

# Soltrack

Accounting | ERP | CRM | Payroll

## ENTERPRISE

Organization

## RESOURCE

Employees

## PLANNING

It is analytical arrangement of your employee / departments activities.

# Enterprise Resource Planning



**Organization**  
(Growth/ Revenue)

**Departments/  
Employee's  
Performance**

**Systematic  
arrangement of  
Employee's  
Activites**

# Enterprise Resource Planning (ERP)

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Enterprise Resource Planning (ERP) is business management software that is specially crafted to accustom the required information regarding fulfilment of any operation which includes marketing, sales, manufacturing, Trading, distribution, research & development and. It also deals with the customer relationship management, supply chain management, finance.

Best provides an ERP system that is based on a common database & a very well-articulated software design. The build-up of a quality ERP system takes a reasonable time. If a company is promising you to provide you ERP solutions in short time then they are surely compromising with the quality & Best never compromise with the content and quality. Developing a quality ERP system takes a bit of time but it definitely produces results. An effective ERP system should be able to provide information which is user friendly & authentic. You can also compare & modify your software design with similar designs. It will give you the leisure to choose a definite module.

Best has a long term experience in providing the accurate ERP system that suits your business the best. When Best started providing such web solutions it was the big corporate giants who needed it the most. But today every small or complex organization requires an ERP system. Best understands the requirement of its clients & provides tailor made ERP solution to your business.

## Best ERP'S Principal Attributes

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### Finance

When you are analyzing your company's overall performance. You may come in touch with different realities. The revenue numbers are highly influenced by sales & contribution of different business units. Ultimately it all affects finance. At this time ERP plays a major role & unites everything and makes it easier for everyone as all the departments are using the same system.

### Assimilation of the information regarding customer orders

An ERP system is the place where a customer order can be situated. This system takes care of the order from the time the rep received it and shipment process is completed. ERP provides a system where you allocate inventory, sales, invoices, manufacturing & shipping all in the same system so it consumes your time & energy.

### ERP system majorly helps in the manufacturing

It makes your system more transparent in terms of inquiry to dispatch. So you get a clear picture of every Sales order & also you can plan your future stock update in a better way.

## Why BEST ERP?

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Best is one of the first web based ERP solution providers in the marketplace to offer agile ERP systems and it is definitely worth checking out if you're looking for system. Soltrack ERP is easily configurable and we offer quite a few demos to look at if you're shopping.



# Benefits at a Glance

## Control & improvement

Gain control and improve efficiency at a single shop or at multiple locations throughout the entire enterprise. Accurate production data can be used by costing applications with real or standardized allocations.

## Integration

BEST ERP shop floor control program readily integrates with automation for automatic counting.

## Data Collection & Shop Floor Control

The shop floor control program collects data and provides custom shop floor control by lot, job, schedule, product, work centre etc.



## Major Features of Best ERP

- \* Latest Web-base Technologies
- \* User-Friendly easy to understand, easy to maintain.
- \* Browser based technology, doesn't need to install in every client computer.
- \* Centralized database. Less expensive infrastructure.
- \* Less operational management requirements
- \* Access from anywhere anytime.
- \* Easy Data Export facility.
- \* Maintain multiple users
- \* Multi-Currency
- \* Maintain user's log history
- \* High Security enabled
- \* Tracing and tracking at every stage of the execution chain from order to final delivery.
- \* At-a-glance display of real-time information on entire process.
- \* Authoring of business process workflows, per customer and per shipment type.
- \* Purchase order management.
- \* Part tracking
- \* Inventory on the way
- \* Automatic follow-up alerts according to profiles
- \* Customer reporting
- \* Supplier invoice handling
- \* PO Matching
- \* House assembly
- \* Remote Partner access

# Advantages of Best ERP



## Synchronization

Enterprise resource planning can greatly help to synchronize a company as a whole. With the proper ERP implementation, all operations of a business can be connected through ERP. This leads to numerous small advantages such as departments being able to work together more efficiently. For example, ERP can take data from your production department about what each product costs to make then integrate that information with your sales department, allowing you to see how much each item costs to make versus how much it's selling for.



## Globalization

According to ERPWire.com, ERP allows companies to easier implement global operations. A good ERP system will feature everything needed to do so, such as currency conversion tools, accounting standards of other regions and multilingual support. This advantage could lead to more customers and, therefore, a higher profit margin.



## Ahead of the Competition

Despite the advantages, a true, proper ERP system is very difficult to implement, which means that many companies don't bother to. This could, perhaps, be your largest advantage over the competition. If your company manages to successfully integrate an ERP system, you could be leaps and bounds ahead of competitors.

## INSTALLING AN ERP SYSTEM HAS MANY ADVANTAGES

- ★ Improved efficiency information integration for better decision-making
- ★ Faster response time to customer queries
- ★ Better corporate image
- ★ Improved customer goodwill
- ★ Customer satisfaction
- ★ Easy inter-office and intra-office communications
- ★ Integrating all the departments located at various locations

## Coordination of functional units gets easy through ERP.

### It helps the management to have clear understanding of its functional units.

- Improves the productivity of process and personnel
- Lowering the cost of products and services purchased
- Paper and postage cost reductions
- Inventory reduction
- Lead time reduction
- Reduced stock obsolescence
- Faster product / service look-up and ordering saving time and money
- Automated ordering and payment, lowering payment processing and paper costs
- Increases organizational transparency and responsibility
- Accurate and faster access to data for timely decisions
- Can reach more vendors, producing more competitive bids
- Improved customer response
- Saves enormous time and effort in data entry
- More controls thereby lowering the risk of miss-utilization of resources
- Facilitates strategic planning
- Uniform reporting according to global standards
- ERP integrates all functionalities of the organization in single database.
- ERP streamlines all the business processes and gives desired result on a click of a button.
- Speeding Up Whole Manufacturing Process
- Better & systematic Inventory Handling with ERP
- WIP Control
- Easy Work Order Management
- Accessing the status of the goods on a click of a button
- Fast transmit commodities through online transactions
- Fastens the creation of reports
- Reduce Paper work & repeated Entry
- Quick processing of information
- Serving the customer problem quickly
- Information based decision
- Better finance reports
- Better supply chain management
- Better vendor management
- Reduce process cycle time
- Get Exact information about the performance of human resources of the company employed in various departments
- ERP integrate all the departments and it helps you to find out actual dependencies and loopholes in the working of the company

# CRM

(Marketing, Sales & Support)



CRM system includes customer master, customers inquires, inquiries distribution, follow-up, offer(quotations), offer's history, order acknowledgment, inquiry status, campaign revenues against expense, sale performance, etc..

CRM is confinement of customer relationship management. CRM includes every interaction done with the customer whether its service oriented or sales related. CRM is a very influential business strategy which often plays key role in attracting, maintaining & understanding customers. Understanding customer requirements is the first responsibility of every organization & CRM proves to be very beneficial in doing so.

CRM in a very simple language called customer-business relationship; however CRM systems are used in the exact manner to conduct sales leads & business contacts. CRM is a very powerful tool in managing customers at reasonable cost. It increases the profit as well as increase the number of customers. It is very obvious because the rise in customer satisfaction & increase in profit always goes hand-to-hand.

Customization-every management system produces best result when it is designed in the best customize way & CRM is no exception. The need & requirement varies with the type of business, so lead management system allows you to get the best customized look which suits your brand.

Compatible & absolute information- The appropriate system which navigates you to get the right information about your leads. The meeting between a rep and customer can be recorded so managers are in touch with the whole process & makes it simple for them to approach your customers.

# PLANNING

## What is planning?

Planning is preparing a sequence of action steps to achieve some specific goal

Effective plans can save time and money

## Planning is identifying

- ✓ Where do you want to go
- ✓ Why do you want to go there
- ✓ How will you get there
- ✓ What do you need to get there

## Advantages of Planning

There are many ways to state the benefits of planning or anticipatory decision making. The following claimed benefits are discussed in a number of sources:

- ✓ Helps decision maker
- ✓ Helps management
- ✓ Quantifying goals
- ✓ Allocation of resources
- ✓ Better control of inventories
- ✓ Improved scheduling
- ✓ Productive relationships with suppliers
- ✓ For design / engineering:
  - o Improved design control
  - o Better quality and quality control
- ✓ For finance and costing:
  - o Optimized use of working capital
  - o Efficient inventory utilization
  - o Accuracy in inventory reports
  - o Cash flow improvement

## How?

- ✓ By providing guidelines and goals for future decisions
- ✓ By exercising more control in a situation, establishes goals 'proactively' and considering contingencies
- ✓ By measuring success
- ✓ By orderly and systematic mannerly allocation of limited resources like staff, materials, machineries etc.

## ENGINEERING

Engineering is the discipline, art, skill and profession of acquiring and applying scientific, mathematical, economic, social, and practical knowledge to design and build structures, machines, devices, systems, materials and processes that safely realize improvements to the lives of people.

## Production Planning and Control

BEST ERP Production Planning and Control module provides capabilities for planning, execution, quality and plant maintenance.

Production Plan in BEST ERP is determined based on Resource Planning, Sales and Operation Planning and Demand of the Product. Having determined the information, BEST ERP generates Master Production Schedule. Following are few screenshots from BEST ERP, which helps identify the resources for MPS.

## PURCHASE

ERP Purchasing module streamlines procurement of required raw materials. It automates the processes of identifying potential suppliers, negotiating price, giving purchase order to the supplier, and billing processes. Purchase module is tightly integrated with the inventory control and production planning modules. Purchasing module is often integrated with supply chain management software.

### Purchasing Management

BEST ERP provides best flexible solution while one decides to make purchase.

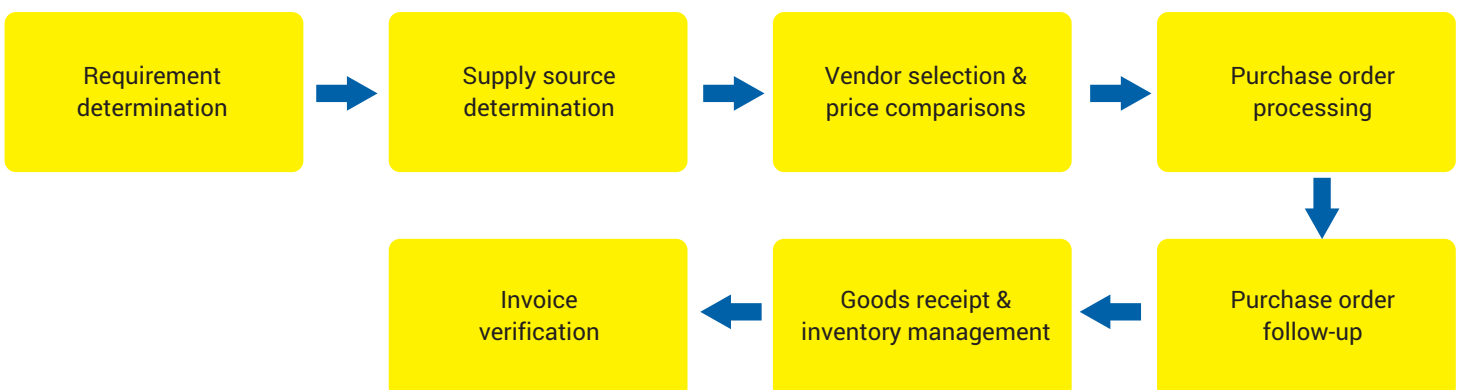
**BEST ERP helps to:**

- Decide purchase price
- Choose right supplier
- Select right material, right quality
- Schedule goods receipt
- Enable internal communication
- System integration

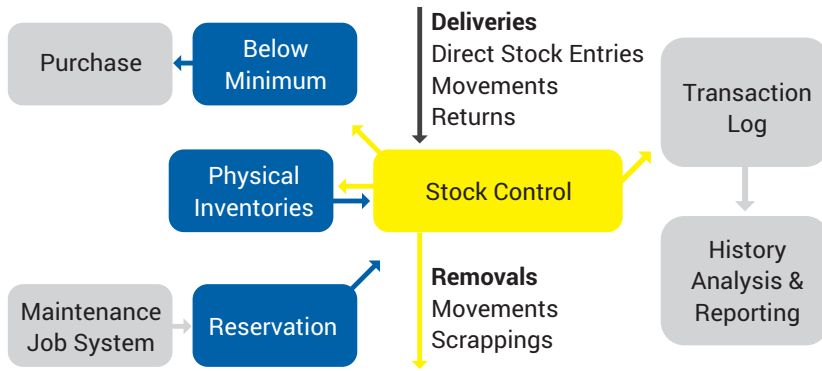
**BEST ERP gives control over:**

- Purchase order placed
- Discrete purchase orders
- Standard forecast
- Supplier managed inventory

## BEST ERP Purchase Module – Process Flow



# STORES & INVENTORY MANAGEMENT



## BEST ERP Inventory Management module facilitates:

- Minimize warehousing costs and to optimize storage needs
- Data maintenance of:
  - Receipt of goods
  - Delivery of goods
  - Maintenance of material
  - Classifying all the materials
  - Issuing of materials to the production
  - Rejections to the suppliers

# PRODUCTION

BEST ERP provides highly configurable manufacturing module for the shop floor control. Shop Floor Control in BEST ERP provides:

- All activities to control & manage the manufacturing floor, like;
  - Online routing maintenance
  - Labour reporting and scheduling
- Data for evaluation of time completions
- Data for plant workload evaluation
- Data for capacity determination
- Integration with other modules to maintain work order information at all times
- Help to management by revealing accurate information
- Information regarding cost of production
- Information to user to evaluate and adjust operation steps and components
- Flexibility to users to re-schedule the activities of production process

## Quality Control (QC)

Quality Control (QC) is a procedure or set of procedures intended to ensure that a manufactured product or performed service adheres to a defined set of quality criteria or meets the requirements of the client or customer. QC is similar to, but not identical with, Quality Assurance (QA). QA is defined as a procedure or set of procedures intended to ensure that a product or service under development (before work is complete, as opposed to afterwards) meets specified requirements. QA is sometimes expressed together with QC as a single expression, Quality Assurance and Control (QA/QC). The QC process must be on-going to ensure that remedial efforts, if required, have produced satisfactory results and to immediately detect recurrences or new instances of trouble.

### Quality Management

BEST ERP is able to provide 100% flexible and configurable Quality Management Module. BEST ERP Quality Management allows:

- To define its own quality tests required at every stage of production.
- To do quality check for the raw-material purchased.
- To define different Quality Characteristics, Parameters and expected results.
- To maintain quality check without any programming assistance.
- To control and supervise the process.
- To do quality control at all stages as its integrated with other modules like purchase, inventory management, shop floor control etc.

### Traditional Concept



### Modern Concept



## FINANCE

The field of finance deals with the concepts of time, money, risk and how they are interrelated. It also deals with how money is spent and budgeted. The financial activities of an organization by the finance department are recorded using various user interfaces and these interface screens related to the finance department are grouped into a single menu option and these set of options are called the finance module.

### Features of Finance Module

- Maintains year-wise data
- Multi companies creation facility
- Creates & maintains clients' masters
- Creates & maintains items' masters
- Deals with daily transactions like;
  - Sales & sale return
  - Purchase & purchase return
  - Cash transactions
  - Bank transactions
  - Journal entries
- Maintains GST Reports
- Price-list management
- Stock valuation reports
- Stock maintenance reports
- Final accounts at end of financial year
- Cheque printing, envelop printing, label printing, bar-code stickers printing
- Flexibility and ease of usefulness

### Contact Us

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