customers, lines of products or services and tax liabilities.
- It facilitates management, because it enables circuit definition and the follow-up of all the aspects related with local and overseas sales transactions, estimates, orders, preparation orders, delivery notes, dispatch guides, invoices, etc. together with automatic stock updating; both individually or by means of automatic process definition, with the possibility to manage credit control and include logistic processes that help with the preparation, sending, and delivery.
- It allows the management and follow-up of current accounts in various currencies simultaneously (multicurrency current accounts)
- The e-commerce functions make available fantastic sales resources that integrate applications to exhibit and sell your products, automate order taking and information exchange processes that improve your relationship with distributors, sales force and customers and make your operating mode more profitable.
- It makes the commission administration more flexible, helping to implement effective sale incentive strategies.
- It consolidates information about customers: credits due and past due, documented liabilities of the customer or third parties, entered orders, uninvoiced delivery notes that enable a fast analysis of accounts, and the speeding up of processes for the control of current accounts and collection management.
- It creates entries automatically and it issues subsidiary records.
- Consolidated current accounts of customer companies and suppliers simultaneously.

## Purchases and Accounts Payable

- It manages the operations generated by requirements of goods or services originated in the productive process, the commercial management or another regular or occasional need of the company.
- It allows to define circuits and receipts necessary for domestic or import operations: requests, quotation, purchase order, import order, delivery authorization, delivery note, goods receipt, etc.
- It allows the management and follow-up of current accounts in various currencies simultaneously (multicurrency current accounts).
- It provides information for auditing and follow-up, verifying that received goods or services correspond with the orders, and if the delivery was done in the proper way and time.
- It controls the process of refunds and provides technical support to the current account sector for the registration of invoices and payment preparation with the calculation of the relevant tax retentions.
- It presents the situation of the company to a supplier in a centralized, clear and dynamic way (or all the data arising from the commercial relationship): accounts due and past-due, documented liabilities (own checks, liabilities payable, endorsed instruments or securities) and uninvoiced delivery notes.
- It generates entries automatically with the chance of including distributions per cost center and it issues Subsidiary Records.

## Finance

- It concentrates all the financial information of the company. It integrates the fund activities registered by means of sales collection, purchases and payments; it makes the free definition of fund activities possible (cash, banking accounts, third parties checks, instruments receivable, liabilities payable, etc.), as well as new source and use of funds (members' contributions, opening balances, credits returns, advances for the personnel, salaries, members' withdrawals, taxes), generating all the necessary elements to register the activities that facilitate the analysis of present balances and future results.
- Clear identification and monitoring of statements of instruments and securities portfolio (in stock, delivered, deposited, returned, etc.).
- It contemplates the possibility of defining new statements or situations with the relevant activity (E.g.: checks deposited in guarantee, check sales).
- It issues flexible financial reports to analyze the cash flow, the sources and the ways of payment, and the different statements of securities portfolios and bank statements.
- Manual and automatic bank reconciliation.
- It manages different models of financial budgets with the chance of including estimate activities.



## Inventories

- It provides the necessary reports and tools to analyze and control a company's stock, to know its movements in detail and point out the variables that help to keep the stock of inventories and raw materials in ideal levels. It integrates the movements of sales, purchase and production departments, enabling adjustments and transfers among deposits.
- It contemplates inventory valuation by means of last purchase, replacement cost or estimated average price methods, and it reports the cost of sold goods and per-article-margin.
- The optimization of processes that enable to place automatic stock requirements, based on future movements planning, allows inventories control and the necessary supply to increase income and avoid shortage or excess of inventory stocks.
- It manages stock per consignment, imports dispatch or series. If necessary, it allows for the simultaneous use of up to two either related or independent measurement units, and the sorting of products following different criteria: size / color; container, etc.
- Automatic generation of purchase requisitions, per-article safety stock management, point of order and replacement top.
- It automatically creates entries corresponding to inventory movements.

## Production

- It provides complete management of formulas and lists of materials formed by product, related products and sub-products, multiple levels of semi-elaborated products, labor and machinery resources.
- Formula modeling in different scenarios, current formula definition, scrap articles, standard formula costs, office documents and associated graphs.
- Multiple measurement units, virtual or ghost compounds.
- It enables manual production order creation based on estimates or specific sale requests with different states shown in the order note.
- Manual programming indicating shift and work center.
- Plant capacity planning by means of visual aids and charts.
- It speeds up the control of production and consumption, both automatic and manual ones, with or without lots or consignments, with or without due dates, fixed criteria for automatic lots consumption, traceability, detour control, real manufacturing costs, etc.
- It helps companies purchase planning based on scheduled production, stocks, supplies commitment, pending purchases, etc., visualizing shortages and automatically generating corresponding purchase requisitions.
- It assists companies with purchase planning based on scheduled production, stock, supply commitment, pending purchases, visualizing shortage and automatically generating corresponding purchase requisitions.
- Traceability and information following ISO 9000 quality standards.

## Accounting

- It complies with requirements of both formal accounting and managerial and cost follow-up needs, having on line access to entries that correspond to all registered transactions.
- The highly flexible structure of its multiple account planning allows for analyzing, comparing and presenting all accounting information with different views, different break downs or diverse languages, as well as budgetary accounting control realized at any allocation level or group.
- Multi currency accounting with automatic entry generation by exchange difference or conversion difference.
- Issue, registration, collection and payment of Credit Invoices.
- Generation of statements, appendixes and notes, with free definition of content and presentation.
- Comparative balance sheets between fiscal years and periods as well as between cost centers and branches.
- Accounting information is totally integrated and it is permanently available; the issue of Statements does not require exports or imports. After the last activity has been registered, the system shall be ready to issue the General Balance Sheet.

## Taxes

- It enables free definition of taxes, with differential rates for both purchase and sales and for both domestic and non-levied taxes, according to the different needs and with indication of calculation method and application for tax withholding and payment.
- It issues subsidiary records and VAT affidavits. It also creates files to be imported to SIAP. The reports present the data as required by AFIP applications, for better interpretation and quicker data input.
- Connection to applications of AFIP and DGR of several Argentine Provinces.
- RG 1361 – CITI Sales/Purchases. Sirtf Baires ARSDB, IBSB, IB2.

## Human Resources

- Based on e-Flexbase technology, with top flexibility and scalability, it is able to give a solution to companies in all sectors and of all sizes.
- It covers training, performance assessment and career planning areas.
- It manages sanction, loans, absenteeism, accidentology, travelling expenses, and seizure records.
- Personnel recruitment: external and internal ones. Recruitment status and assessment results.
- Self-management web interface for employees and applicants.
- Provided with a multidimensional report outline, e-Flexware provides summarized and detailed information on all relevant aspects of an organization's personnel.
- It settles all labor agreements in force.
- It enables free concept and formula definition per user. It also issues paycheck receipts, the 20744-act book and it integrates with AFIP SIAP-SIJP applications for public burden payment.
- Automatic registration of settlement news through the information given by control clocks and any other external source.
- It designs complementary reports for health insurance companies, trade unions, family subsidies, ART contributions, unemployment indemnification (Construction Industry); and it enables the configuration of reports required by different governmental and non-governmental organizations.
- It calculates tax withholding of 4th category taxpayers and prints out a draft copy of Form 649 for Income Taxes.
- It enables outlining budgets, customizing diverse salary conditions and obtaining eventual comparative reports per cost center, section, plant, period, or any other criteria as defined by the user.
- It generates the report of Remuneration and Service Certification and the corresponding files for the salary settlement through bank accounts.

## Fixed Assets

- It manages company's property, plant and equipment, intangible assets, and permanent investments.
- It encompasses the entire lifecycle of goods: acquisition, automation, revaluation, technical or general adjustments, and disposal.
- It enables controlling assets and their improvement sorted by assigned person or inventory number.
- Users define tax and accounting amortization parameters for each asset, the asset currency, and the cost centers to which it is assigned.
- It issues complete Appendixes to be attached to the Presentation Balance Sheet.
- For Income Tax, it issues entries and reports in Argentine Pesos or other currencies with historical and adjusted values. It facilitates to obtain deferred tax.
- It provides physical and valued inventories.

## CRM

- It enables a structured management also capable of measuring interaction with prospect and potential customers.
- It manages sales areas follow-up: promotions, advertisements, campaigns. It also assists with collection tasks and help desk, or user assistance.
- It draws up an individual and team tasks agenda. It enables appointing your own or other people's tasks.
- It enables the registration of asked questions and given responses. It operates a knowledge table with responses to frequently asked questions.
- The registered information is available to be analyzed with business intelligence tools.



## Document Management

- It was developed to deal with hard or digital copy documents, a frequent problem in companies.
- It applies technology to digitalize information and to complement it with storage, catalogue making and search functions, in a quick, precise and easy way.
- Hard copy documents, made digital or not, can be catalogued as well as electronic documents such as Word files, Excel, PDF, Access, HTML, images, audio files, video, etc.
- Users will be able to electronically add on the images: notes, comments, highlights and apply predetermined seals, using these marks in the search criteria, without altering the original format of the document.
- It offers a powerful workflow tool that sorts and normalizes documentation movement inside companies.
- It grants access to external agents through Internet or CD-ROM distribution.

## Developer

- Capacity to adapt to users' requirements is the distinctive characteristic of e-Flexware.
- Developer offers low level access to the system for Programmers with Visual Basic and SQL Server knowledge to modify and extend its function capacity.
- Analysis tools per date, assistant, period, product, etc
- The user may add controls to all the forms in the System, create new forms and modify the behavior of any of the existing controls. These additions are then totally integrated with the system.
- The user may --for instance-- modify all the system screens, adding buttons, fields, or changing the properties of the existing controls.
- It also allows for adding new validations, assigning predetermined values by default, executing calculation processes to be used in other fields, readings and recordings onto e-Flexware databases or external ones.
- To make use of this special feature, users count with the assistance of our experienced developers.

## e-Commerce

- It provides an integrated tool to create websites, with unlimited number of pages to be generated.
- Information about articles, customers, suppliers, sales force and list of prices is published automatically.
- It enables the entry of BtoC and BtoB orders. In both cases, they are directly added to the regular order circuit, not needing manual transcriptions.
- BtoB mode enables access restriction by means of access codes and multiple price lists definition.
- It defines access areas for sales force to register their orders from a remote location, and for suppliers to check the stock they provide.
- It estimates and incorporates delivery expenses to total turnover according to parameters previously defined by users.

# Outstanding Features

## Business Intelligence

- This concept gathers different tools for the analytical and synthetic exposure of the operative information to assist officers in the decision making process.
- When using on line analysis processing tools (OLAP), a wide range of company solutions can be developed, business factors can be consolidated and accurate and strategic analysis can be carried out.
- It allows for the definition of statistic analysis models, considering the selection and combination of different filters and dimensions, the making of rankings, the possibility of visualizing data expressed in percentages, quantities, prices, profitability or costs, generation of on line graphs and the capability to export data to other formats.
- It facilitates the combination of different dimensions and variables for management analysis: business units, type of customers, geographic areas, sales conditions, customers' branches, type of items, industries, subindustries, classification according to ABC curve, etc.
- It also includes other dimensions in the analysis and these are: group, project, type of operation, accounting opening, and cost center.
- It also contemplates the definition of causes for the issue of receipts audit; detour variable (or rate) calculation, such as the average payment delay and the average delivery time, as well as the handling of exceptions, such us unavailable items or long kept ones since a specific date, or customers that don't purchase from a certain date.
- It enables the definition of different visions of the account plan, which facilitates the organization of various balance sheet and statement of income presentations by cost center, business unit, or processes for the purpose of meeting specific needs.
- Comparative Statements between entries and periods and between cost centers and branches
- Command Keyboard. It enables the definition of key management indicators applicable to all activities: sales, purchases, payments, collections, finance, profitability, absenteeism, worked hours, etc.

## Seguridad

- Security is managed at two levels: data and processes. Both levels work jointly restricting users' possibility to access or modify the information allowed in authorized processes.
- Data level: each user will only have access to the piece of information that their profile or membership group allows them to, being able to restrict their access. For instance, they can only have to certain customers, certain deposits, etc.
- Process level: every time the system is operated, access permissions can be indicated. Moreover, it is possible to specify which activities can be carried out within each process. For instance, new customers could be registered and seen but not modified or fund activities could be registered but bank reconciliation operations could not be carried out.
- Automated management of user levels approval in such circuits as purchases, sales and payments as far as credit limit, operation amounts, delinquency, etc.

## Integration with third parties

- e-Flexware counts with several information import and export points that enable integration with other software products.
- Likewise, SQL Server database platform enables the incorporation of automatic execution processes that trigger events with results in bases of other applications.



# Technology

e-Flexware was developed with the best tools available in the market: industry standards, 32 bit architecture, and GUI Microsoft Windows interface. The outcome is a scalable product of outstanding performance in PC network multi-user environments.

Its 3-layer structure --keeping the same interfaces and managing this business rules-- provides for two different lines as regards access to data, ensuring transactional integrity of all the registered operations.

- Access, to provide a simple and economical solution to the small business segment.
- SQL Server, making use of all Client/Server technology benefits as regards maximum security of data and accesses, plus unsurpassed performance in big-sized databases or high-rate concurrent transaction ones.

Likewise, it offers methods that facilitate integration with other software solutions working as back office, or with

associated third-party software. It also grants low level access to enter modifications and new functions.

e-Flexware has been enhanced to be operated from a remote location, making use of thin client technology which is based on Microsoft Terminal Server and Citrix.

It also counts with tools to monitor the different components of the system: job positions, active users and processes under execution. It offers complete integration with Microsoft Office: automatic generation of reports in Word and Excel formats, as well as the generation and publication of HTML reports on companies' websites.

## • Development tools

**Programming Languages:**

**Access to data:**

**Reports:**

**Database:**

**Additional Components:**

Microsoft Visual Basic 5.0 SP3, 6.0 SP3

Microsoft Data Access Components  
Direct Access to Microsoft Access (DAO)  
SQL Server 7.0 / 2000, OLEDB provider and RDO.

Seagate Crystal Reports 6.0

Microsoft SQL Server 7.0 / 2000 / 2005

FarPoint and DataDynamics ActiveX Components

## • Modules to connect internet and e-Commerce

**Customer:**

HTML (HyperText Markup Language)

DHTML (Dynamic HyperText Markup Language)

XML (Extensible Markup Language)

**Server:**

Visual Basic Script, Java, Java Script ASP (Active Server Pages)

**Security:**

SSL (Secure Sockets Layer). It ensures secure transactions between server and navigators.

**Browser Compatibility:**

Microsoft Internet Explorer 4.0 Service Pack 1 (or higher)

And Netscape Navigator 4.5 (or higher).

**Web Server:**

Microsoft Internet Information Server 4 (or higher).