

Ready for an ERP without
LIMITATIONS?

 **kanias**^{ERP}

Content **MODULE BOOK**

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We are IAS

30
Countries

30.000
Users

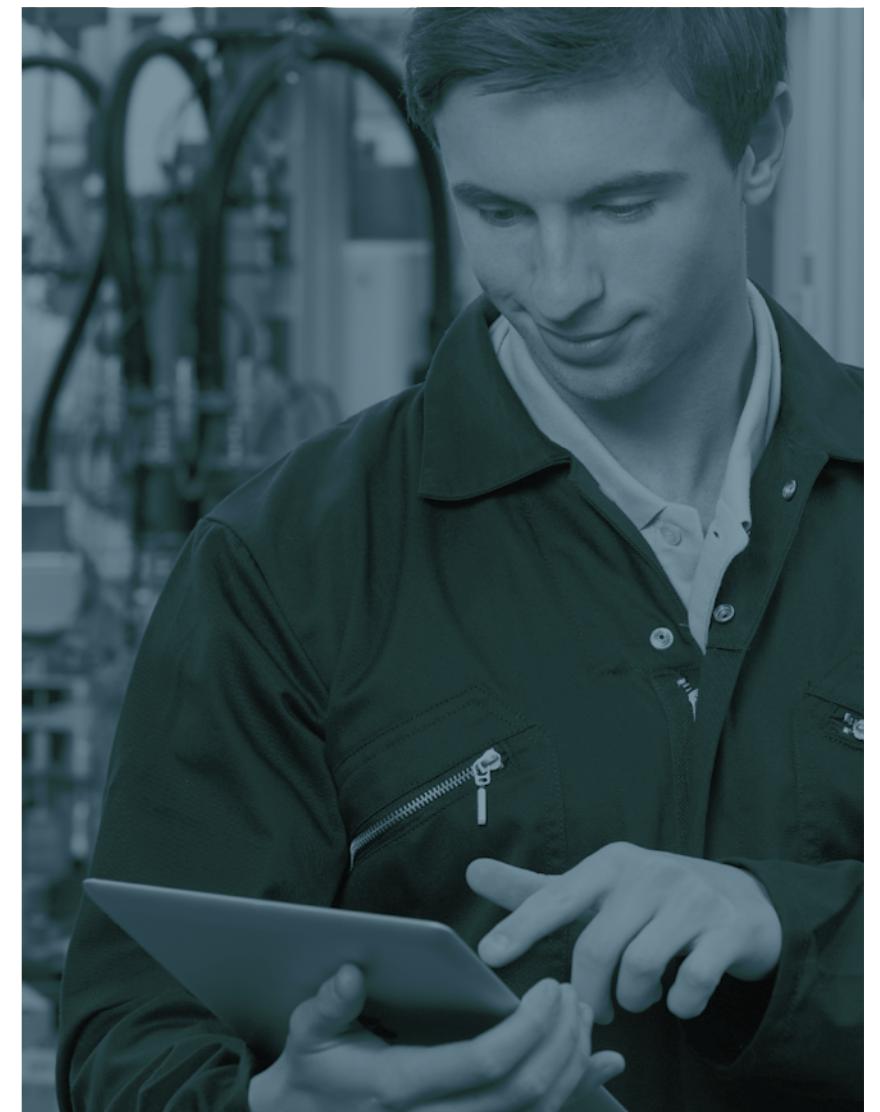
15
Languages

>1.000
Customers

3
Locations in
Germany

11
Locations
Worldwide





The Flexible ERP Solution For Every **COMPANY**

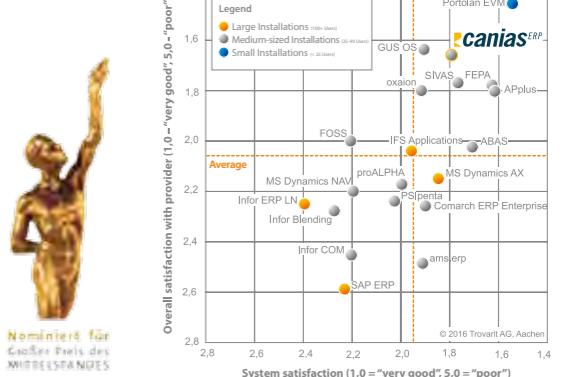
caniasERP is flexible and fully integrated ERP software for all size of companies. In addition to planning, sourcing, materials management and production, caniasERP also covers sales, CRM, financial management, project and document management as well as group collaboration and many other processes in a complete solution. In terms of business logic, the ERP system can be used in both standard and individualized form and the modules are chosen specifically for each customer. The extraordinary adaptability is provided by caniasERP's own development environment as well as the application's open source code, differentiating from other ERP systems in the market. This flexibility, together with a wide scope and continuous attention to integration allows caniasERP to support companies with the optimization of their business processes and make them stay competitive.

Once again one of the Best

WERNER SCHMID, CHAIRMAN AND FOUNDER OF GPS,
ON THE COMPARISON TEST RESULTS:

"We live in an age in which the quality differences between software applications are assessed less and less by the range of functions offered, and much more by the flexible handling of customer-specific customization requirements. With caniasERP, IAS provides an excellent solution for the generation of user-specific applications and offers its customers real added value when it comes to mapping their company-specific processes. That's why caniasERP recently received the "ERP Excellence" award from our institution."

2017 GPS ERP Excellence Test // Trovit ERP Study "ERP in Practice – User Satisfaction, Use and Prospects" // *among companies with 100-499 employees



Working daily for you
WORLDWIDE



1989 - 2019

Mile- STONES

1989

IAS GmbH founded in Karlsruhe (Germany)

1994

Opened R&D Centre in Istanbul (Turkey)

1997

Used System's own development environment; TROIA

2000

Released caniasERP 6.01, Java based and fully web-enabled

2006

IAS Middle East commenced operation

2011

Released caniasERP 6.03

2014

25th anniversary of Industrial Application Software

2016

IAS India commenced operation

2019

IAS Korea commenced operation

Why us?

Ten REASONS

01

WIDE RANGE OF FUNCTIONALITY:
Better servicing needs, industry specific solutions

02

COMPLETE PROCESS INTEGRATION AND A UNIFIED SYSTEM:
Numerous modules – a complete system, high transparency, streamlined and simple processes, faster information, consistent data and high process stability

03

TROIA, AN OPEN-SOURCE, OBJECT-ORIENTED DEVELOPMENT ENVIRONMENT:
High flexibility through quick, self-made adjustments

04

USER-FRIENDLY, ERGONOMIC INTERFACE:
High usability through intuitive operation

05

PLATFORM INDEPENDENCE AND MULTI-PLATFORM CAPABILITY:
Vendor-independent, freedom to choose from different databases and operating systems, high independence and investment security, reduced IT costs

06

SCALABLE, MULTI-CLIENT, MULTI-LANGUAGE, WEB CAPABILITY AND MOBILE APPLICATIONS:
Worldwide business, easy integration of affiliated companies, partners, customers, suppliers, full access and utilization over web and mobile devices

07

EASILY UPDATED:
Upgrade-proof modifications, reduced release upgrades costs

08

OPEN SYSTEM ARCHITECTURE:
Easy integration with third-party systems, ability to access all data fields within caniasERP interface

09

BI AND PIVOT FEATURES:
Built-in fast, simple and smart analyses

10

SATISFIED CUSTOMERS:
Total Customer Satisfaction Leader rated by independent surveys

Providing Solutions Today That Are Necessary TOMORROW

Software Architecture

An almost limitless flexibility in the layout and composition of business processes is attributable to the unique selling point of the open, object-oriented system architecture. This allows not only task management over corporate boundaries, but also a comfortable integration with third-party systems and a cross-system data exchange.

Technology

The caniasERP application has its own runtime environment for its TROIA programming language, based on top of Java runtime environment. Thus, in case of an eventual change, it is sufficient to adapt only the intervening interpreter to the runtime environment, rather than changing the entire source code. This innovative technique is the core of the system's high flexibility, scalability and independence, and another special feature that is still unmatched in the market.

TROIA Development Environment

Constant market transformation is one of the challenges for companies to quickly adapt their IT-landscape to archive organizational goals. With the help of TROIA development environment, IAS has developed a tool that can promptly adjust to customer needs without restricting release capability. This database driven development tool will be delivered to every customer who signed a maintenance contract so that direct access to the source code of the caniasERP application will be possible. This gives the customer the ability to set up the system exactly as they wish (it needs a separate license).

Solution For You

Regardless of whether you are looking for a standard system or customized application, you will find your solution in caniasERP. As stated above innovative software infrastructure gives the advantage of offering customers individual software concept. Therefore, caniasERP can be offered in the form of a customizable standard ERP as well as an individual development platform. In the first version, IAS is your solution and consulting partner. We help you to identify and implement the optimal approach and advise you in concern of your ERP project on all issues. In the second version, we primarily assume the role of a development partner. In other words, in addition to the basic implementation of the project, we support you in the adaptation of caniasERP to your individual requirements and the company-specific development of the solution. caniasERP guarantees maximum creative freedom, as IAS customers have direct access to TROIA, the source code of the application.

Your Success and Advantage

IAS works continuously with the customer's on optimization and saving potentials, always keeping in mind practicability and effectiveness. Furthermore, IAS ensures success through a tailored project management methodology as well as expert guidance during the whole project cycle.

Our Expertise

Long-standing expertise has always been an important factor in ERP projects. IAS consulting team have both technical and functional expertise. The customer receives extensive support since the strengths of our consultants are found in both the analytical and conceptual work as well as on the side of programming, problem-solving and solution-implementation. Besides the deep technical know-how, the consulting team has many years of project experience in different industries. IAS attaches great importance to the understanding of your specific needs, to model processes precisely and to customize them in your system. In addition, our consultants focus on the end user's needs and ergonomic aspects. The maximum increase in efficiency, through integrated ERP software, will only be achieved when the new solution is fully accepted by your team. To ensure this acceptance, our consultants carry out training (for end-users, administrators, etc.) in small groups, online or on-site and take a partnership approach throughout the project life cycle. As part of the implementation of customer projects, IAS has extensive experience in the specific requirements and specifications of different industries. These industry skills allow us a fast implementation of similar projects in corresponding sectors, which enable our clients to have significant know-how transfer and cost savings through the implementation of caniasERP.



System Overview

The customizable standard software from caniasERP has more than 40 modules completely integrated into the overall solution. These modules cover almost all processes of different business sectors and reach far beyond the classic ERP functions. The actual module scope of each client depends on their individual needs and can be extended over time without issue or interface costs. This continuous integration philosophy ensures high transparency as well as a continuous flow of information and significantly increases the efficiency of business processes. Through the unique technology and development environment of TROIA, users get direct access to the application's source code and can adapt their existing solution at any time to their company-specific requirements. This exceptional flexibility is what makes caniasERP remarkable.

Integrated Development Environment TROIA

TROIA is an open, object-oriented and integrated development environment (IDE) which sets standards in flexibility and speed for adjustments and reprogramming. Fully integrated into caniasERP platform, TROIA ensures fast application development. The development environment comes with each standard software maintenance contract and allows direct access to the source code from caniasERP. Thanks to the object-oriented inheritance philosophy, any alterations made are

lasting, even after a release change. That means the customer can always continue developing the application according to their needs without changing the standard source code. With TROIA, adjustments can be made not only by IAS consultants but also by the customer's trained personnel. This greatly reduces the costs of specific adjustments and takes away the need for custom software programming through third party service providers.

Technology and ADVANTAGES

caniasERP is Platform Independent

The software runs on all common system environments and is also multi-platform capable. This way operating systems and databanks can be chosen according to business needs and cost considerations (e.g. open source solutions including MySQL and Linux). This makes the client independent from third-parties and ensures a high level of investment protection.

caniasERP is Multi-Tenant Capable

The multi-client support enterprise solution is able to depict several independent companies in a single software installation in an instant.

caniasERP Supports Interoperability

The open, object-oriented system architecture enables an easy integration of third-party systems and furthermore the exchange by means of web services with external systems based on the SOA concept (Service-Oriented Architecture). The open standard grants a high degree of future security.

caniasERP is Open Source and Cost Saving

The unique technology, architecture and development environment of TROIA gives clients direct access to the application's source code. This gives companies high flexibility with the ability to efficiently adjust and further develop their current solution at any time.

FUNDAMENTALS

Fundamentals

Basic Data MANAGEMENT

BAS

Base Data Management (BAS) with caniasERP

caniasERP Base Data Management (BAS) module is the most important part of the ERP software as it constitutes the software's foundation. This module is responsible for managing and controlling the general system as well as the master data; It is associated with all the functional areas of the software. Base Data Management module is used to define, manage, and authorize the base data such as Material, Customer, Vendor or Company, Plant, Warehouse, Cost Center and Work Center that is used throughout the whole ERP software. It provides the enterprises with an easily applied, flexible and central management system for their present and future structures, reducing unwanted data repetition and increasing data consistency.

Check Tables as the Foundation of the System

caniasERP is based on the check tables that are brought together in the Base Data Management module. For example, check tables are used for field selections determining the material types, document types, procurement types, locations of product groups or warehouses. There are hundreds of check tables in the module managing various controls similar to these.

Changes made in check tables become effective instantly. When a check table setting or parameter is created, changed, or deleted, the results of the relevant change can be seen through the system right away.

Most of the customers' demands can be met by configuring check tables. Thus, the caniasERP system fulfills the various requirements in different sectors through the check tables.

Management of Customer and Vendor Base Data

Maintenance of base data related to vendors, customers and potential customers is performed in this module. In Base Data Management module, it is possible to save parameters that present and audit the use of user related information found in the fields throughout the system. Starting from the creation of customer, vendor and potential customer data in customer/vendor base records, it provides many advantages to the user through its fully integrated structure with other modules.

For example the classification of the customers or the configuration of customer/price list group, which allows company specific pricing – related to caniasERP Sales and caniasERP Purchase modules; saving pay-

ment and bank information in order to create case-specific auto accounting record – related to caniasERP Financial Accounting module; management of the desired number of company addresses through multiple invoices and delivery address definitions; and determination of currency, correspondence language and other standards.

A direct link between the different system components and the company address book in the Base Data Management module offers benefits as well; It is possible to assign previously created contacts to a company, or to automatically transfer contacts assigned to a company to the address book.

In addition to these, it is possible to store the partner vendors' certificate information showing their competence in order to maintain more efficient supply management.

Management of Material Base Data

Similar to the customer and vendor base data, material base data is also created and managed in this module. The concept of „material“ here is used as a broad term for products, semi-products, consumables, auxiliary materials, maintenance, spare parts or commercial products. Material Base Data serves as a central storage location for all such „material types“ and is very important for data integrity.

Here are a few examples of the basic configuration properties of a material:

// Definition of authorized warehouse addresses

// Determination of material requirement planning data by production or purchase departments for re-supply.

// Saving data to use as default information in other modules if required. Data from Service Management, Maintenance Management, Sales Management and Purchase Management modules, VAT and income account determination indicators in the Financial Accounting module, pricing information, stock valuation parameters of a material etc.

// Quality control definitions for material quality control.

The units of measure (Units, meters, hours, pallets, etc.) to be used for the materials are also assigned in the Base Data Management module. With this module the user can define a relationship between the measurement units for each material. (e.g. a pallet can be set to be 100 pieces, or a dose can be equal to 4 liters.) Automatic calculation can be carried out according to the common quantity relationships saved in the check tables as well. (e.g. 1 ton = 1000 kilograms.)

The availability of a material is controlled by the material statuses in the system (active, blocked, at the design stage, etc.). The standard procurement channel is controlled by procurement type, such as production, purchase or external operation.

Material Base Data provides all the adaptable structures required in caniasERP modules. For example, material texts can be defined in multiple languages according to the purpose of use in the enterprise. (In-company, procurement, sales, production, etc.) Additionally, if the material has customer-specific and / or vendor-specific codes, they can be assigned on this module. In this way, Material Base Data can be centrally managed in line with the content needed in all caniasERP modules.

Management of Work Centers

Work centers where production and project operations are carried out are defined and managed under this module. Defined work centers are first associated with route operations and thus form the base data for production orders to be created. The same work centers can be used in project activities if desired as well. Machine and personnel capacities and cost activities in work centers are important in terms of capacity planning and production costs. Working hours and capacity of work centers directly affect the scheduling and cost of production orders. The factory calendar can be used for all work centers and the work schedule of each work center can be customized. In work centers, important definitions such as preparation group, person-in-charge (responsible), cost center, special working days or holidays and quality specifications to be used in process quality control can be made.

Work centers that perform similar jobs can be grouped under a ‚Capacity Group‘ and capacity demands can be distributed according to work centers in the group during operation scheduling. This feature allows the operation to be carried out in the fastest way by evaluating the possibility that the operation can be done not only in the designated work center but in any work center included in the group. A work center can become a member of more than one capacity group according to its capabilities. In addition, it is also possible to use the defined work centers as a tool or equipment in the projects.

Class Management

Companies may have extra information that they may want to keep for some base data, depending on their business or corporate identity. The ability to store special data, such as the cylinder diameter of the films used in printing in packaging production or the unit weight of paper in paper production, can easily be achieved with Class Management. Due to the ‚Class‘ defined for a specific group of materials, such special data can be tracked without any need for customization and can be used as search criteria for easy access to materials. This function can be used similarly for other base data, such as fixed assets, customers / vendors, personnel.

Other Configuration Possibilities

Other configuration possibilities are also provided for the user to install and use the system customized. These configurations include:

All contact persons (Employees / Partners / Customers / Vendors / Potential Customers etc.) can be registered in the address book. With the necessary authorizations, it is also possible to create personal address books that other people cannot access.

General variant definitions can be created for later use with variant management. Here, the variant properties and their possible options can be saved. (E.g. ‚color‘ as a feature and ‚red‘, ‚green‘, and ‚blue‘ as possible options.)

These variants are assigned to the relevant materials and are effective in all modules using the relevant material when necessary, such as BOM Management, Routing Management, Production Management, Inventory Management, Sales Management, Purchase Management.

A large number of features and a large number of options depending on this feature can be easily managed throughout the system with a single Material card, BOM, and Route base data. Other variables with variable options such as length, thickness or volume can also be defined and managed as variants.

It is possible to define the cost centers as the main cost center, auxiliary cost center, collective cost center or distributed cost center. In the meantime, settings related to Financial Accounting can also be made. (For instance, belonging to a business area, confirmation for charging an expense center directly, etc.)

The GDPR Management Panel transaction, which enables the necessary actions to be taken to protect the confidentiality, protection and unauthorized use of the personal data, and the GDPR-Analysis Report transaction for the analysis of the data is available.

The Product Configurator transaction is used to manage the production process from the design stage to the confirmation stage for the businesses that work based on order. After designing a new product, costs can be calculated, and an offer can be submitted to the customer. During the offer, the product and its sub-items do not have to be registered in the system. Pricing is possible depending on the properties of the product or the materials

used in production. After the prices are finalized, the material card registration, BOM and route information can be created for the product and its sub-items.

Features OVERVIEW

- // Central configuration
- // Easy and purpose-oriented authorization
- // Separation of process data and base data within the application
- // Determining parameters in check tables and adjusting and editing all workflows
- // Applying different business solutions for each company in check tables
- // Copying check tables from one company to another
- // Bulk modification features (E.g. for material texts)
- // Auto-Updating exchange rates.
- // Country-specific definitions (E.g. value-added tax identification numbers)
- // Management of Customer and Vendor data
- // Material Base Data management
- // Management of class info
- // Management of Address Book
- // Management of variants
- // Management of Work Centers
- // Management of Cost Centers
- // Product Configurator
- // e-Invoice, e-Archive, e-Export, e-Delivery Note configuration
- // GDPR management and analysis

“

Advice from our **EXPERTS**

„The heart of any ERP system is the basic core data. This data is maintained in the module for basic core data management BAS. The special feature of this module is that here, in addition to the usual basic core data like products, suppliers and customers, we also provide check tables. These check tables supply valid, non-redundant values for certain fields like storage locations, material types, currencies and payment conditions. They also actuate – for example in regards to sales document types and entry keys – business processes in all areas of ERP. Once check table information is entered into the system, they can be used immediately and are instantly updated when changes are made. Another advantage of caniasERP BAS is the capability to perform cross-module assignment and management of rights – for example, permissions to determine, from sales documents up to the definition, who may read, edit, add and delete certain documents. This feature of caniasERP is a great benefit for company practice. The check table configuration alone satisfies numerous customer requirements with minimal effort and this unified solution can be applied to a variety of industries.“

Fundamentals

SYS/
DEV

TROI Development TOOLS

TROI – Programming Language and Development Environment

caniasERP runs on TROI, the software development platform developed by IAS. The ERP system comes with its source code, TROI platform and the interactive development environment (IDE). In other words, the customer gains access with caniasERP to all development and management tools of the TROI Platform. This allows customers to adjust and develop the system to their needs and requests in the enterprise. With an operating system - database independent and service-oriented architecture (SOA), TROI platform and caniasERP, which is 100% Java based and has a three-tier structure, offers extreme security and unlimited flexibility to the customer.

Development and management of applications and profile-based user and authorization definitions can be made through TROI development tools and system administration. Detailed parameters ensure that the management of the overall system, including the logging mechanism, is performed flawlessly.

Adaptations in the TROI environment can be performed not only by IAS consultants but also by trained customer personnel. Thus companies can significantly reduce their costs for custom adaptations. In addition, all the programming work in the software would not have to be performed by third-party services.

caniasERP Technologies and Advantages

caniasERP IS PLATFORM INDEPENDENT

caniasERP works with all known operating systems on server and client side and is compatible with relational databases. Thus, the used system infrastructure can be adjusted not according to the needs of the ERP solution, but to the needs and limitations of the customer. In addition to commonly used platforms such as Microsoft, Oracle and various Linux distributions, many open source solutions like PostgreSQL and MySQL are supported as well. This feature eliminates companies' dependency on third parties and protects their investment more effectively.

caniasERP is Open Source and Promotes Cost Saving

With a unique technology, architecture and development environment, TROI offers its customers direct access to the source code of the application. As a result, companies can continue to adapt and develop the existing solution in the most efficient way possible with high flexibility.

caniasERP OFFERS MULTIPLE COMPANY SUPPORT

caniasERP's multi-company infrastructure enables multiple companies, that are legally independent of each other, to be created as separate units in a single software installation.

caniasERP SUPPORTS INTEROPERABILITY

One of the advantages of the TROI programming language and its service-oriented architecture (SOA) is fast integration with external systems. Many protocols or technological infrastructure such as web services, HTTP, FTP, TCP, OPC, can be integrated with the ERP software without compromising the security and communication.

caniasERP IS ACCESSIBLE WORLDWIDE

caniasERP system can be accessed from anywhere on the web at any time. Thus field personnel, business partners, vendors and other branches can easily access the system.

In addition, the multi-language support and many localization options, including Unicode, that caniasERP offers, allow the system to be used with the same comfort from anywhere in the world.

System Administration (SYS) and TROI Development Tools (DEV)

caniasERP SOFTWARE INFRASTRUCTURE

caniasERP works on the software development platform TROI developed by IAS. The ERP system is delivered with the source code, TROI platform and development environment. In other words, the customer has access to all the development and management tools of the TROI platform together with caniasERP. Thus, they can adapt the system in the most applicable way to the needs of the enterprise and continue to develop it.

Future and Investment Security

On the Java-based caniasERP platform, the operating system and the database on which the application and database server will be used can be selected with almost no restrictions. All JDBC compliant systems, including IASDB, IBM DB2, MySQL, Microsoft SQL Server, Oracle, PostgreSQL and Sybase, can be used as the database system. The investment in caniasERP's flexible and open system architecture is not dependent on only one technology. This investment, which has an infrastructure that can be modified in case of any need, will ensure that companies are safe in the long term.

Location Independent Use and Management

caniasERP can be used from anywhere in the world via the internet, and technical processes such as managing or developing the application servers can be run from any location via internet as well. caniasERP application servers can be configured effortlessly with configuration files. Changes take effect immediately without the need to restart the server.

Data and codes for business processes are on the application server. All updates are instantly available to all clients. Backup, update and debugging are performed centrally.

The platform's log, optimization and management infrastructure enable the system to be monitored at any time and from anywhere, analyzing various processes and quickly correcting or optimizing possible problems in system administration.

Data Security

// Three-tier architecture allows the database to be separated from the user network and the internet.

// The use of an optimized internal communication protocol makes unauthorized attempts to interfere with the application server harder.

// The system's flexible and easy-to-use network architecture can easily incorporate firewalls.

// Advanced authorization infrastructure prevents data and processes from being viewed and executed by unauthorized people.

// The users' data is also protected against access over the internet through VPN and SSL.

High Efficiency With Three-Tier Architecture

caniasERP system has a three-tier architecture consisting of a client, an application server, and a database. This three-tier structure offers the following performance features:

// The client tier does not contain codes related to the business process. This tier is only responsible for using the user interface. Accordingly, the hardware requirements for the client are also low.

// With caniasERP Load Balancer, multiple application servers can run at the same time. The distribution of the load with Load Balancer guarantees a constant level of performance and safety.

// The application server can be scaled for companies of any size.

// Optimized communication algorithms reduce data traffic and provide a high transfer rate.

TROI A is a fourth generation (4GL) programming platform and language for business applications developed on Java by IAS. The caniasERP system is developed with the TROI A programming language which makes it a Java-based ERP solution.

TROI A, an object-oriented command language, can be easily learned in a very short time by

people with decent technical competence. TROI A is similar in many ways to modern programming languages such as Java and .NET. The system can be programmed in just a few steps with the most effective database-oriented applications and over 500 commands and can be immediately put into use.

The TROI A development environment is fully integrated into the caniasERP application. No additional software or tools are required to adapt or develop new applications. The source code created with TROI A is saved and managed in a relational database. The developments that are done by using TROI A, is transformed into binary code and is interpreted by the application server and executed on the server in Java runtime environment.

Quick Development of Forms and Reports

The forms (screens, dialogs) and reports used in the caniasERP system can be easily modified or re-created. New dialogs and reports can be created with the design tool in the TROI A IDE.

Buttons, database fields, checkboxes, graphic elements, tables, images etc. are the standard components in TROI A. These components can be easily positioned with drag-and-drop feature on a dialog window screen. The business processes and the behavior of the components can be easily improved by the easy and flexible structure of the TROI A language and the automatic completion feature (Intellisense) and the help infrastructure of the TROI A IDE.

Effective Development Environment

The TROI A IDE and Hotline Management System support all steps in the software development process. All changes made under a development project are recorded through this system. TROI A allows detection of errors through its Code Trace system, profiles and workflow monitoring (Debug), and contributes to the minimization of possible errors during development of the application.

Individual Report Design

The report wizard, pivot and graphical report design tools in the user interface and the report design tool in the development environment can be used to quickly generate reports

that can be accessed by individual users or all users. These reports can be created in PDF, HTML, RTF, XLS or plain text format and printed, sent by e-mail or saved to the Document Management module.

Multi-Language Support for Worldwide Use

An important feature of caniasERP software is the multi-language support provided by the integrated translation tool. With this tool, all screen texts and notifications can be translated to all other languages without redevelopment. All screens (dialogs), reports, and messages are displayed in the language selected by the end user when logged in to the system. Likewise, all reports can also be printed in the desired languages. (Controlled by the language code.) On the platform, several languages are supported thanks to Unicode Support (UTF8 and UTF16), including non-Latin languages such as Chinese, Korean, Persian and Arabic.

Adaptation of the Standard Application to Company's Needs

A customer with caniasERP Maintenance Agreement has unlimited access to the entire source code of the application and can adjust the system to their own needs. Thanks to the concept of 'Cross' in TROI A, the changes made affect the corresponding function derived from the standard code, and not the standard code itself. This ensures the consistency of the standard version, even when customer-specific, complex changes are made. In other words, customer-specific adaptations continue to remain after updates.

Platform Independent Database Structure

Database components such as tables or table directories that are used in the application with Online Database Administration (ODBA) can be managed and edited with the help of visual tools. Other functions of ODBA are to transfer of tables and data between the same database or between different database systems and execution of structure synchronization between the table definition and the actual table structure on the database.

Always Stay On Track With caniasERP

Gradual growth of a company increases the requirements from an ERP system. caniasERP has an open, scalable and adaptive system architecture. Thanks to this architecture, unlimited flexibility is provided in the design and assembly of operational processes.

In addition to strong integration between applications and a well-thought-standard modules, personalization and customization possibilities provided by the system provides the fastest way possible to adapt the company to changing conditions in which the system is used.

Advantages of Using TROI A

- // Open Source Code
- // Easy to learn and develop
- // System architecture that supports remote development
- // Platform independence
- // Object-Oriented Programming Language
- // Easy to create user interfaces with the drag and drop design
- // Easy integration with other Systems and interfaces
- // Instant transfer of developed applications to runtime environment

Other Features

// Report creation with no coding through Pivot and Chart properties

// Report creation in formats compatible with office applications

// Report creation in PDF, HTML, RTF and plain text format

Benefits of Integration

The features offered by the TROI A Platform and the flexible architecture of the caniasERP system enable easy integration with other systems:

// Web pages can be connected with caniasERP using JSP and WAP connectors.

// With its service-oriented architecture (SOA), the caniasERP system enables access to web services for external systems as well as access to other web services worldwide.

// Electronic data interchange with business partners via XML and Electronic Data Interchange module allows better communication and flawless execution; Phone, fax and data communications costs are reduced.

// The ability to send and receive e-mails and SMS in caniasERP supports the communication within and across companies.

Flexible Accessibility

caniasERP offers flexible features that allow the users to connect with the system anytime and from anywhere. The user can connect to the caniasERP server with a laptop, tablet or smartphone and continue their work as if they were in the office. Remote development and improvements to the live environment can be done through the TROI A IDE. Optimized data transfer algorithms and intelligent data compression capabilities ensure the highest performance even at slowest connections. Companies can also integrate their customers, partners and suppliers into the extended supply chain management system.

Safe User ID Verification

caniasERP offers an easy to use, flexible and secure user privilege management feature. Optionally, user authentication can also be supported through the SSO Gateway or directly with the Single Sign On feature in an Active Directory service. Smart cards or one-time password systems can be integrated into the application server. Thus, password piracy can be prevented with user authentication by hardware. A security server, in which the RADIUS (Remote Authentication Dial-In User Service) protocol is executed, can also be connected to the application server.

Hundreds of Process Documents and Documentation Special for Customer

// Process documents of more than 1500 processes on caniasERP supported with screenshots, prepared by Industrial Application Software.

// Process videos supporting the process documents

// Option to create documents in every language with the multi-language support

// Preparation of customer specific processes documentation with the same application

// Video support in customer-specific processes

// Automatically creating documents by saving screenshots with Screenshot Recorder tool

// Option to add any kind of file to process documents

Features OVERVIEW

Three Tier Architecture	<ul style="list-style-type: none"> // Minimization of system requirements and repair costs with low client requirements // Attractive price-performance relation with operating system-independent, scalable application server. // Low data traffic and high transfer rate with the optimized data transfer // Secure, user-friendly network infrastructure and SSL support // Centralized application server and distributed data storage, enabling access, development, and system administration from any location and from any computer
100% Java Based	<ul style="list-style-type: none"> // Working on platform-independent JVM for both the server and client-side. (Reduces operating and repair costs.) // Database independence (Supports all known JDBC compliant databases.)
Flexible Access Options	<ul style="list-style-type: none"> // Access to a server via Local Area Network (LAN), Wide Area Network (WAN) and Internet (landline, dial-up, ADSL, GPRS, UMTS, etc...) // Client options (tablet, smartphone, desktop, etc.) that offer the best user experience based on the client computer // XML and support for Electronic Data Interchange (EDI) // Integration possibilities over various protocols and technologies such as HTTP, IMAP, POP3, SOAP, FTP, TCP, OPC, RS232, PLC
System Administration and Configuration	<ul style="list-style-type: none"> // Management of all application server and other server-side components via the web // Simple and clear configuration // Execution of all operations from the application server // Load distribution to multiple application servers with Load Balancer // Easy installation, update and backup // Centrally updating all clients in a single transaction; no need for client-side backup and recovery thanks to web-based clients // Easy to use user privileges management // Expanded blocking mechanisms

Security Options

“

Advice from our **EXPERTS**

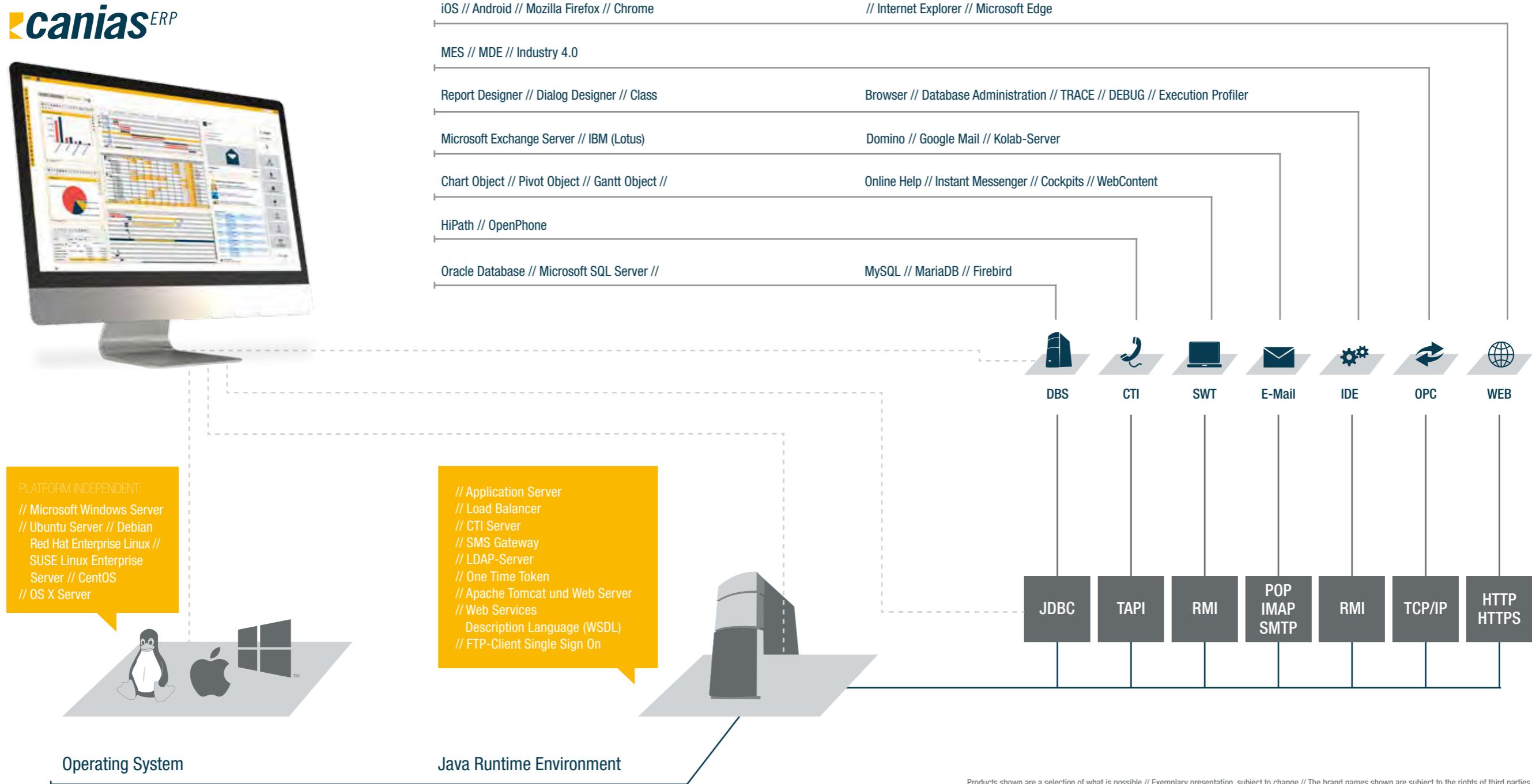
„The integrated development environment TROIA in caniasERP and the corresponding module caniasERP DEV work closely together. With this development tool, our users are able to quickly and flexibly adapt and individually expand company-specific processes regardless of location, region and time.

Therefore, it is considerably easier for businesses to create a new report and map required automation needs. Furthermore, TROIA allows them to adapt the functionalities and user interfaces to the requirements of different fields, customer wishes and the specifics of their industry.

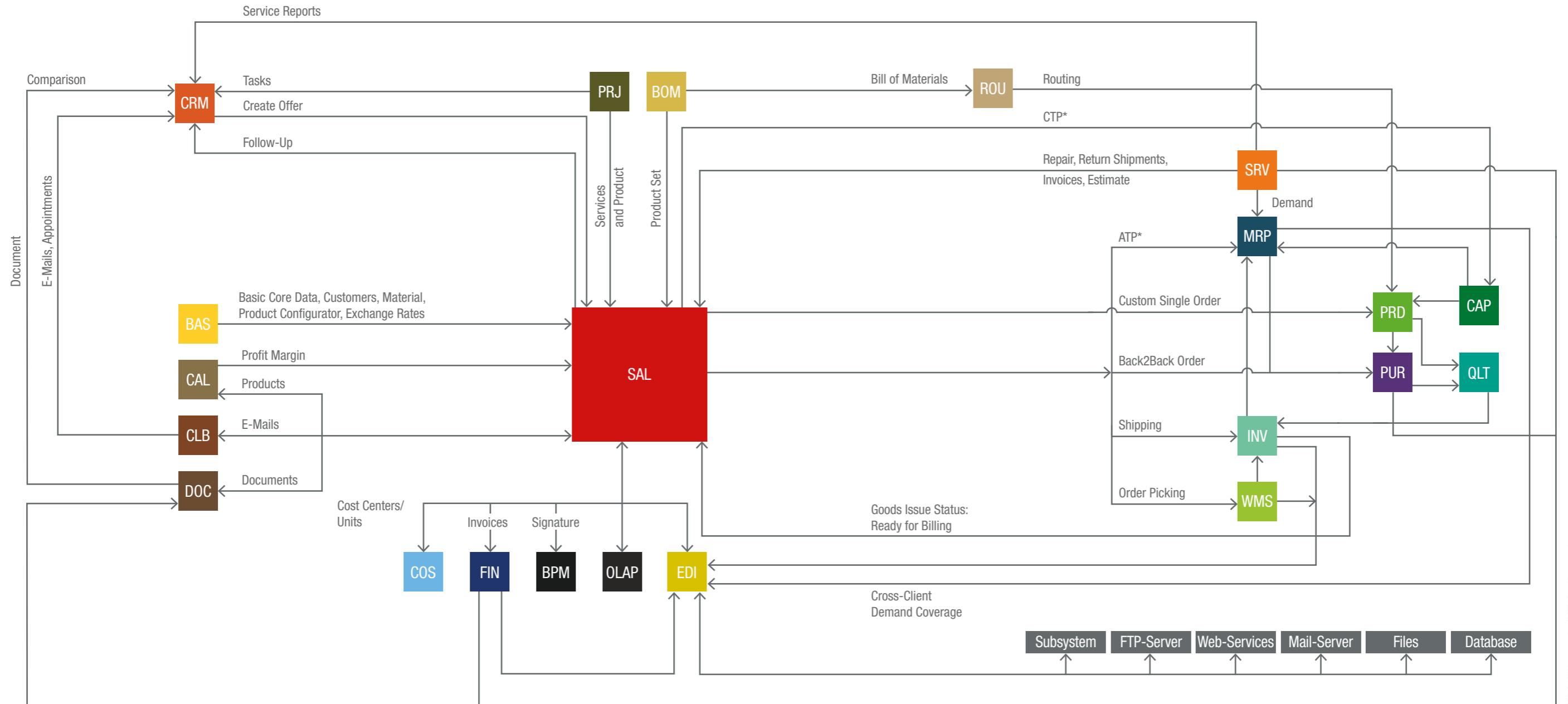
An enormous benefit is that users are not disturbed in their daily business by internal key users or IAS consultants during the further development or adaptation of the system; running processes are also left unhindered. Although the modifications are taking place in parallel, the results can be tested with the company's own real data. The underlying software architecture of the delivery standards as well as the safety concept completes the caniasERP DEV module and keeps the software release capable and update compliant.

Our customers can always tailor their processes and accompanying information flows exactly to their current needs and achieve noticeable advantages over their competition in the processing of customer orders.“

Infrastructure of the SOFTWARE



Example of the INTEGRATION PHILOSOPHY



*ATP: Available to promise // CTP: Capable to promise

- 1 // Product inquiry by e-mail
- 2 // Profile created in CRM
- 3 // Offer made to prospective buyer
- 4 // Product configuration
- 5 // Product calculation
- 6 // Date of delivery estimate (ATP/CTP)

- 7 // Confirm offer per approval process
- 8 // Offer sent by e-mail to buyer
- 9 // Deposit offer in the DMS
- 10 // Converting offer into order
- 11 // Running MRP
- 12 // Generation of purchase requisitions (BANF) for purchase materials and planned orders for manufacturing products

- 13 // Converting purchase requisition to purchase order
- 14 // Goods receipt to order
- 15 // Quality control of purchased materials
- 16 // Converting plan order to production order
- 17 // Capacity planning and staff planning
- 18 // Quality control of endproduct
- 19 // Order picking and palletizing

- 20 // Packaging and labeling
- 21 // Delivery and transport documents
- 22 // Delivery/distribution to customer
- 23 // Invoicing
- 24 // Submission to financial accounting
- 25 // Receipt of payment and invoice matching
- 26 // Post calculation

Fundamentals

BPM

Business Process MANAGEMENT

Business Process Management (BPM) with caniasERP

caniasERP Business Process Management (BPM) module supports the user in modeling, automatically initiating and then auditing the processes within the company with less cost and effort. Thus, workflows with complex and heterogeneous structure are optimized and efficiently executed from the beginning. The objective of the BPM module is to organize the different processes in the company or related companies in a flexible and fast way, to minimize the risk of potential errors in the processes and to make business processes more effective, efficient and standardized.

The processes performed in the ERP system can be customized by the authorized user according to the specific needs of the company through this module, allowing the processes to become standardized and completed quickly and accurately. This ensures that user errors are minimized, productivity is increased, and process costs are reduced. This module is fully integrated into the caniasERP system and can therefore be used for all workflows in the relevant functional areas.

The graph shows the Business Process Management module within the general system.

Efficiency

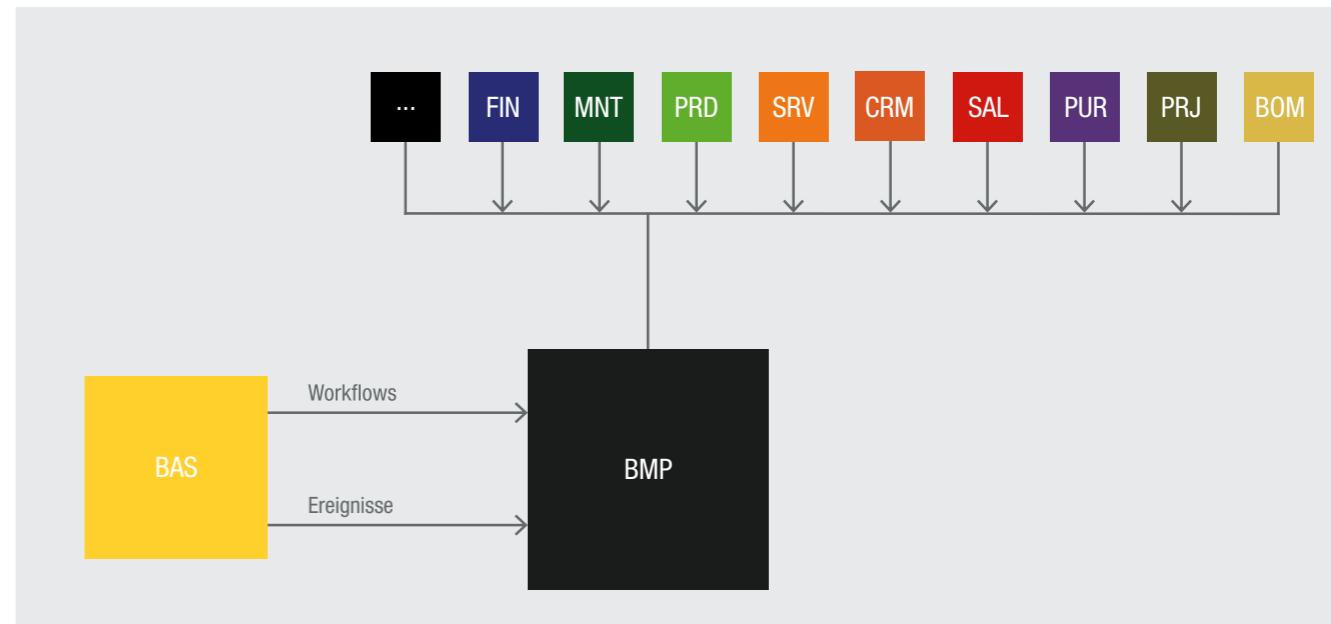
The purpose of this module is to use, make additions to, and automate the core processes and thus to achieve a higher efficiency. The user can adjust and expand the work-

flow as desired with this module, which helps the needs of the relevant departments to be met very quickly. No external programming is required for this. Thanks to this module, company-specific needs are met to a great extent and a high level of integration is achieved.

Process Modeling

caniasERP Business Process Management module assists the user with development and display of executable business process models. All project relations are organized and maintained together with their organizational and structural characteristics using a set of standard rules. Through the working and exception rules set out in the defined procedures, a framework is drawn up for the process steps that employees will take. During business process modeling, the users can access predefined activities and incorporate them into processes in line with the needs:

- // Confirmation or Rejection (by one person)
- // Review (by one person)
- // Decision (by system based on recorded criteria)
- // Voting (between multiple people or departments)
- // Other freely configurable activities (conversion via TROIA code)
- // Sub Process (The results that will return from the defined sub-processes)
- // Wait (Triggers from other processes associated with the type of event defined)
- // Mail (by system based on the configuration made)
- // Transactions (by one person)



Practical Role Concept

The elaborately designed role concepts in the Business Process Management module allow logical tasks to be delivered to specific individuals, teams, or several departments for the relevant goals. For this purpose, certain roles can be assigned to the users through the module during the process modeling and authorization can be given for the execution of various activities. Roles such as ‚Sales Manager‘ or ‚Manager‘ can be defined completely freely. In addition, organizational charts defined in the Human Resources Management module can be used in this module. In the process step regarding these roles, which employees are involved, and which areas are in the responsibilities of the employees are regulated. The activity roles can be changed dynamically with configurations made in the process, and the activities can be assigned to a single user with the role. The assignment, maintenance and central control of roles is performed by a system administrator. Each user has the right to assign a representative for their areas of responsibility and transfer their authorizations for the respective functions to these representatives.

Process Inspection and Tracking

Business Process Management module, which allows centralized control of processes, has several criteria for each activity. In the activities that are user interactive, a person in charge for each employee-defined process should be defined. The process can be confirmed, rejected or assigned to another user. Similarly, automatic actions such as automatic e-mails can be configured to be sent when a specific event occurs. Another automated capability is the addition of Timeout Links during process modeling. Thus, if the user is not able to receive a response from the person assigned as the person in charge for the task until the defined time, they can determine to which representative should the task be forwarded. With the automation of workflows, the daily workload on the employees, costs, potential of errors are reduced, and efficiency is increased. Users are given the opportunity to access business processes and review related tasks during the working period. This gives an overview of the flow of logically interconnected process steps. Information about the current status of the process can be acquired as well. It is possible to see how a process that is confirmed or

rejected in the inspection will continue. With this feature, the user can have a general view to design future activities. The module also provides a complete traceability for the entire process flow. This contributes to securing existing workflows and optimizing the future.

E-mail Use

Draft templates are used in the e-mail activity for the process design. Well-thought out role concepts allow the task to be deployed to specific individuals, teams or several departments.

Integration

The Business Process Management module includes all the tools needed for process management and is a non-interface solution. The integration of process management components into the overall system and the presence of internal process connections with other modules provide users with numerous integration benefits. With the configurations made, the processes can be started in the desired event of the desired object.

Features OVERVIEW

- // Independent adaptation of the ERP system with authorized users
- // Quick application
- // Easy task and responsibility assignment through roles
- // The organization chart
- // Assigning process activities to self or to other users/roles
- // Use defined mail and action templates in processes
- // Start processes with simple conditions in check tables
- // Using templates and standardized sub processes as ‚Sub flow‘
- // Utilize sample processes to have insight
- // Automatically transfer the process responsibility to the representative (in case of timeout)
- // View modeled processes in different modes (e.g. flow diagram)
- // Flawless system integration, business-oriented planning capability from all modules in caniasERP

“

Advice from our **EXPERTS**

„For many companies today, it is crucial to be able to design their business processes far beyond simple workflows. The ability and flexibility offered by the Business Process Management (BPM) tool in caniasERP not only provides access to existing objects and containers; just as you want, there can be more added. This forms a stable and solid foundation for an individualized implementation. The Business Process Management module (caniasERP BPM) makes it easy to create new business processes and adapt existing ones to new requirements.“

Fundamentals

Document MANAGEMENT

DOC

Document Management (DOC) with caniasERP

caniasERP Document Management (DOC) module manages the numerous documents used by enterprises in daily processes and allows their effective use. The purpose of this module is to centrally save and manage the digitally saved documents within a company. This module performs archiving in a single system as well as indexing and association with other documents. Some company data might have to be submitted to legal groups, such as tax auditors, in electronic formats. Considering the number of documents that a company might need to manage, the importance of having a document management system becomes obvious.

The integration of the Document Management module into the general system and its connection with other functional areas are shown in the graph.

Archiving Internal Documents

The documents added to the system that are related to the sales, purchase and distribution are automatically saved in the Document Management module. These automatically saved documents are easily accessible from other function areas in the system as well. Thus, for example, it is possible to directly access a vendor invoice created and saved in the Invoice Verification module through the connection established in the Financial Accounting module.

Archiving External Documents

Any external file with an accepted format can be uploaded and saved in the folder structure.

dance with legal requirements. The user can store the originals of the documents in a way that can be accessed in the revisions history and set the desired revision as a valid document among the revisions created.

Creating Folders for Documents

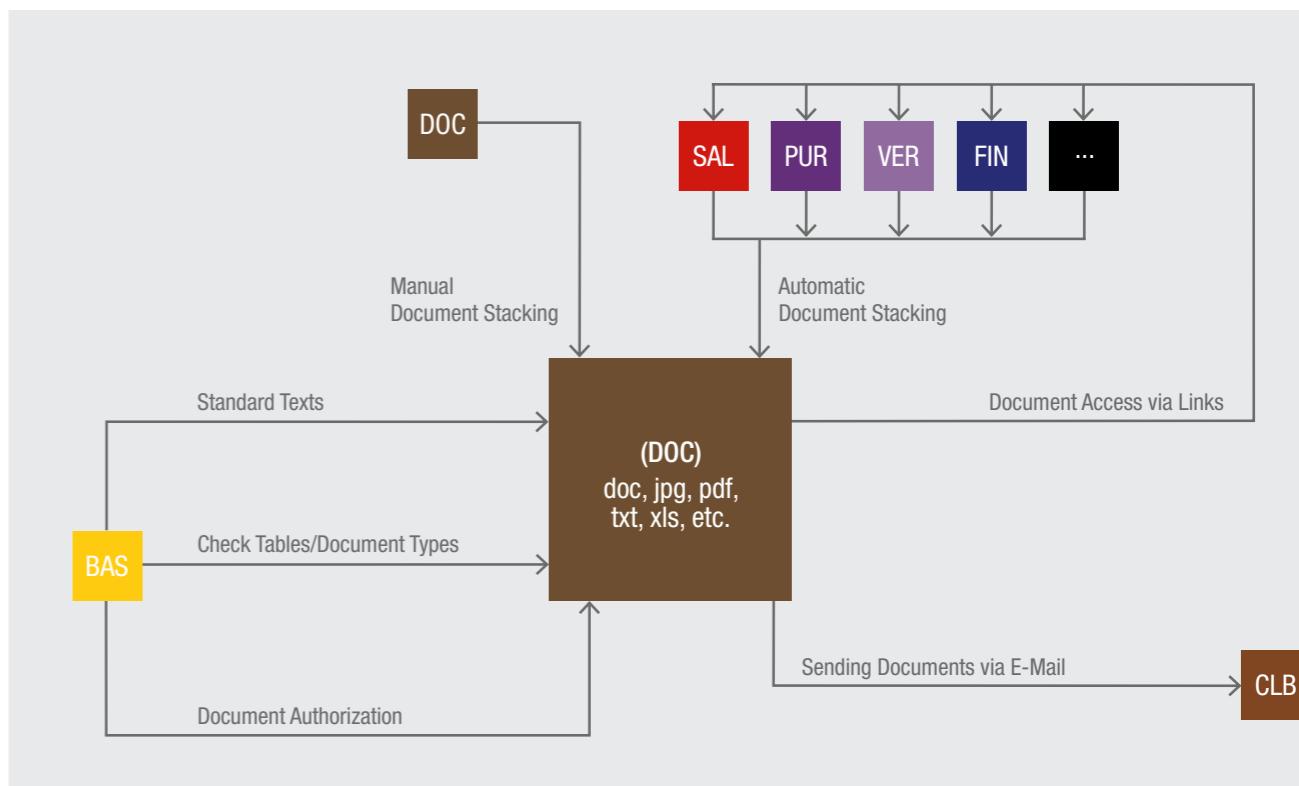
The indexing function in the module helps document-based organization of company processes. It also guarantees that documents can be easily accessed again.

Document Check-In/Check-Out

The document requested by the users can be checked out at the specified date range. Checked-out documents cannot be viewed by others. The changed document can be checked back in by the user.

Revision-Proof Archiving

With the interface in the Document Management module, it is possible to archive documents with revision protection or in accor-



Add to the Favorites/Create Shortcuts

The users can add the any document they want to their favorites. Documents added to the favorites will be displayed under the "Favorites" folder that is among the general folders. The desired documents can be moved with shortcuts to the created folders without having to be physically moved.

Label and Hashtag Use

Mandatory or optional labels that must be entered by the user for document types are defined in the Document Management Module. These labels are filled in automatically or by the user when documents are saved. In addition to the labels, the hashtags for the document can be defined. Defined labels and hashtags can be used as search criteria to find documents.

Notifications

The module's main screen lists the tasks assigned to the user and revision confirmation requests. The relevant documents can be accessed through notifications.

Efficient Document Management

Usually, multiple documents are created for business transactions; These can be assigned for each relevant topic and stored in a document folder. These documents may be organized internally, externally or in different formats. A complete documentation can be created with this type of assignment. They can also be accessed quickly each time.

Documents are stored in a secure way against unauthorized access and can be protected by password. The documents in the module can be grouped; This feature provides comprehensive user-configured operation. In addition, internal documents can be linked to their reason for the creation (e.g. with customer or vendor master data) and automatically stored in folders created for them, resulting in higher transparency. Notes and other documents can be added to all archived documents as well. Documents can then be e-mailed, faxed, printed, or saved to other data environments. The entire caniasERP system has a flexible user authorization system for managing documents. Different users can be granted

authorizations through the system for viewing, adding, and modifying documents.

All the data archived in the Document Management module and associated with a customer can be accessed in the Customer Relationship Management module and used for sales or marketing purposes. For example, HTML templates or documents can be used for e-mail submissions. There is an HTML repository with templates that are populated with dynamic parameters for the relevant e-mail delivery in the module for this.

Integration

Centralized archiving of documents along the value chain has become a part of the daily work. Fully integrated into the overall ERP solution, the Document Management module plays a central role in consistently storing data and optimizing information processes. The flawless integration of the Document Management system eliminates the need to create costly interfaces and to link documents with external systems. Thus, interruptions in communication / information decrease, data quality and transparency increase, and workflows accelerate.

Features OVERVIEW

- // Archive internal and external documents
- // Support for all formats (text, image, sound, drawing, etc.)
- // Quickly saving new documents with drag and drop
- // Adding tags to documents, easy search with tags and keywords
- // Creating a user-specific or public folder structure
- // Document check in/check out function
- // Storing documents with password
- // Document history tracking
- // User Task and Approval notifications
- // Indexing
- // Associating with other documents and establishing logical connections
- // Easy to execute additional operations
 - Direct e-mailing
 - Printing
 - Faxing
 - Saving to other data environments
- // Personalized access protection (user privileges for each document / document folder)
- // Automatic notification to users in case of file update or archive
- // Revision-protected archiving with external software in accordance with IDW PS 880
- // Flawless integration with other modules and work processes

“

Advice from our **EXPERTS**

„With the Document Management module from caniasERP, companies can manage all documents and records that accumulate in daily business. Almost every format is supported (text, image, audio, graph, etc.). The documents are centrally stored and can be retrieved at any time. To protect data from unauthorized access, it is possible to secure documents and document folders by assigning passwords. Furthermore, individual people or groups can be assigned permission to read, modify, delete and create documents.

Employees can also archive documents, assign keywords for retrieval (tagging with keywords) and link to other documents. The creation of such links can aid in, for example, the retrieval of automatically saved sales and purchasing documents both centrally via the module as well as directly from the record, and then be printed or sent by e-mail.“

Fundamentals

Knowledge MANAGEMENT

KMS

Knowledge Management (KMS) with caniasERP

With caniasERP Knowledge Management (KMS) module, the data in the system can be organized and then transferred to the knowledge management data warehouse. Access to these stored data is also provided through the inter-module access. This encourages the sharing of information and feedback from users, such as experience, by providing interfaces suitable to the habits of Internet users and allows for a more collective system.

Knowledge Explorer

The Knowledge Explorer is the knowledge management application used to search the data in the caniasERP system. With a single word or part of a word, the users can easily access information they want by searching the Knowledge Management Data Warehouse. It is also possible to access the relevant applications of the caniasERP modules via links in the search results.

The Knowledge Explorer application has a user-friendly interface that is designed in line with the users' habits on the Internet. The feedback mechanism, which is an essential feature of information management, is another feature of the application. Users have the ability to comment, like, dislike, score, and comment on the listed results. It is possible

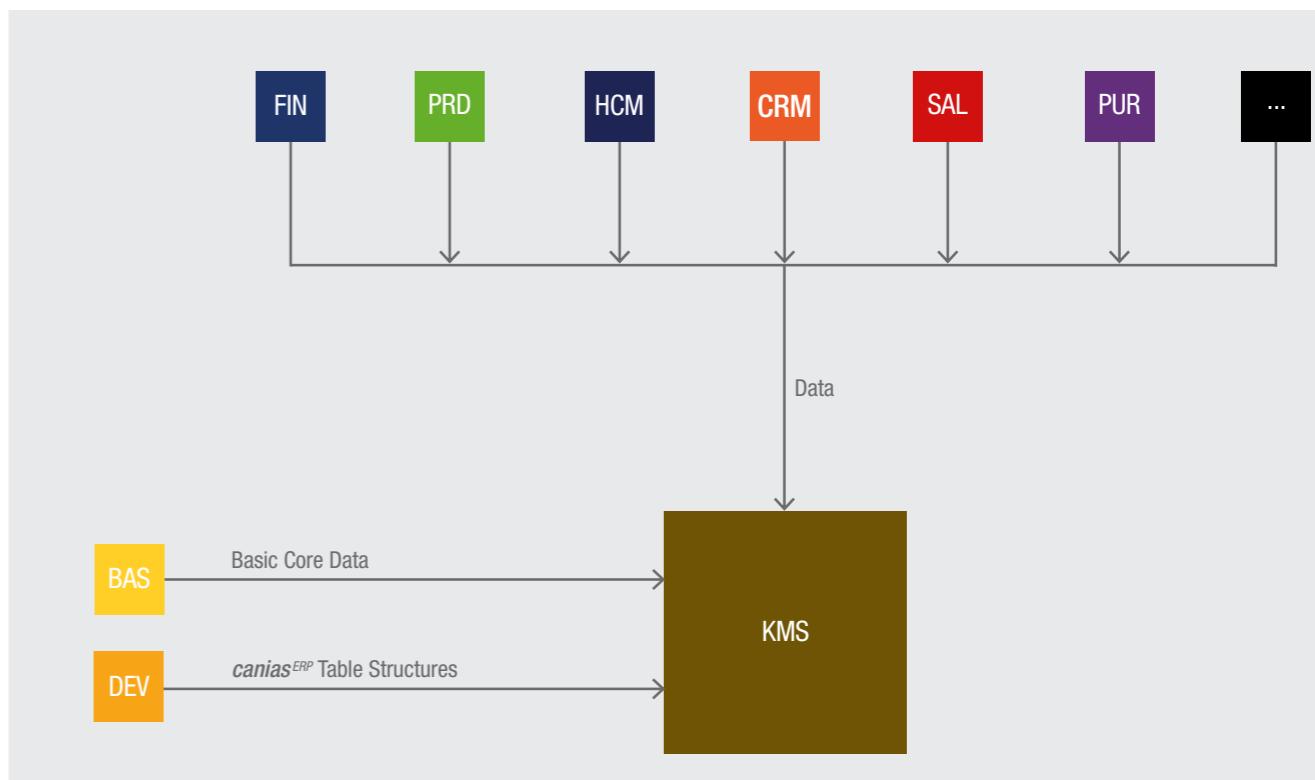
to optimize the searches, to prepare statistics and reports through the feedback.

Another important feature of Knowledge Management is that information in it is never lost. Revision tracking of stored data can be found in the Knowledge Management Data Warehouse. The ability to search for older versions of an information allows feedback for those versions as well.

Knowledge Encyclopedia

This app collects and categorizes the data categorized by catalogs under a specific title as articles. These articles, like an encyclopedia page, provide all the necessary information in a single frame. Thus, it becomes possible to see the bigger picture related to the data

instead of just accessing the information. For example, it is possible to create a material catalog and then create a one-page article for each material code. In this article, base information of the material, production information, sales/supply information, etc. can be shown together. Similar to the Knowledge Explorer application, the Knowledge Encyclopedia application is also an ideal way to access summary data as it presents a template in accordance with today's e-Encyclopedia designs.



Knowledge Moderator Management

In this application, the management of items that have set up approval mechanisms is done by the administrator. The information entered in the system from the items, that are in the moderation of the administrator, are approved or rejected by the administrator. Items with approval mechanisms cannot be displayed on the search screens unless administrator approves them.

Integration

The Knowledge Management module has integration with all modules in the caniasERP system, mainly in Base Data Management and TROIA Development Tools modules.

Features OVERVIEW

- // User-friendly interface
- // Integration with modules in caniasERP
- // Implicit information input
- // Feedback mechanism
- // Flexible catalog design
- // Revision tracking
- // Categorization of data
- // Approval mechanism for the shares made

“

Advice from our **EXPERTS**

„Even efficient ERP systems frequently have untapped business knowledge. Many medium-sized companies try to reach this knowledge through the “full-text search.” However, using a full-text search only searches for small pieces of information, the actual “knowledge” arises only when these pieces are put together in a meaningful way. Therefore, the type of knowledge generated from this search is in the eye of the beholder. That also means the knowledge is only available to him. caniasERP takes a slightly different and more interesting way with our Knowledge Management System module: The user can individually define which areas they want to get individual information from to bundle into “knowledge.” By way of these underlying connections, caniasERP KMS provides essential knowledge to users who are searching for specific information. Subsequently, the search result can be judged by the users according to a rating system. If the review is positive, the next similar search will have this result on the first page.“

As a basic principle, knowledge has to be developed and moderated, which inevitably requires staff. When companies provide the necessary capacities, caniasERP KMS can easily and quickly relay to employees the inter-divisional knowledge that lies dormant in the software.“

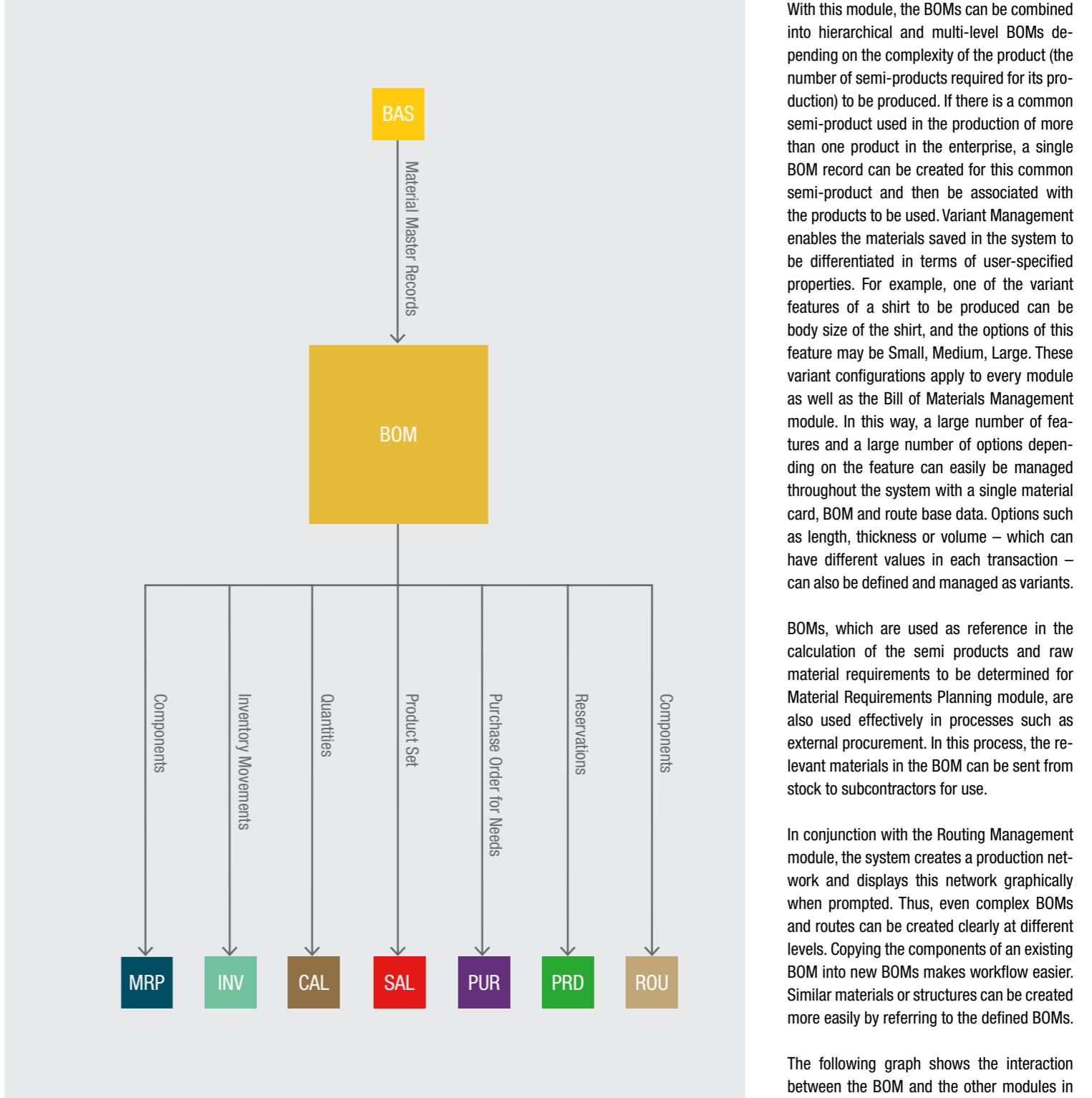
Product DEVELOPMENT

Product Development

Bill of Materials MANAGEMENT

Bill of Materials Management (BOM) with caniasERP

caniasERP Bill of Materials Management (BOM) module is used to display and manage the information about the materials used in production. A bill of materials, which is a list of materials, can be considered as a recipe defining the hierarchical structures and quantities of semi-products and/or raw materials required to produce a product. This module allows BOMs to be created, copied, modified and controlled.



Product Development

Validity Definition

Each BOM created in the Bill of Materials Management Module is valid under the conditions defined for it. For example, the components that make up the product are required to be used depending on the batch size to which the product is to be produced. Thus, various components can be used for different production batches. Time limits can be made to define the desired structures for specific periods. There may be more than one way of production of a manufactured product within an enterprise. These different types of production can be defined in the system as production alternatives.

The BOM can be used not only for production, but also for sales. The product sets, which are formed by combining more than one product, can be defined as BOMs; They can be sold by entering only the BOM title. Even after the start of production, the relevant BOMs can be changed and these changes can be reflected in open production orders. Thus, product design and production processes can be executed together, if desired.

Audit Down to the Lowest Level

A wide range of configuration options in the BOM Management Module is not limited to only the level of the BOM. In contrast, configurations can be maintained up to each component level. Item types that can be defined freely allow the user to manage each material individually. The components in a BOM that will be used in production and design should have different properties. Thanks to the pre-defined component properties specified on the module, the separation of these components can be easily done when configuring a BOM. It is possible to define the input quantity for each component. For example, for each X product quantity unit, the Y component quantity unit is required. The units do not have to be the same here. There is also the option to determine the amount of consumption for the components according to the defined formulas. Flexibility in component management also applies to by-products that may occur during production. By-products may be identical or completely different to the product, and cost sharing features can be determined accordingly.

Comprehensible Structure – Easy to Use

Bill of Material Management module is a highly effective tool for working comfortably on complex structures within production. Ergonomic applications with important functions provide ease of use and advantages. Bulk change of components in multiple BOMs or all BOMs, presence of components in all or department specific BOMs, or addition of new components to the desired data records are only a few of these advantages.

The open structure of the caniasERP system also enables communication with external systems (e.g. a CAD software). Thus, BOMs and even materials can be created and modified in an external system. This interaction is done through the Electronic Data Interchange module.

Integration

The Bill of Material Management module, which can be integrated with other processes in the caniasERP system, plays a key role in basic manufacturing processes with integration to other production modules such as Routing Management and Production Management; It also creates the basis for Material Requirements Planning, Sales Management, Purchase Management, Inventory Management and Standard Cost Management modules.

Features OVERVIEW

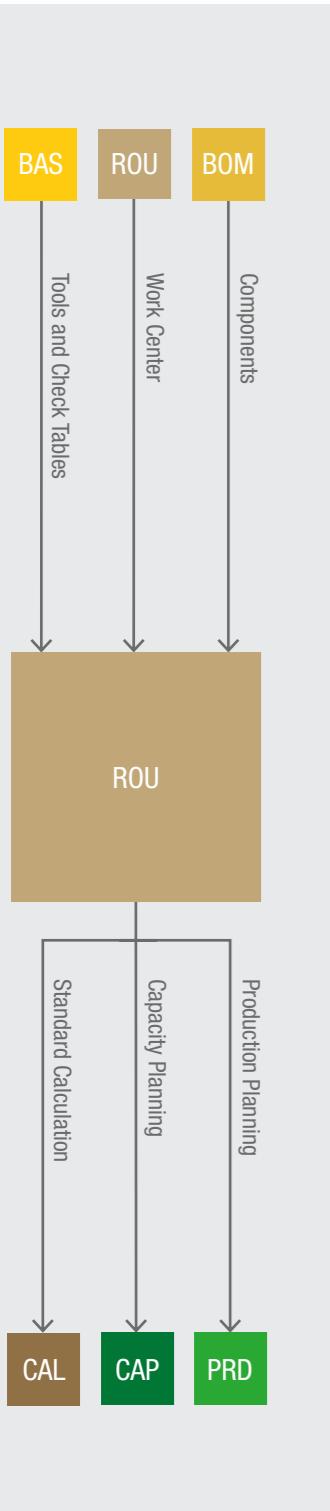
- // Complete integration into production plans and production
- // Validations based on time and lot size
- // Component-level control
- // Expandable BOMs
- // Co-production
- // Alternative BOMs
- // Dismantling (Demontage) BOMs
- // Variant Management
- // Different measure units
- // Determination of quantity based on formulas
- // Ergonomic use (Batch updates)
- // Sales and procurement BOMs (Product sets)

ROU

Routing MANAGEMENT

Routing Management (ROU) with caniasERP

The steps required to complete production, assembly or disassembly activities and the resources required in these steps are defined on the system with caniasERP Routing Management (ROU) module. This module includes information on what operations to perform in which order and which tools and work centers to use in addition to which materials will be used in which operation.



The work centers where the operations within the scope of the Routing Management module are carried out, the machine and personnel capacities in these work centers, the cost / cost types of the machines and the personnel are extremely important in terms of capacity planning and production costs. Working hours and capacity of work centers directly affect the scheduling and cost of production orders. In the module, the factory calendar can be used for all work centers, and the work schedule of each work center can be customized.

The chart on the left shows the integration of the Routing Management module in the system.

BOM and Variant Management

In the Bill of Material Management module, which can be used in parallel to the Routing Management module, lists of components to be used in production processes are defined. In the route definition, these components and related operations are mutually combined. The detailed planning in the module allows the components to be assigned to the relevant operations. This assignment then forms the foundation of a precise and accurate material requirement planning. Material supply can be planned to take place at the start of production or as a special process. This data is also used in all other stages of production up to purchase.

With the 'Variant Option Matching' feature, the operations that should be included in the relevant configuration can be planned in detail depending on the specified characteristics of a material. The production times of these planned operations (Preparation, Machine and Labor) can be determined separately for each Variant Configuration of the product.

Work Flow Time and Scheduling

The operations of each route have a production time planned by the user. In this context, deadlines are planned according to the availability of work centers in production management, material requirements planning and capacity management modules and supply of materials / services. Transition times between operations can be configured with Standby, Move, and Overlap times. All these definitions can be diversified depending on the validity date and the lot sizes. A production order is scheduled based on the operation level and the formulas recorded in the system. The most commonly used production time formulas are presented to the user as a standard, but these formulas can be modified to be specific to the businesses by using the information defined on the operations.

'Capacity Groups' can be defined for work centers used in operations. In this way, the Work Centers that do the same work can be grouped and the capacity demands during the operation scheduling can be distributed according to the work centers in the group. This feature allows the operation to be carried out in the fastest way by evaluating the possibility that the operation is done not only in the designated work center but in any work center included in the group.

Convenience and Flexibility

When a BOM is changed, the relevant route definition for it can also be changed accordingly. Production orders which have not yet been confirmed during this process can also be updated upon request. In the Routing Management module, history of all routes can be kept, and different versions of the route can be stored. Creating alternatives offers a general freedom of choice. In addition, these alternatives allow for a certain amount to be produced on other machines under certain conditions, in connection with particular lot sizes. The module allows easy and flexible management of routes in the system.

Integration

Thanks to the integration with the Base Data Management and Bill of Material Management modules, the route information easily generated in the Routing Management module is the main component of the production plans created in the Material Requirements Planning module and the production orders generated in the Production Management module. Scheduling of production plans and orders in the Capacity Management module is done with these data. In addition, quality control plans defined in the Quality Management module can be associated with operations.

The data, which is used as the base data to determine the production costs, is transferred to the Standard Cost Management module and, through production orders, to the Production Cost Management module. Route definitions can also be made in relation with Service Management and Maintenance Management modules.

Features OVERVIEW

- // Base creation for production plans and production orders
- // Alternative route management
- // Operation matching in line with product variants
- // Configurable operation durations
- // Consecutive Loading / Parallel Processing
- // Tools and Template Management
- // Adding work centers that do the same jobs into a single Capacity Group
- // Production formulas specific to enterprises
- // Including activity types to cost on demand
- // Updating work center calendar based on capacity data

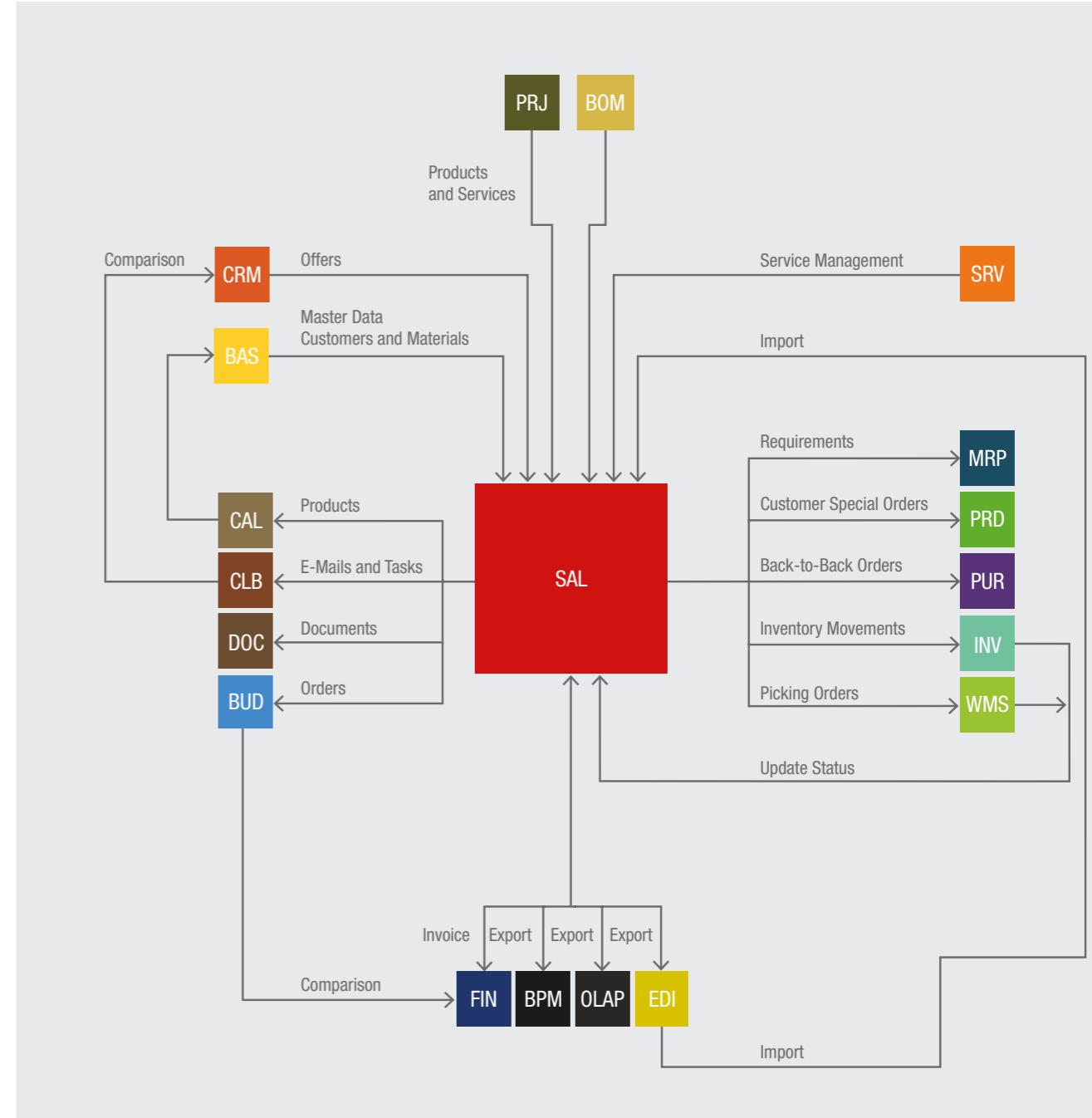
Sales MANAGEMENT

Sales Management

Sales MANAGEMENT

Sales Management (SAL) with caniasERP

Sales Management (SAL) module is used to perform sales operations and document-based tracking of all sales transactions. This module is one of the basic modules of ERP and it is of great importance for the companies, and it works in integration with all processes on the system. With the Sales Management module, companies can manage their sales processes, link and follow up documents such as offers, agreements, orders, dispatches, and invoices, manage their inventory, update the relevant finance records, and manage price policies or campaigns with customized combinations. Sales reports that are offered in wide scope can be easily customized, and forms such as invoice, picking list, and consignment can be defined and used in accordance with the laws and regulations of country and customer.



Structure of the Sales Management module is described in the chart.

Sales Offers

In order to be able to make sales, companies must develop potential customers. The Sales Management module can create customer lists with the data obtained from the Customer Relationship Management module. As a result of the integration between the two modules, the offer processes can be initiated and managed. With the flexible pricing and campaign applications within the module, gradual and/or dynamic pricing can be defined according to many changing criteria in the system and pricing process can be managed by taking the profit-loss rates and bulk increases can be applied into price lists. The integration with the Product Configurator application which is used by order-based manufacturing companies and based on the Base Data Management module, cost calculations can be made for the products and sub-items which are still in the design phase and have no records in the system.

Orders and Contracts

When the offers are approved, potentials become a customer and the prepared offers can be converted into orders or contracts. Depending on the requirements, initially, a quantity, value or scheduled agreements can be created with references from the offers. In this case, orders are created through contracts rather than offers. Afterward, the financial accounting of sales management module, cost centers accounting, inventory management, production management, material needs planning module integration, due dates, production plans, available and reserved inventory including all inventory types, instant and forward dated inventory information or important customer details such as a reached risk assessment and the order is finalized. In this way, companies can provide more clear information to customers about deliveries. Many critical information such as delivery dates, prices, addresses, payment plans, and delivery conditions are kept on the basis of documents or items. A large number of features (color, size, etc.) and these feature-based products with a large number of options, with less base data management options that provide the management of the keys, on the one hand, is managed more quickly

while managing all the features of the products are provided to be kept in the document and if desired, pricing can be done according to these specifications. Similarly, in order to accelerate the sales processes, product sets can be used to add and manage a large number of products at once.

Dispatching

After the ordering process is completed, inventory management is done automatically or manually in accordance with the delivery date and inventory movements. These operations can be managed by serial number or batch number tracking when necessary. In addition, packaging applications presented in the module with the volume, weight, and size of the product information can be packaged by using the package, can be removed from the stock and package tracking can be performed.

Invoices

In the sales process, the companies initiate the invoicing process after completing the inventory movements with the dispatch document. Through the integration of Financial Accounting Module, it is ensured that the invoices are accounted individually or collectively, and the related accounts are taken into consideration in accordance with the payment plan. Flexible posting keys help manage this process with ease.

Easy to Use

The Sales Management module, which has a systematic structure, enables a more efficient Customer-Potential management, accelerate the processes and achieve more economic results. This fully integrated module takes into account all the parameters that are important for sales throughout the process and contributes to increasing transparency as well as saving. With the Sales Management module, users can perform all their transactions very quickly with minimum information input. In addition, the 'batch applications' in the modules allows for batch and automatic operation of many processes. Thanks to the integration with the Business Process Management module, all sales processes, including authorization, approval, and notification, can be managed. With the dynamic printing

feature, a variety of printing conditions can be defined on the basis of the document type and/or customer and all documents produced can be sent via e-mail through integration with the Corporate Communications Management (Collaborator) module. Documents can be archived with the integration of the Document Management module.

Integration

The Sales Management module supports all sales processes. Document types such as offers, contracts, orders, dispatches, and invoices are created in this module. All documents and information flows can be monitored by the system at any time. The module can also be used independently. However, users can only get the most benefit from this module when using it with other caniasERP modules. Considering the processes from the offer to the invoice, the following important integrations are included in the module:

// Customer/potential tracking and action management (Customer Relations Management)

// Price and profit and loss calculation (Cost Centers Accounting, Standard Cost Management, Production Cost Management, Inventory Management)

// Inventory tracking and operations (Material Requirements Planning, Inventory Management)

// Creation of requirements (Material Requirements Planning)

// Production planning and delivery date calculation (Material Requirements Planning, Production Management)

// Product sets (BOM Management)

// Accounting records (Financial Accounting)

// Back-to-back orders (Purchase Management)

// Cost invoices (Invoice Control)

// Process Management and Authorization (Business Process Management)

// Document archiving (Document Management)

// Data Exchange (Electronic Data Interchange)

// e-Invoice, e-Archive, e-Export, e-Dispatching operation (e-Delivery)

// Sending and receiving e-mail (Corporate Communication Management)

// Import returns (Import Management)

// Export documents (Export Management)

// Retail sales (Retail Management)

// Budget Planning (Budget Management)

// Invoicing of fixed asset sales (Asset Management)

// Service invoice (Service Management)

// Creating project or production order (Project Management, Production Management)

// Product configurator (Base Data Management)

- // User authorizations
- // Offer Process
- // Order Process
- // Scheduled Agreement Process
- // Value Contract Process
- // Quantity Contract Process
- // Manual & Automatic Reservation Process
- // Back-to-Back Order Process
- // Delivery Process
- // Freight Order Process
- // Consignment Process
- // Use of serial number material
- // Use of Party Number
- // Variant material usage
- // Barcode Process
- // Return and Cancellation Processes
- // Invoicing Process
- // Proforma Invoices
- // First Invoice Order Process
- // Exchange Rate Difference Process
- // Letter Credit Process
- // Leasing Process (With or without Serial Number)
- // Signature Concept (& Limits)
- // Dynamic Printing Concept
- // Commissioner Identification and Commission Amount Calculator
- // Packaging Conditions (Transport and Packaging Information)
- // Discount Management
- // Calculation of taxes
- // Pricing Policies
- // Complex VAT Usage
- // Product set usage
- // Using the Product Configurator
- // Batch Invoice Recognition
- // Picking Lists
- // Automatic Price Difference and Value Return Calculation
- // Sales Targets Management
- // Available to Promise Calculation
- // Batch Invoicing
- // Transportation Calculations
- // Bank Installment Application
- // Customer Risk Assessment and Credit Limit Control
- // Revision Tracking in Offers
- // Profit-Loss Cost Calculation
- // e-Invoice, e-Archive, e-Export, e-Delivery Notes

Sales Management

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Advice from our **EXPERTS**

„caniasERP sales module SAL supports sales through its excellent evaluation options: For example, you can easily identify successful products by factors such as dates sold, price or buyers, as well as see the top customers and top-selling materials at a certain point in time.

Flexible price determination is another advantage of caniasERP SAL. This can be designed according to the current company-specific requirements and can be adjusted as needed at any time. For example, the system allows multilevel pricing and considers individually defined parameters, price strategies and discount scales.

Furthermore, the sales module collects all sales documents in one central place and allows the user to see simple information about the current status and collective document flow of an order at any time. The complete integration of caniasERP SAL with other ERP areas – i.e. enterprise resource planning, scheduling, document management, e-mail delivery and production – results in smooth processes and integrated information flows in everyday business. Comprehensive networking ultimately means significantly more stable and transparent processes and increased efficiency across several departments.

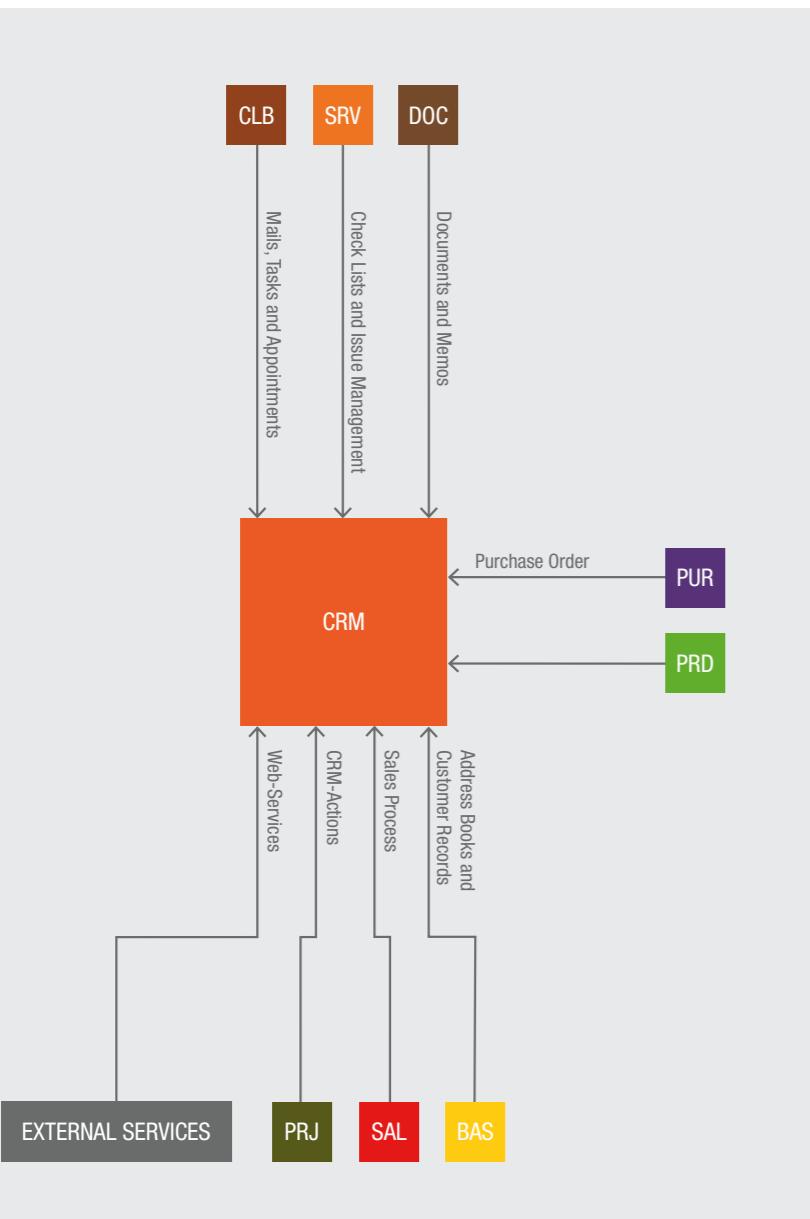
In addition, caniasERP's extensive customizing options make sure that the Sales module can be quickly adapted to new requirements and grow with the company.“

CRM

Customer Relationship
MANAGEMENT

Customer Relationship Management (CRM) with caniasERP

Customer Relationship Management (CRM) module, with its integrated structure, allows centralized recording and management of data from all modules in the system. The actions feature of this module enables recording of all communications with customers/vendors and potentials. In addition, an action record can be created directly from other modules such as Opportunity Management, Issue Management, Sales Management, and Collaborator. It is possible to define an action group together with the Planned Actions feature and trigger all other planned actions depending on this action. The main functions of the Customer Relations Management module are the adaptation of communication information to individual requirements, making specific approaches for potential customers and providing immediate response to developments in customer relations. Opportunity Management application provides the opportunity to monitor and report on the system. Similarly, issues and suggestions can be followed, and necessary actions can be taken with Issue Management feature. The data generated by the Customer Relationship Management module and other modules' daily work is automatically collected in the information pool of this module. Thus, companies do not need to spend a workforce for this process.



The chart on the left shows the schematic diagram of the Customer Relations Management module within the system.

Network

Every day, there are numerous data streams to the system with customer data coming through communication tools such as e-mails, phone calls, faxes, letters, and text messages. The data and documents created in this way are stored centrally on the system through integration with all other modules. The detailed information retrieved from sales, service and marketing departments, such as past transactions, contacts, addresses, relationships with competitors, and behavior of competitors can be used for strategic relationship management.

Analytics

The analytical functions in the Customer Relationship Management module allow customer surveys to be carried out both manually and with the electronic systems. In this way, the entire questionnaire forms can be created in the system. Alternative response paths and different weighting criteria can be defined, and open-ended questions can be edited. Customer surveys can be assigned, applied and evaluated for specific participants. The analysis of responses can also be displayed graphically. Here, the results can be obtained by contacting the address data.

Sales opportunities; campaigns, projects, offers, materials or competitors. Also, based on selected search criteria, a sales opportunity analysis can provide different views for defined and maintained sales opportunities. The complaint management feature in the module collects all positive and negative feedback and suggestions in order to include customers' ideas in the improvement process. The module's history tracking feature provides information for the entire communication process, involving the relevant customers or the contact persons concerned. In addition, types such as Potential Customer/Vendor, Customer or Vendor may be created; the person concerned may be appointed and all proceedings can be followed after becoming a Potential.

Operational Structure

The Customer Relationship Management module supports regulatory and supervisory work across the entire supply chain, from the offer to the invoice. With the integration of the address book and customer master data, documents can be quickly and accurately edited and tracked in full.

Mobile Connection

The mobile application of the module is available to be used on mobile devices such as smartphones and tablets and allows the creation and maintenance of relevant data while on the field service. The Salesperson Console provides a quick overview of the key functional areas in the module and enables more transparent management of customer relationships and responses to these relationships. The ability to independently view the entire communication history makes the day-to-day work of an on-site service very easy.

Integration

Customer Relationship Management module integrates with the entire ERP system; therefore, it provides companies with better estimates of their customers, vendors, and potential customer/vendors. With the history tracking feature, details of all data in the system (Sales Management, Purchase Management, Financial Accounting, Service Management, Production Management, Inventory Management, etc.) and all relevant modules can be accessed. In addition,

thanks to the integrated work with the Corporate Communications (Collaborator) Management module, activities/actions can be tailored specifically to the relevant people. With the Document Management module, all documents related to the customer /vendor/potential customer/potential vendors can be recorded and monitored from the system. Salespersons can perform operations such as creating sales documents in the new action or Sales Management module via the shortcuts in the Salesperson Console. In addition to these integrations, it is also possible for the Customer Relationship Management module to be used as an independent solution. However, the complete integration of the module into the caniasERP general system ensures a harmonious and integrated operation between the Marketing, Call Center, Sales and Service departments.

Features OVERVIEW

- // Perfect integration into caniasERP
- // Action management
- // Communication management
- // Potential customer/vendor, vendor and customer
- // Data maintenance
- // Communication planning, contact history
- // Tele-marketing support / Call Center integration
- // Bulk e-mail / letter / SMS sending
- // Customer group analysis
- // Planned Actions
- // Integration with the Corporate Communication Management module
- // E-mail client
- // Calendar
- // Task management
- // Activity management
- // Address book management
- // Sending SMS texts
- // Opportunity management
- // Survey management
- // Sales campaign management
- // Salesperson console
- // Evaluations
- // Issue management

Sales Management

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Customer **EXPERIENCE**

WALTER BAUTZ GMBH MESS- UND SPANNTECHNIK
BICKENBACH

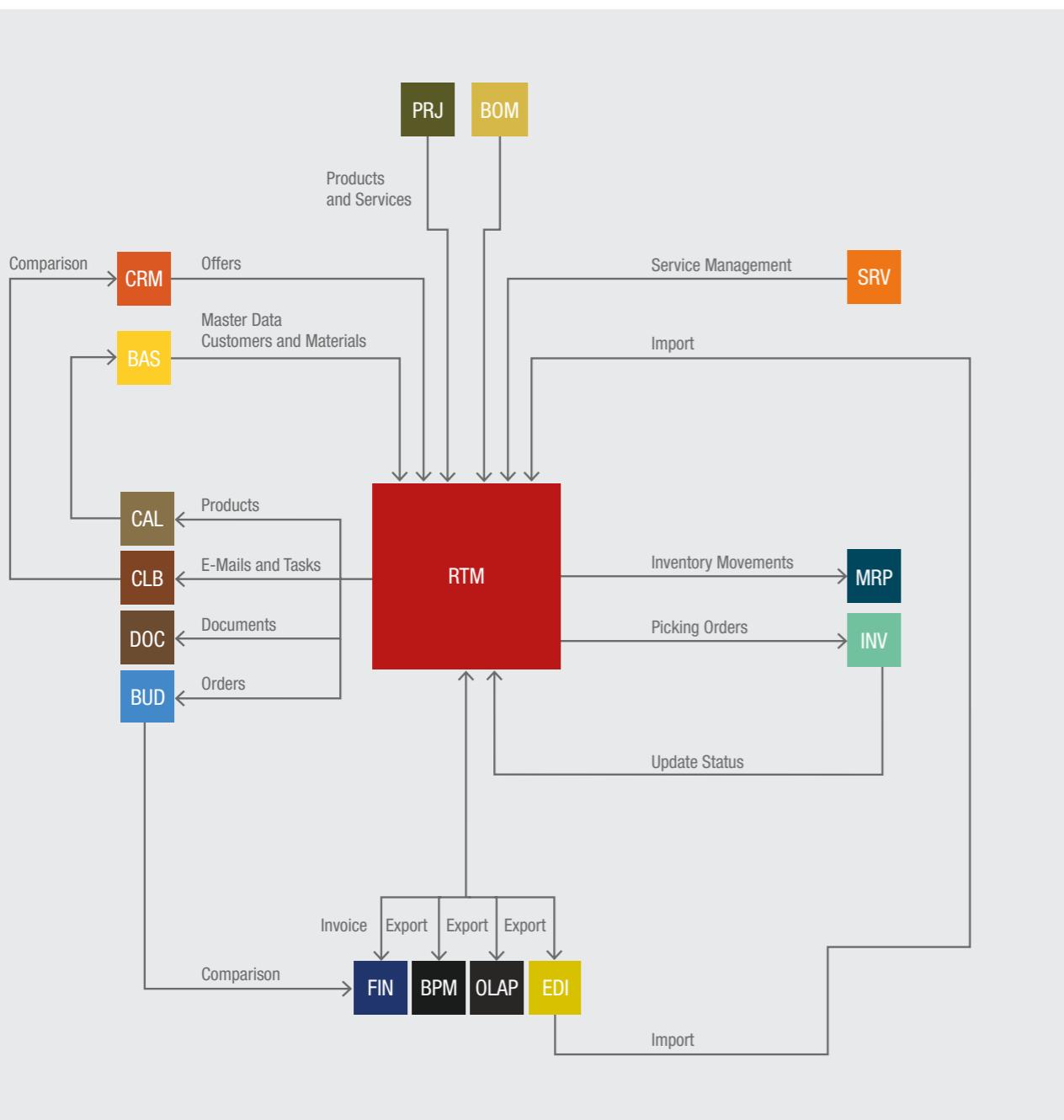
"Before the implementation of caniasERP, we managed proposals and contacts in separate systems. Today, our unified software supports all business sectors and enables us as a whole to have leaner and more efficient processes. Implemented functionalities from caniasERP CRM module, as well as their connections and interaction with the sales module, caniasERP SAL enable us to easily organize and manage relationships with customers, interested parties and suppliers. The central organization of resubmissions, history, appointments and CRM actions saves us a lot of time in everyday sales situations. Along with analytical functions for evaluation, practical control tools are also made available to us, allowing us to keep our sales on course."

RTM

Retail **MANAGEMENT**

Retail Management (RTM) with caniasERP

With the Retail Management (RTM) module, enterprises can manage their stores and control all business processes through a single software platform. All business processes from sales to inventory, accounting integration to customer relations and campaign management, can be easily planned through this module. With Retail Management module, store inventory and shelf management, store demand forecast, main warehouse and inter-store transfers, invoices, note of expenses, loyalty card management, gift points, and bonuses, detailed information of customers, customer notifications, automatic SMS and e-mail transmissions, online and offline operations with inter-system integration can be performed. This module increases the competitiveness of companies with reports containing important criteria such as product, customer, store, date, country, city, price, cash total. At the same time, with these reports, companies can perform store comparisons, produce a product portfolio and develop effective marketing strategies.



Retail Operations

Retail sales have some differences from the sales procedure. Retail Management module has been integrated with Sales Management module and many other modules considering these differences. With the module, retail sales, exchange and return transactions can be managed, stock and transfer movements can be provided, and retail multi reports and end-of-day reports can be prepared. Sales statistics can also be observed. In order to carry out these transactions, payment conditions, payment types and discount keys are defined as store-based, document types, warehouse, and stock-place. The user-friendly interface allows users to operate comfortably.

Dynamic Campaign Management

Campaigns can be created as required with the Dynamic Campaign Management feature of the module (e.g. buy 2 get 1 free, 3% 50% discount, etc.), gifts, bonuses and discounts from these campaigns can be used during retail sales. In addition, a gift voucher can be gifted or sold and can be used as a discount or as a means of payment for purchases. In addition, personal discount days such as general discount days and/or birthdays can be defined.

Analysis and Control

Retail sales data can be evaluated by separating them dynamically in live with the desired specification with the multiple report feature. All documents can be linked to each other through the Sales Management module. This way, the whole process starting from the proposal, the order, dispatch, return and the invoice is followed. With the help of the Electronic Data Interchange module, retail sales data can be imported into the caniasERP system and exported from caniasERP system to external environments.

Integration

The Retail Management module is intertwined with the Sales Management module. The features such as after-sales, pre-sale reports and price policies used in the Sales Management module can also be used for this module. In addition to Sales Management module, Retail Management module is also integrated

with modules such as Inventory Management, Customer Relationship Management, Electronic Data Interchange, Corporate Communication Management, and Document Management.

Features OVERVIEW

- // Serial number management
- // Variant sales
- // e-mail integration
- // Archiving for all documents (Integrated document management)
- // Automatic invoice printing
- // Multi-level pricing system
- // Payment plans and discount management
- // Product sets
- // Tracking of material inventory
- // Fast customer entry
- // Waiting Sales Orders
- // Tax Free
- // Fix VAT Key
- // Repair application
- // Store and cashier based dynamic total sales and return information
- // Quick purchase invoice entries
- // Stock transfers
- // Multi-Report and End-of-Day reports
- // Sales statistics
- // Installment difference
- // Rounding
- // Cashier-based discount authorization
- // Gift cheques
- // Dynamic campaign management
- // User friendly interface with RTM Lite
- // Till Report
- // Loyalty cards
- // E-Invoice, E-Archive documents

Sales Management

Service MANAGEMENT

Service Management (SRV) with caniasERP

caniasERP Service Management (SRV) module is used to create all information related to the service status in order to be put into use based on need. While working successfully integrated with other modules of caniasERP, this module enables companies to solve all the transactions they perform in their service-related processes in a practical way. All service tasks related to the services are instantly displayed on the screens of the users through the Collaborator module. Many transactions such as inventory-related inventory movement, purchase, invoicing, service order creation can be done quickly without error. Installation, Disassembly, Revision, Repair, Service Notices, Periodic Service Planning, Service Agreements and Service Invoice Approvals are performed through the Service Management module. Customers can also use this module to process or report a fault. Interactive checklists and surveys can also be created via this module.

On-Site Service

With the general technological infrastructure of caniasERP and the Service Management module, companies can easily provide on-site service to their customers. Employees can

access the application from anywhere or any area of use, access customer-specific information through serial numbers, and record service-related data, such as spare parts and material consumption. The module also allows protocols to be created for the services pro-

vided and the invoices to be arranged during service. Also, it is possible to assemble and disassemble according to the serial number for devices, machines and fixtures in the module.



Assessments and Analyses

The configuration of the Service Management module provides a wide range of categorization options to service personnel. Various base data such as project affiliations, departments, employees, priorities, service groups or notification types can be the basis for categorization. Service types such as assembly, disassembly, revision and repair can be detailed according to problem sources and solution types. Additionally, many invoice approval statuses, such as Waiting for Approval, Approved, Disapproved, or No Invoice is determined by the system based on the type of service, service division and the type of charge. Payments to be received from customers can be entered according to the pricing types. Companies can use all of these data recorded in their databases for the realization of assessments and better planning of future service activities. Thus, returns can be analyzed for reasons of error and necessary control measures can be taken on time.

In addition to service status and service date, the service history also provides an overview of what employee is working on which service status. As all purchase and valuation information is recorded for each material used, it is also possible to make a costing of service statuses. Thus, the direct examination can be made using the existing data set, and the developments in the sales revenues related to the service area can be followed. Useful information is available through analysis of material supplies, fault and repair times, and tracking for serial numbered products. The system transmits open, uninitialized, unassigned service notifications to the responsible personnel in the service department via the work status diagram. The system transmits open, uninitialized, unassigned service notifications to the responsible personnel in the service department via the working status diagram. Live service information such as open service notification, open services needed to be completed, customer-side montage, open services that target start time exceeded, unresolved services that target closure time exceeded, services not yet assigned, can be accessed on a diagram.

The serial numbers with the customer and in the stock can be listed according to the assembly or status. The receipt and issue of the assembled and dismantled parts can be done either automatically or manually. Material service data such as vendor and customer

warranty periods and periodic services to be performed can be defined. Also, the margin of error can be reduced to zero with this module; if users perform a receipt or issue operation with the wrong serial number, the system will block the operation.

Vendor Inclusion

In the Service Management module, vendors can be defined as external service departments, and they can be included as a service provider. If requested, these external partners may also be granted limited access to the caniasERP system. Thus, the maintenance of the data can be performed without temporal delays. It is also possible to manage the vendor-specific external warehouses and incoming invoices via this module.

Integration

All caniasERP modules are fully integrated into the overall system. Since all data is centrally managed, ongoing warranties, data on active and past services, or serial numbers sold and purchased can be accessed from the vendor and customer dataset. In the event of a service incident at the customer, if the component needs to be dismantled or assembled, these can be directly transferred to a service order processed through the Production Management module. Information such as maintenance, BOMs and work plans required for this can be called from the Bill of Material Management and Routing Management modules.

During the creation of service invoices, all sales information can be queried due to the integrated structure of Service Management with the Sales Management module. During this process, information such as address and contact information, active price lists, framework contracts, special discounts and payment terms are available centrally. The serial number management in the Service Management module allows users to access all data related to a serial number in a comprehensive manner. Sales offer documents may also be created in relation to the product/material being serviced with service notices. Depending on the service types, e-mail groups can be defined, and through the integration with the Collaborator module, batch mail sending, or task activity identification can be made for delayed services. Depending on the features

of the product, many modules such as Inventory Management, Purchase Management, Sales Management and Service Management module can be operated together.

Features OVERVIEW

- // Creating and maintaining service data in product master data
- // Creating service notifications and tracking the ongoing ones
- // Period service offers
- // Editing due and open service notifications
- // Creating and editing assembly orders
- // Serial number management
- // Creating service orders
- // Group service notifications by priority
- // Creating dynamic notification methods
- // Creating service agreements
- // On-site service (online service notifications)
- // Creating mail groups by type of service
- // Creating service invoices, checklists, and surveys
- // Creating linked service notifications
- // Including vendors
- // Creating a history of warranty-related products
- // History management for all service cases
- // Evaluations and analysis (Sales revenue, costs, repair times etc.)
- // Complete integration into the overall system

“

Customer EXPERIENCE

JEOL GMBH
FREISING/MÜNCHEN

“The implementation of caniasERP gave our company great advantages: The connection of the Service Management module and CRM/Customer Relationship Management has made all of our equipment in the customer base and all sales documents visible in the CRM history. The ERP system provides us with such a quick overview of the location, customers and the configuration of each piece of equipment as well as ongoing maintenance contracts. Additionally, the transparency between current sales projects and ongoing service requests has increased greatly due to integration with project management, service management and sales. Furthermore, caniasERP SRV interacts with the purchasing module and groupware for communication, optimizing our processes and information flow across all divisions. Because of this, for example, periodic service planning will be carried out in ERP and be available for all employees to see in the appointment overview of groupware. The ERP-based timesheet service technician, as well as digital recording of service reports has led to the central storage of all work data in the system, which has permitted us to have faster and less error-prone invoicing. The high availability of data in this unified solution allows us to make significantly easier and faster evaluations that we now use in a digital form – and not on paper like before.”

Sales Management

Export MANAGEMENT

EXP

Export Management (EXP) with caniasERP

Export Management (EXP) module is used to perform operation and document-based tracking of all export operations. This module is especially crucial for the companies that are managing foreign trade transactions within its own structure and because the module also works in integration with all sales processes on the system. With the Export Management module, companies can manage their declarations, associate them with letters of credit, track GTIP, calculate the cost of the declaration and other costs, customize these costs and calculate them with pre-entered or newly entered expenses. All standard and special reports, certificates of origin that are specific to the export countries, A.TR, EUR1 etc. forms such as invoices, picking lists, consignment which can be changed from country to a country or customer to customer with circulation documents can be defined and used in the system.

Export Operations

Export Management module allows keeping the main transport information such as customs, transport company, transportation type of export certificate. The estimated arrival time is automatically calculated by the system upon the delivery date. Companies can compare the estimated time of arrival and the actual arrival date and evaluate the performance of the shipping company. The amount of the payment in the invoices of the export documents, the amount of this fee to the relevant bank/branch, the bank charges and the receipt can be followed. In addition, some basic information such as the remaining balance, available balance, total payment amount, total amount collected, total cost and maturity information can be followed for export payments and payment withdrawals.

necessary files for export documents, view, modify or download them later. This module is also integrated with the Import Management module. Import returns are included in the Export Management module and export returns are processed in the Import Management module.

Integration

Export Management module works integrated with the Sales Management module. The export document is created by copying the items of the sales document. During the copying process, the consistency of the data in the export document and the sales document can be cross-checked with the support of the export document types check tables. When calculating the export declaration amount, invoice information received from the Sales Management module is taken into consideration together with the sales expense invoices entered in the Invoice Control module. The payment and payment of the declarations created in the module are transferred to the Financial Accounting module and its accuracy is confirmed. With the integration of Document Management module, users can add the

Features OVERVIEW

- // Declaration management
- // Tracking of transport stages
- // Transporter performance assessment
- // Printing of standard or special reports and forms
- // GTIP tracking
- // Bank details
- // Export payments tracking
- // FOB calculation
- // Closing export documents
- // Export expense report
- // Payment withdrawal tracking
- // Tracking of export costs
- // Weekly shipment plan
- // Export promotion report

Material MANAGEMENT

Material Management

Inventory MANAGEMENT

Inventory Management (INV) with caniasERP

caniasERP Inventory Management (INV) module is one of the modules located in the core of the system. With this module, companies can manage their material stocks based on different formats such as date, quantity, value, location, batch number, status. With this module – which supports the entire supply chain such as sales, purchase, service, maintenance, production and quality assurance – warehouse stocks can be saved by carrying out inventory movements, and the past and current stock status can be examined in detail.

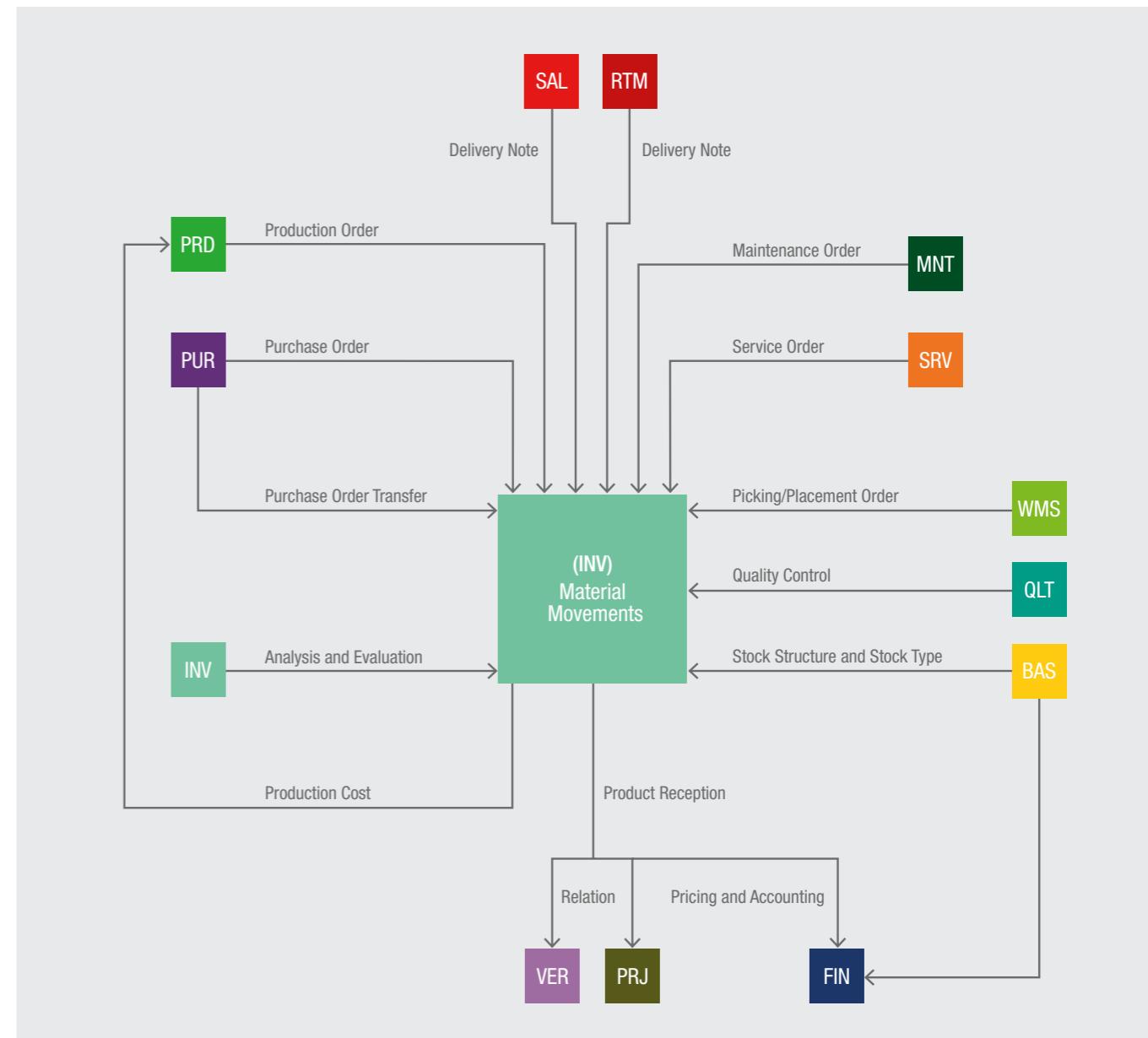
Movement Types

All the inventory movements can be managed through the check tables in the Inventory Management module. Check tables can be configured based on demand with an unlimi-

ted number of options. Thus, companies can keep detailed information about each initiated inventory movement and follow developments easily.

Batch and Serial Numbers

With the batch and serial number tracking feature in the module,



material movements can be tracked without any issues. This feature allows for trouble-free operation in processes where regular monitoring and traceability are important, such as maintenance and service-related processes or sectors with food, pharmaceuticals, and equipment.

Transparent Evaluation

Comprehensive assessments can be done in this module to highlight important information. By using search criteria, instant, up-to-date data about warehouse stocks or warehouse movements can be monitored and categorized according to individual requirements. Additionally, classification can be made by applying ABC-D analysis according to materials, inventory turnover speed and values.

Flexible Storage and Mobile Use

The inventory management module can be used to track current inventories and stock types such as available stock, blocked stock, quality stock, reserved stock, revised stock, consignment stock, provided material stock, customer order stock can be tailored to the needs. With Warehouse Management module integration, collection/placement/ transfer operations, barcode inventory receipt/issue/ counting operations and container/pallet operations can be easily performed by using mobile data input devices (MDE) or barcode readers.

Reservation

Records of processes such as sales delivery order, production order and transfer order, which cause the issuance of materials from inventory, are kept in the module. Simultaneous requests from different locations for the same process are prevented. In addition, different processing demands of the same product can be avoided by reservation management. Available and reserved stocks can be tracked and organized instantly.

Batch Detail

Viewing detailed stock information is very important in terms of determining batch strategies. With the Inventory Management module, the concept of batch policies and party details

can be created in material receipt/issue/ transfer operations related to sales, purchase and production processes. In addition, the batch detail concepts can be generated based on the demand; the detailed information required on the based on the batch can be followed and the inquiry can be made according to this information. In this way, companies can review and organize all past and current records.

Container/Pallet Use

The Container Tracking System provides easier storage of the products in the logistics processes of the enterprises, and the loading and unloading processes are realized more practically. All processes related to the containers which can be produced according to the needs, can be sold, whose batch sizes can be defined, serial numbers can be defined, and maintenance processes can be followed, can be carried out with the Inventory Management module.

Stock Costing

Each inventory movement, average cost, walking weighted average cost, actual cost based on batch / serial number in the module can be costed by selecting one of the accounting types such as FIFO, LIFO. The calculated inventory movement costs are accounted in a practical manner in the Financial Accounting module as well as used in various reports.

Cost Verification

In order to find out the cost of inventory movements, data is taken from many modules, mainly Base Data Management, Production Management, Purchase Management, Invoice Verification and Sales Management. With this accurate and thorough integration of data, inventory costs are accurately calculated. Errors that can be caused by verification reports before and after costs are minimized.

Multiple Accounting Standards

The cost of inventory movements can be calculated using different accounting standards such as IFRS, USGAAP, TFRS. Each accounting standard can be calculated separately. In this way, the results of different accounting standards can be compared and accounted for.

Real-Time Cost Calculation

With the real-time cost calculation feature in the Inventory Management module, the costs of raw materials, semi-finished products or inventory movements of the products are calculated instantaneously over the standard or walking weighted average cost, and the calculated amounts are accounted.

Profit Centers

In the profit centers of the module, information on which principles the actualized cost items, that are associated with a specified cost center during their accounting, will be distributed to the sales items can be defined, and a distribution template can be created. In addition, expenses such as R & D, marketing, sales, distribution, general management and financing, which cannot be distributed within the period, can also be charged to the cost of sales document items through a distribution template according to certain criteria.

Cost Deviation Analysis

Sales dispatch price, sales invoice price, standard cost, actual cost and distribution schema and additional costs distributed to sales items can be reported in caniasERP system. As a result of this transaction, profit-loss analysis can be done by reporting the deviation rate.

Integration

The functions in the Inventory Management module and the fully integrated structure of the module in the caniasERP system provide fast solutions to the needs of companies. Accordingly:

// Access to up-to-date stock information from sales, sales returns, consignment and rental inventory transactions and sales documents associated with the waybill or delivery receipts created in the Sales Management or Retail Management module

// Receipt-based on purchase order created in Purchase Management module, return and import inventory movements to the vendor,

// Product receipt and raw material consumption inventory movements related to production orders created in the Production Management module,

// Inventory movements for the quantity approved, rejected and returned during the quality control process of material in the Quality Management module,

// Inventory movements created during the collection / placement / transfer / count / container / pallet operations in the Warehouse Management module,

// Inventory movements related to assembly and disassembly processes using BOMs defined in the Bill of Material Management module,

// Inventory movements related to service order, revision, assembly and disassembly operations created in Service Management module,

// Inventory records of the materials used in the Maintenance Management module associated with the fault records and maintenance orders,

// Inventory movements in the Transfer Management module based on material/store/facility material demands,

// Providing stock information to the Material Requirements Planning module on a date basis,

// Inventory receipt and return information related to purchasing orders during invoice receipts in the Invoice Verification module,

// Providing quantity and cost information related to materials used in production orders in the Production Cost Management module,

// Inventory movements related to projects created in the Project Management module,

// Accounting of material costs in the Financial Accounting module after calculating with data from modules such as Base Data Management, Production Management, Purchase Management, Invoice Verification, Sales Management,

are all done through the integration of the Inventory Management module with other modules.

Features OVERVIEW
// Authorization based on user or user groups
// User-based shortcuts
// Free configuration for inventory movements
// Transfer of material to material
// Batch stock movement
// Assembly/disassembly movement
// ABC-D analysis
// Safety stock control
// Inventory Turnover Calculation
// Stock aging
// Parametric barcode printing
// Use of tools
// Quantity and value-based assessments
// Cost deviation analysis
// Standard - Actual cost comparison
// Costing and accounting of inventory movements using different costing types (average cost, moving weighted average cost, actual cost, FIFO, LIFO)
// Real-time cost calculation
// Calculation of cost of stock movements separately for each accounting standard by using different accounting standards (TFS, IFRS, USGAAP, TFRS etc.)
// Perfect integration with all relevant modules

Material Management

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Customer **EXPERIENCE**

CARBOLITE GERO GMBH & CO. KG
NEUHAUSEN AUF DEN FILDERN

“The Inventory module in caniasERP makes it possible for us to accurately track all of our high-temperature furnaces using their serial numbers. When a customer comes to us with a question or complaint, we have all the necessary information in seconds. This includes not only the specifications of the ovens, but also the details of the order and delivery in the sales module, any past service cases and every communication within CRM starting with the first customer question. caniasERP collects all of this information automatically, so that manual entries are rarely required and we keep a permanent record of our current and former inventory. This concept is consistent across the whole system. This way, no processes get lost in the hectic day-to-day environment.”

QLT

Quality **MANAGEMENT**

Quality Management (QLT) with caniasERP

Quality Management (QLT) module is used to manage the process of identifying and solving the quality problems that companies face during the purchasing and manufacturing processes. Users can create a detailed control plan for each material purchased or produced by the Quality Management module and perform the quality control process for all specified criteria. Control plans can be defined for work centers and periodical checks can be made accordingly. In addition, various reports can be prepared on the module according to the control results in order to prevent any errors.

Quality Control Planning

The control tables in the module allow companies to centrally manage the data obtained during the quality control process. The control method, control characteristics, control degrees, dynamic changes and error categories contained in the system can record the data obtained before confirmation or during a process. In addition, the quality assurance-related material information transferred to quality planning is managed in the material master data.

Control Process

In the Quality Management module, the purchase-based control process is triggered by the material stock receipt. Quality control records taken from the quality plans and material base data during the inventory receipt are determined by the approval of the material. Materials that are not approved by the quality control process are kept separately in the Inventory Management module, and generally cannot be issued for different

processes (e.g. production, sales, etc.) in the caniasERP modules.

Furthermore, the controls of the production processes can be defined as controls before or after production, or as periodic operations controls. In addition to the material quality control, the performance values of the operations performed in the work centers can also be recorded by being subject to measurements.

Quality Control

In the Quality Management module, the type and frequency of control are managed by the control plan. Information on the necessity of the control is obtained from basic data on quality assurance, which is recorded in material master data. Several control characteristics can be assigned to control plans by experts. The quality control process of a material can be planned with control characteristics. In addition, a quality control process can be initiated and managed with dynamic configurations to ensure quality control on order or batch basis. In addition, sample levels can be determined according to the results of past control over the system. The final stock status of the material in the quality stock due to purchase is determined at the end of the control process. The materials whose quality results are accepted are put into the available stock state. The materials whose results are not accepted are transferred to the blocked stock in the inventory management, and then can be scrapped or returned to the vendor. In the process of production control, materials with accepted results are taken to the next

operation or to the available stock. For the materials whose results are not accepted, a waste or reprocessing decision can be made.

Connection with Measurement Devices

The module provides successful integration with technically available measuring devices. During the control process, both qualifier (Yes or No) and variable (Measurement Values) results can be recorded using a connected measuring tool. With the measuring device, the control characteristics determined for the material are measured and recorded in the system in real time.

Data Reporting and Analysis

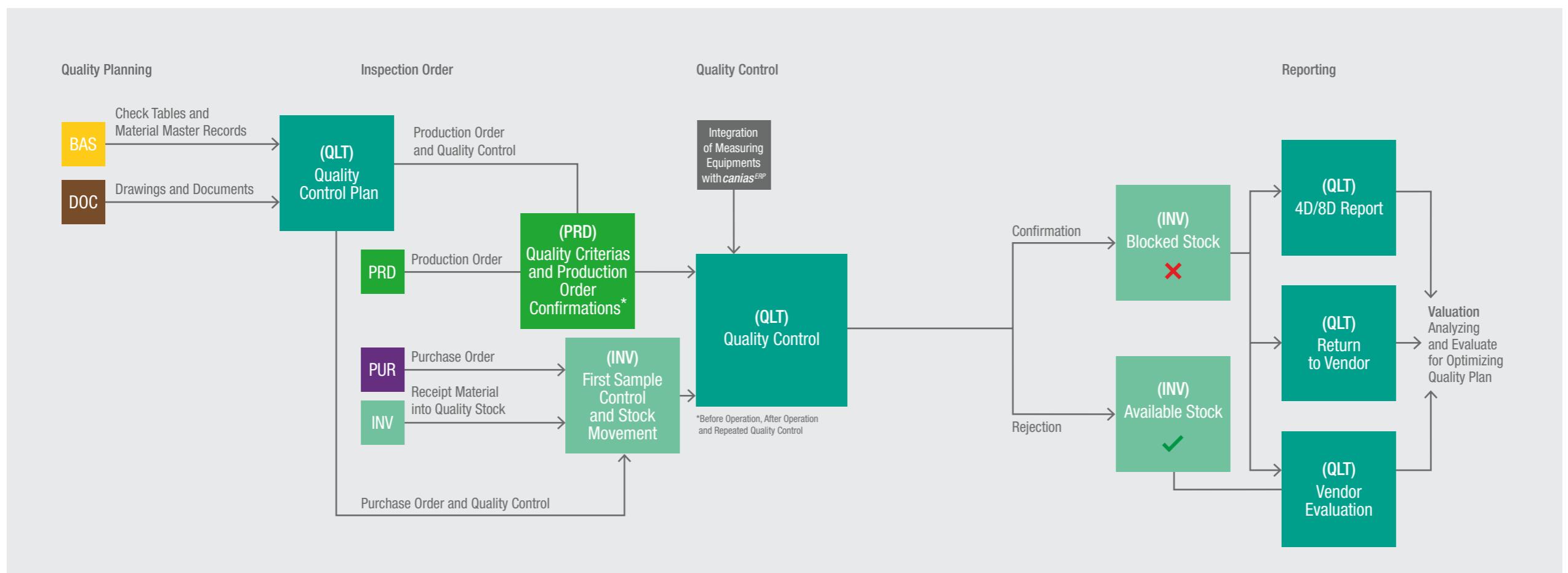
Quality Management module allows the reporting of measured values and many associated data during quality control. Many reports and graphics in the standard quality control systems are available. In addition, 'Regulatory Activities' can be defined after the measurement values, '4D / 8D', 'FMEA',

'Nonconformity' reports can be presented and 'Error Analysis' can be performed.

Finally, 'Vendor Assessment Analysis' can be performed by combining the quality control results with the purchase order and invoice data.

Integration

All caniasERP modules are fully integrated into the overall system. Since all data is managed centrally, control data is provided in the quality control screen that opens automatically during material receipt with the Inventory Management module. As a result of the integration with the Production Management module, the control data of the product and the work center can be created at the pre-production or post-production approval stage or during production. In addition, with the integration of the Document Management module in the quality processes, it is possible to access the relevant documents. With integration to Purchase Management and Invoice Control modules, 'Vendor Evaluation Analysis' can be done.



Features OVERVIEW

- // Centralized quality plans
- // Material quality control
- // Production Process Control
- // Work Center Performance Analysis
- // Dynamic sample plans (ISO 2859-1 / DIN 40080)
- // Detailed graphical analysis
- // 4D / 8D reports
- // FMEA, CAPA documents
- // Vendor evaluation analysis
- // Measurement device integration

Material Management

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Advice from our **EXPERTS**

The consistent use of caniasERP contributes to helping many of our customers reduce the interfaces within their IT landscape. In this way, caniasERP Computer Aided Quality Module replaces, for example, historically grown legacy systems for quality assurance. Thanks to the interface-free integration, all material and information flows synchronize across the range of quality management and are centrally available in the ERP system. This means companies need significantly less time to, for example, access current sales and production data, which considerably simplifies their daily information gathering.

Furthermore, when it comes to usability, we realized that a system with uniform layout and a consistent user interface leads to more acceptance among users.

caniasERP QLT has features that can each be individually adapted and tailored to the specific production processes of our customers.

By realized automatism – for example, during confirmation of production orders – they are in the position to more efficiently handle the attached quality management processes. Also in the area of quality control, links to measuring instruments can be set up with little effort, which in turn saves employees from the manual entry of data.

MRP

Material Requirements **PLANNING**

Material Requirements Planning (MRP) with caniasERP

Material Requirements Planning (MRP) module is located in the very center of the logistics chain within an organization. In accordance with the requested document filed in the procurement process, planning is made on a material basis with this module. In this way, procurement documents are created at the planning stage which will eliminate all needs in the most ideal way. These documents can be easily converted to finalized documents with the module's easy integration to the system. In addition, all supply documents opened for each demand document included in the supply chain are easily monitored and reported with the help of this module.

Each industry has its own variables in supply chain management and these variables can be significant for the planning strategy. caniasERP system ensures that the optimal planning method can be easily identified and implemented with the numerous parameters of the Material Requirements Planning module. In addition, the flexible structure of the module, allows simulations for possible scenarios using multiple planning strategies for a material.

Every organization would want to anticipate the future in order to take the necessary precautions against the changing market conditions. Based on this need, it is possible to make plans for future forecasts with the Material Requirements Planning module. It is very easy to determine the most appropriate estimation model by taking historical data into consideration, to make future sales data estimations using various estimation models, to make rough capacity planning on these predictions and to take necessary action in time for the organization.

Flexible Configuration

The module provides different planning options for the same materials by using different setting types in order to plan with the conditions closest to reality. In this way, it is possible to observe the extent to which each possible scenario will affect the planning through simulation plans that can be carried out in parallel with the actual planning process of a material.

Rich Time and Amount Calculation Parameters

Material Requirements Planning module works fully deterministic. Requirement planning is done with perfect time accuracy so that the most suitable supply chain is created. In addition, the atomic time unit, if desired, can be determined by week, month, or a time period the user defines. This feature allows users to show tolerance and reduce the error rate in plan estimates. In addition, in the scheduling of the created plans, results that are closest to reality are acquired by using critical data such as order delivery time, production preparation/machinery/ labor times, purchase delivery time.

The module works perfectly in amount calculations. Many of the accepted industry standard order size determination methods are available in this module. In addition to linear methods such as Lot-for-lot, Fixed Quantity, Maximum Order Level, advanced methods such as Economic Order Quantity, Minimum Unit Cost, Minimum Total Cost and Part Period Balancing are used to determine order size. In addition, safety inventory and re-order point can be defined for the appropriate category of materials and minimum inventory management can be provided.

Flexible Planning

The Material Requirements Planning module allows the use of similar materials interchangeably. Thus, companies can consider a group of materials instead of a single material to meet their needs. This helps to reduce the extra purchase-production activities and promotes savings in enterprises. The choice between the materials defined as one other's alternatives on the system is made by taking the actual stock levels into account. Companies can manage the choice of the ideal alternative material according to the determined priority levels through the system.

Future-Focused

The module provides different statistical forecasting models to plan the changes in needs in the future. For example, a demand estimate can be generated based on the sales figures of the relevant company. This estimation helps decision makers to better predict future developments and needs and to follow plans accordingly. In order to determine estimated demand amounts, advanced statistical methods such as linear regression analysis, seasonal indexing can be used as well as simple methods such as arithmetic mean. In addition, algorithms identifying and correcting errors in the data set that are the source of the demand forecast allow users to predict the future most closely in reality.

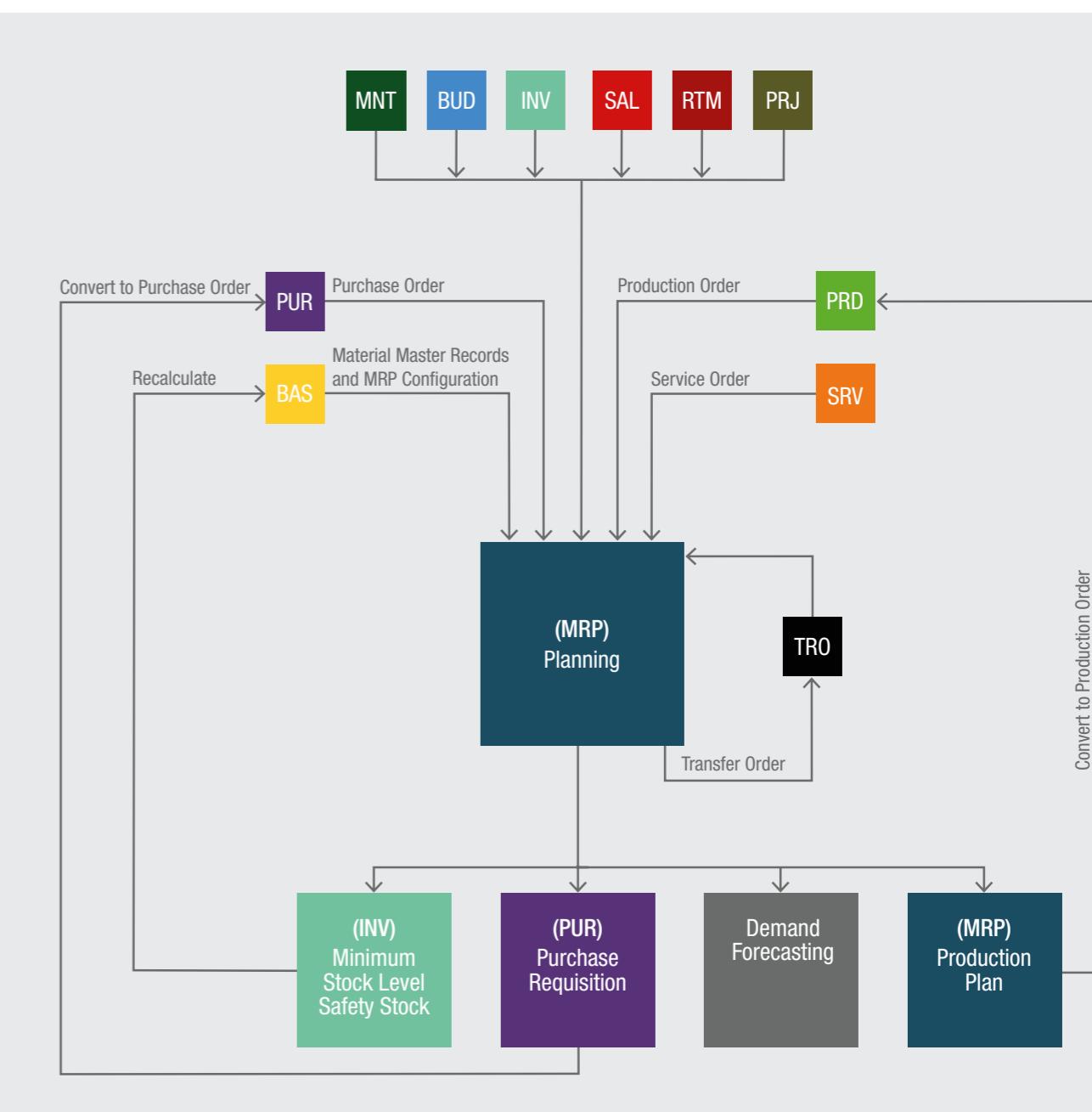
Integration

Material Requirements Planning module is fully integrated with the modules related to the materials, especially Base Data Management, Bill of Materials Management, Routing Management, Sales Management, Budget Management, Inventory Management, Production Management, Purchase Management and Transfer Management modules. Modules included in the integration

provide instant data on all expected receipt and issue for planning. This keeps the system always up to date. Through the Net Exchange System, if any of the integration modules has a material change, the module automatically saves the information and re-plans the related material. With the help of collective planning applications, these materials and related materials are re-planned, and the plan status is updated to be a new current one. In addition, the system allows users to automatically run batch scheduling applications periodically.

Purchasing requests and production plans created by the Material Requirements Planning module are converted into real docu-

ments (purchase order and production order) through Production Management, Purchase Management and Transfer Management modules. Thus, the plans on the system are put into operation. In addition, this module monitors finalized documents and allows users to instantly view future stock status.



Features OVERVIEW

- // Live material stock status
- // Determination of definite and actual procurement dates
- // Time parameters
- // Lot size optimization methods
 - Lot-for-Lot
 - Fixed quantity
 - Maximum order level
 - Economical order size
 - Part period balanced
- // Planning policies
 - Versatile planning configuration
 - Parallel planning and simulation
- // Predict material movements between different facilities
- // Keeping material plans up to date with net change system
- // Planning for customer-based special order
- // Use of alternative materials and material handling groups
- // Realization of the created plans
- // Rough Capacity Planning
- // Matching of supply and demand documents
 - Updating of match records as the documents are realized
- // Demand forecasting
 - Determining the appropriate demand estimation model
 - Prediction with multiple methods
 - Product and product family based demand forecast
 - Automatic detection and correction of missing or incorrect data
 - Ability to share forecast results with customers or vendors

“

Advice from our **EXPERTS**

„The material requirements planning of an ERP system is responsible for replenishment (orders, production orders, inventories, etc.) within order processing. Modern material resource planning, however, does more. Creation of demand forecasting and simulations, demand matching and support of make-or-buy decisions and regulation of alternative options are just a few topics that are covered in the Material Requirements Planning module from caniasERP.“

Material Management

Warehouse MANAGEMENT

WMS

Warehouse Management (WMS) with caniasERP

The Warehouse Management (WMS) module saves companies time by automatically managing warehouse movements. With this module, which helps the user to process all material movements, companies can see an overview of all warehouse locations and warehouse locations. This makes it possible to automatically calculate the ideal source location and the most suitable target location. In case of irregular (chaotic) storage, regular structures can be created with system components; Company-specific requirements can be taken into consideration, and the time is saved when the goods enter the warehouse / withdraw from the warehouse. The integration of the module with the other modules in the system enables more efficient logistics workflows.

Order in Disorganized Warehouses

All warehouses owned by the enterprises are created in detail in the module. The user

knows precisely which materials are present in which warehouse/stock place and in what quantity. The module helps the user to make the most efficient use of all warehouse/stock

places addresses and to manage material stocks in multiple warehouses/stock places.

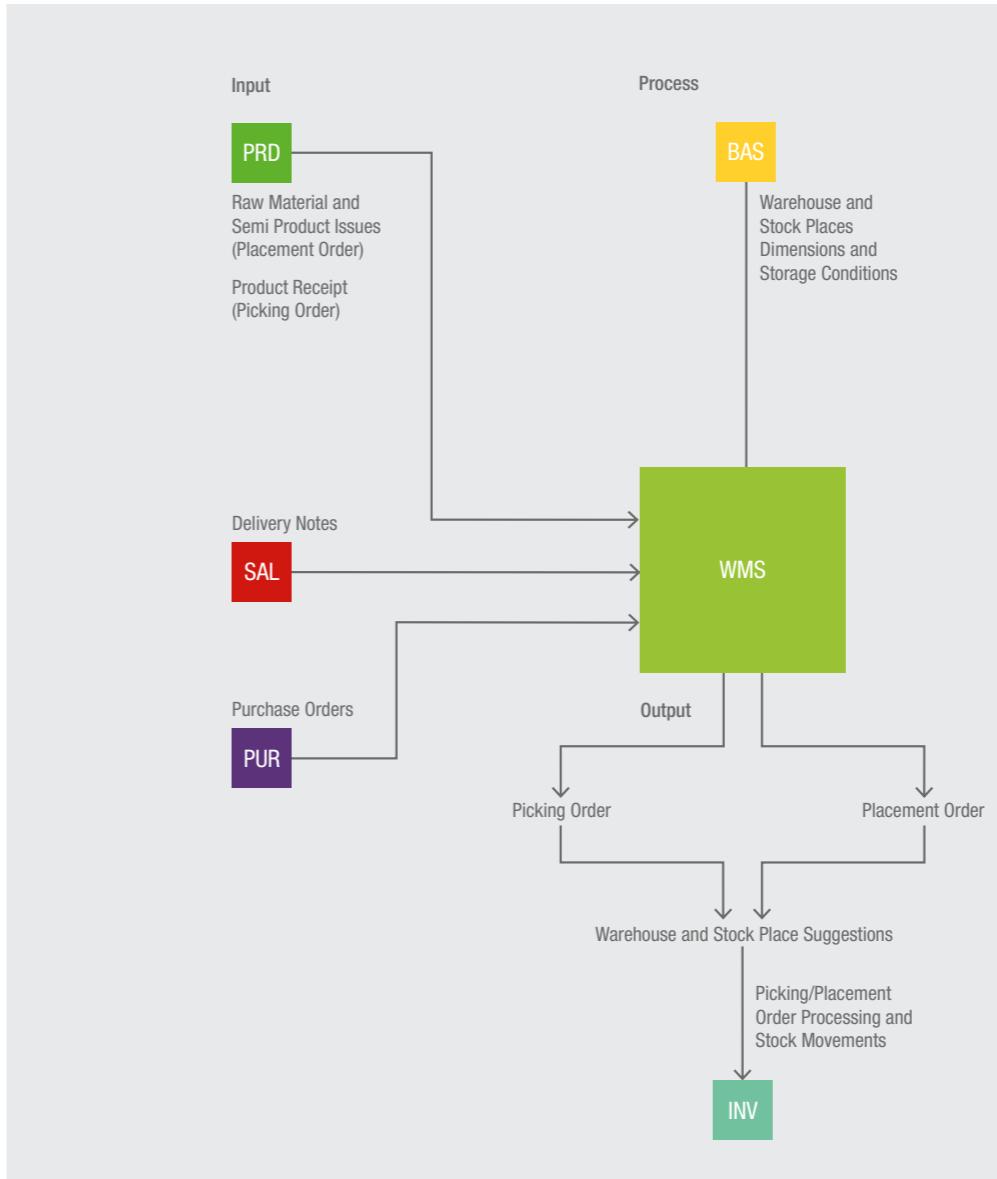
Initialization of Stock Movements

Physical stock movements in warehouses can be triggered by a document from another module in the system. The following processes can be done practically: Delivery of goods after a purchase order through the Purchase Management module (Goods receipt), delivery for a delivery note created in the Sales Management module (Goods issue), delivery of the materials required for a production order created in the Production Management module to the production supply area (Good transfer) or placing goods in the warehouse in accordance with a production order (Goods receipt).

During the processing of warehouse orders, warehouse management information such as dimensions, weights, warehouse groups and condition groups in the Base Data Management module are used. The Inventory Management module also provides an infrastructure for known routine work on the Warehouse Management module.

Automatic Warehouse Orders

The automation implemented in the module, in combination with the Production Management module, provide significant advantages for companies in facilitating production workflows. When a business transaction is performed, the relevant processes are activated in the Warehouse Management module. Goods receipts that follow a purchase order are first registered in the warehouse/stock place defined as the collection area.



Here, the Warehouse Management module automatically generates a placement order to store the goods in a final warehouse/stock place. Thus, the goods delivered by the suppliers or manufactured within the company are guaranteed to be placed quickly and easily in the warehouse.

In the module, when customer orders are processed, and delivery notes are recorded, automatic collection orders can be created, and the goods can be moved out of the warehouse and moved to a collection area. Similarly, the collection orders initiated and the raw materials to be used in production are guaranteed to be in the right place at the right time. The system also creates a list of recommendations based on the created placement/collection orders. This list contains a user-configurable sequence for the appropriate warehouse / stock place addresses.

Processing With Comprehensive Measurements

The system recommends warehouses/stock places for goods receipt and issue. Based on the criteria recorded specifically for the orders, the most suitable alternatives, with the most ideal for the storage location to be managed first, are listed. The decision on which of the suggestions on the list will be applied is at the discretion of the responsible warehouse manager. The criteria can be customized and will usually relate to the following topics:

// Distance (Shortest distance)

// Empty/full storage location preference for entry to or from the warehouse

// Only one product allowance for each warehouse location

// FIFO principle or similar methods

// Customizations for prioritizing warehouse spaces (Configurable by the users)

In addition, warehouse related condition groups such as ‚Cold Storage‘, ‚Hazardous Substance Storage‘ or ‚Small Parts Storage‘ can be created on the module. Thus, all requirements for the proper storage of special materials are fulfilled. If a collection/placement proposal is to be applied in the list, the physical goods movement is carried out by

the warehouse employee and the operation is notified to the system. The notification process can be done via a fixed computer workstation or via a mobile device.

Mobile Use

With the help of the Mobile Warehouse Management application and using mobile data entry devices (MDE), collection and placement orders can be processed independently, and the stock movements can be recorded. This data is transferred to the Inventory Management module and Warehouse Management module in real time. This feature greatly contributes to the consistency of the system. The use of barcode readers allows remote control of delivery note or purchase order numbers and allows recording of goods issue/receipt or material stock transfer. Here, the data contained in the respective barcode can be easily configured by the user. With a direct connection to the system, the status of the collection process is continuously monitored, and the available stock can be viewed whenever desired. Thus, an instant view of deliverability can be accessed. Through this solution, the user can always be active in the warehouse and can manage goods movements in a very easy way.

Integration

The Warehouse Management module is fully integrated into the system. Therefore, all data related to warehouse management is always kept up to date. Through integration with modules such as Purchase Management, Sales Management, Production Management, all physical goods movements and their associated processes are automatically initiated and processed using the information stored in the Base Data Management module. The results of the collection or placement operations are tracked through the Inventory Management module. In addition, the integrated capacity control in the module guarantees the most efficient use of all storage locations.

The module also provides information on the movement of goods, such as the upcoming sales order, the production order to be completed, and the delivery order to be completed and optimizes efficiency in the warehouse.

Features OVERVIEW

- // The ability to observe all of the orders at any time through the receipts to the warehouse, issues from the warehouse, and transfers.
- // Storage condition (e.g. cold storage) definitions for warehouse management
- // Recommendations for warehouse addresses based on saved customizable criteria
- // Works with mobile devices
- // Capacity limitations (volume, weight, unit) consideration
- // Warehouse capacity optimization (Preventing waste at warehouse addresses)
- // Strong integration with the Inventory Management module
- // Detailed authorization and approval mechanism

“

Customer EXPERIENCE

DSL DISPLAY SERVICE LOGISTICS AG
LAUSEN AND LÄUFELFINGEN (SWISS)

“With caniasERP we have sales, purchasing and production processes as well as extensive functionality for warehouse management bundled into a unified solution, removing the need for our previous IT applications. In our daily business, the storage and retrieval of different products for customized packaging have to work just as smoothly as the packing and shipping of goods. Therefore, the EDI interfaces in our ERP software provides for close logistical networking between our external partners. Thanks to the Warehouse Management System module from caniasERP, various storage locations and sites can now be managed efficiently. For example, the internal storage process is automatically triggered and executed upon arrival of goods ordered, and the assigning of goods to an appropriate storage area also takes place with complete ERP support. Furthermore, caniasERP WMS also supports all desired storage operator variants as well as the recording of material movements using bar code scanners. This leads to significant relief and time-saving in everyday work and increases the overall capacity and productivity of the warehouse. With the introduction of the new complete solution, we were able to collectively increase our process transparency as well as quality and delivery reliability and reduce our lead times and costs. Today, with caniasERP, we have a solution in use that we can highly recommend due to the impressive price-performance ratios.”

Material Management

Transfer MANAGEMENT

Transfer Management (TRO) with caniasERP

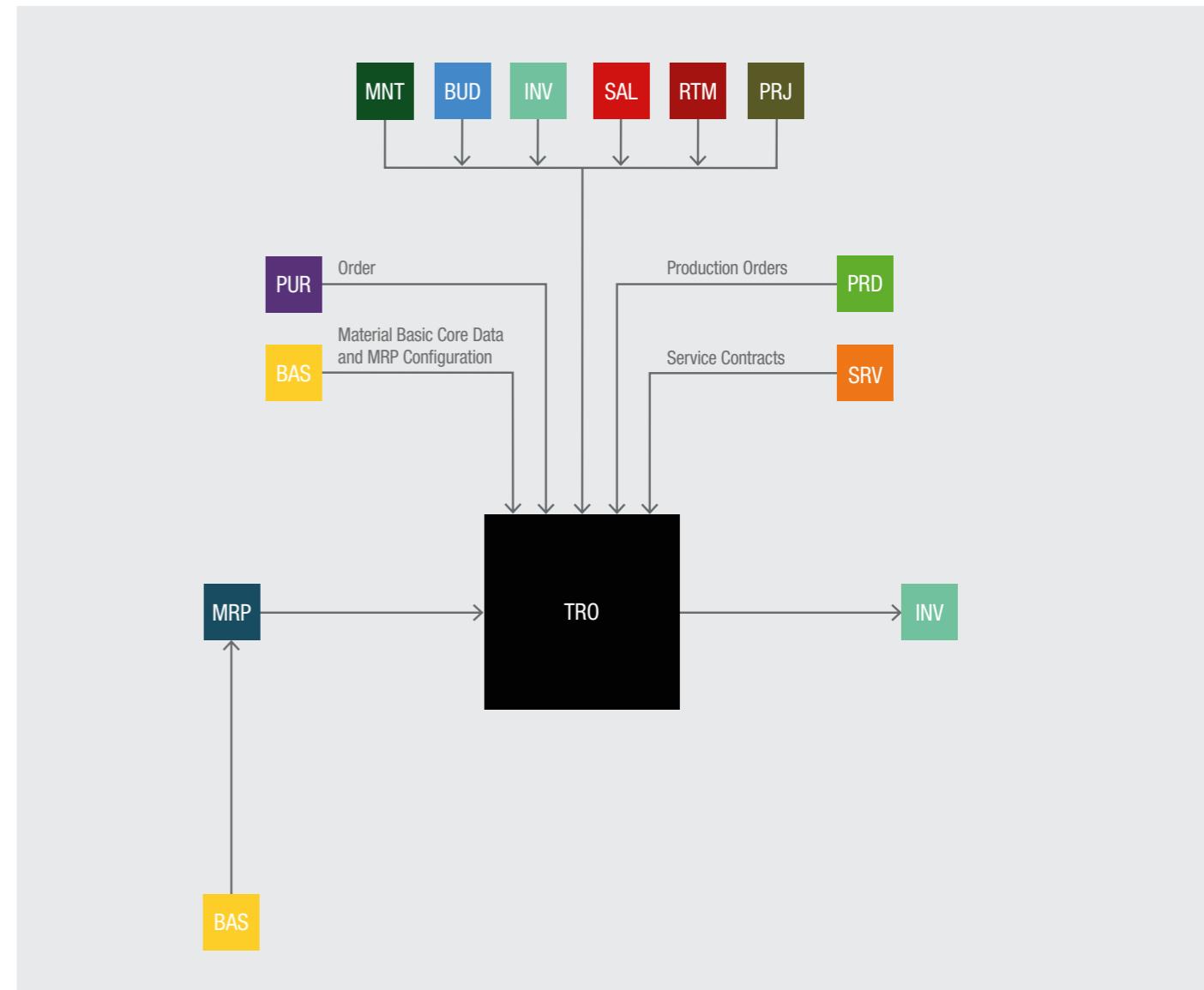
With caniasERP Transfer Management (TRO) module, the warehouse/stores can determine the material requirements, make inventory planning, request material from other warehouses and track the orders. Use of Transfer Management module and the transfer method instead of the production for the warehouses/stores' material needs provides the enterprises with the opportunity to use their time, space and financial resources efficiently. This module identifies the needs of the warehouses and sets out the statistics of the orders given from the warehouse in the previous years. Thus, average stock consumption time can be calculated. Considering the order quantity and delivery times, the system recommends the amount of material needed. Warehouses can request material transfer based on these needs.

Flexible Distribution

With the Transfer Management module, transfer requests of different warehouses

can be managed from a single center. Inventory management efficiency is essential here. The center evaluates all requests. One of the flexible distribution methods is selected to

meet these demands, which can be "According to Demands", "Equal (Distribution)", "According to Demands Ratio."



Fast Distribution

It is possible to see the material requirements of the production orders in the system on the fast distribution screen. The system automatically calculates the quantity of materials required and the amount of stocks in different warehouses and enables the planning of the distribution of the materials required for production. By using this distribution structure, the materials required for production can be supplied from more than one warehouse, as well as from a single warehouse. The transfer is carried out in accordance with these requests and orders. The automatic completion of all these processes prevents the loss of time which will interfere with production.

Integration

In the Transfer Management module, inventory movements are realized through integration with the Inventory Management module. This allows current stock information to be accessed.

In addition, transfer requests and orders are included in the planning in the Material Requirements Planning module. With the Sales Management module integration, the previous years' sales data can be analyzed, and the material needs of the warehouse/stores can be calculated. With the integration of the Production Management module, transfer requests can be opened for the materials to be used in production.

Features OVERVIEW

- // A two-stage process consisting of request and order
- // Detailed authorization and approval mechanism
- // Flexible distribution techniques (According to Demands, Equal Distribution, According to Demands Ratio)
- // Specifying delivery time
- // Virtual warehouse feature
- // Determining the material need by taking into consideration the previous period sales
- // Transferring the necessary materials for production from one warehouse to another for fast delivery requests and orders
- // Material transfer tracking

“

Advice from our **EXPERTS**

„In the Transfer Management module, inventory movements are realized through integration with the Inventory Management module. This allows current stock information to be accessed.

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Purchasing MANAGEMENT

Purchasing Management

Purchasing MANAGEMENT

Purchasing Management (PUR) with caniasERP

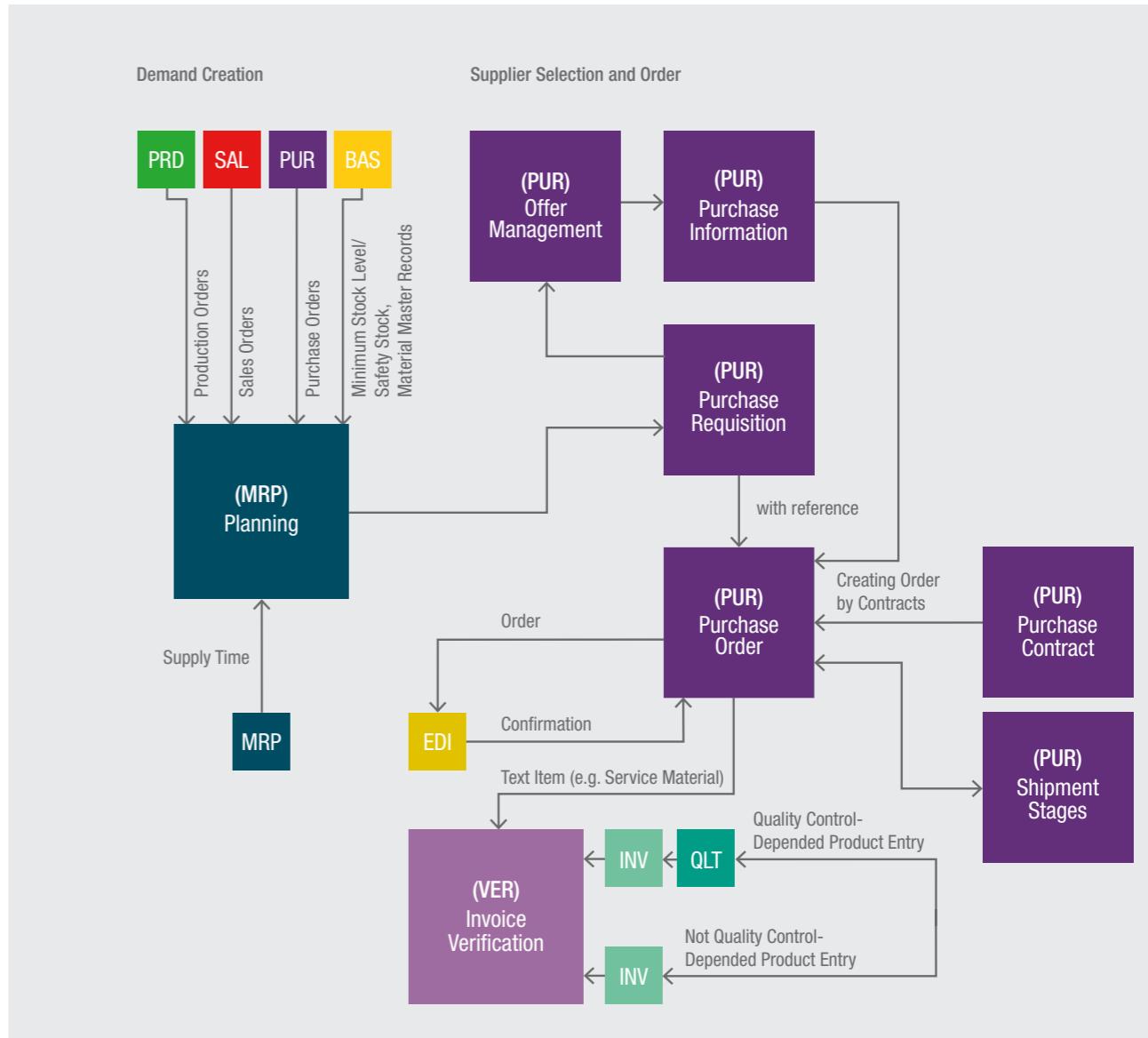
caniasERP Purchase Management (PUR) module covers all kind of transactions needed for a company's purchase process. Users can open purchase requests for needed materials or services, request quotes from vendors, save price information from their vendors to the system and create agreement documents with their vendors where necessary through this module. Purchase order documents and reports can also be prepared for these materials or services. Similarly, shipments for oversea purchases can be tracked, and inventory, delivery, invoice and vendor analysis related to purchase orders can be performed.

Purchase Recommendations

Purchase Management module has a structure integrated to the other modules in the system. With the Material Requirements Planning module, a purchase request can be created with the most suitable order time and

amount. In this process, parameters such as delivery times, time of purchase and purchase of goods as well as a deadline based on needs are taken into consideration. Changes can be made to the resulting purchase requests, if desired, before creating the order. In addition, high priority requests can be defined

over the system according to the purchase time and other parameters. Then, these purchase requests resulting from Material Requirements Planning can be converted to purchase orders through the application and the purchase process can be initiated.



Transparent Vendor Information

In every order, vendor with the most suitable cost should be decided by taking the dealines into account. The module lists the options that benefit the buyer by directly comparing the purchase information available in the system. In doing so, the module incorporates data such as delivery times, surcharges, discounts, scale prices, delivery and shipping conditions, based on contracts and purchase offers. In this way, purchase orders can be created in line with different criteria such as the lowest price or the shortest delivery time.

Traceability and Efficiency

In the Purchase Management module, it is possible to associate purchase requests with various information such as accounts, customers, projects, production orders, fixture information or cost centers. This association, which is established in the purchase request, is transferred to the order document when the request is converted into the order. In addition, a one-to-one connection can be established for multiple projects, production orders, fixtures or cost centers if desired. Users can also manage transportation stages with this module. Many comprehensive functions from a simple order confirmation to the location tracking of the transportation stages of the order are offered in this module. In addition, the Purchase Management module creates a purchase request or purchase order for a material with Material Recommendations application, and it recommends the other materials to be purchased together with the material. Thus, companies can realize a more efficient and advantageous purchasing process.

All the Little Details About Purchase

In addition to the purchase of the materials with inventory receipts, the purchase of the maintenances and services without inventory receipts can be initiated, and the procurement processes can be managed in this module. In addition, the procurement process of materials supplied externally for production can be operated with the external operations concept. The dynamic printing feature in the Purchase Management module allows the users to define various dynamic printing conditions based on document type or vendor. Users can print documents with any of these

defined conditions. Thus, a document can be converted into a printout in different ways.

In this module, purchase items can be allocated to other transactions in the system with reservation and other transactions in the system can be made available for external subparts. A bid can be opened for specific materials on the module; In the opened bids, the vendors can be asked questions to determine the most suitable vendor for the procurement process. After the returned responses are processed into the system, the vendor that won can be determined. Features such as additional fees and discounts at document and item level, creation of different invoices and buyers, and integration into the Document Management module are among the advantages of the module.

Features OVERVIEW

Process Management

In an environment where the competition and cost pressures on the companies constantly increase, the Purchase Management module systematically enables more effective vendor management, accelerate the processes and achieve more economic results. The module, fully integrated to the system, takes all the parameters into account that are important for procurement throughout the process and contributes to increasing savings as well as transparency.

Integration

The Purchase Management module works in an integrated manner with many modules in the system to ensure an effective purchase process. With the Inventory Management module integration, receipt of purchased materials into the inventory takes place directly with the purchase document. The stock receipt status of the order can be tracked through purchase applications. Integration with the Invoice Verification module allows order documents to be matched to invoices and the invoice receipt status of the order to be monitored.

Automated purchase requests can be created for materials with critical stock with Material Requirement Planning module integration. Integration with the Production Management module enables external purchases. Integrated with the Sales Management module, this module can create an automatic purcha-

se request or purchase order for the Buy and Sell orders. Integration with the Budget Management module helps to easily check if there is sufficient budget when creating a purchase requisition or purchase order. With the integration of the Import Management module, the purchase orders can be added directly to the declarations and the foreign purchasing operations can be carried out in an integrated manner with this module.



Advice from our **EXPERTS**

„Cross-industry market changes require new business models. Process-oriented changes automatically bring with them a change to purchasing structures: Companies may, for example, form purchasing groups or merge company purchases into a central procurement.

The ability to combine the necessary requirements, quickly draw price comparisons and sustainably optimize the supply chain are great advantages of using caniasERP Purchase module.“

Purchasing Management

Invoice VERIFICATION

Invoice Verification (VER) with caniasERP

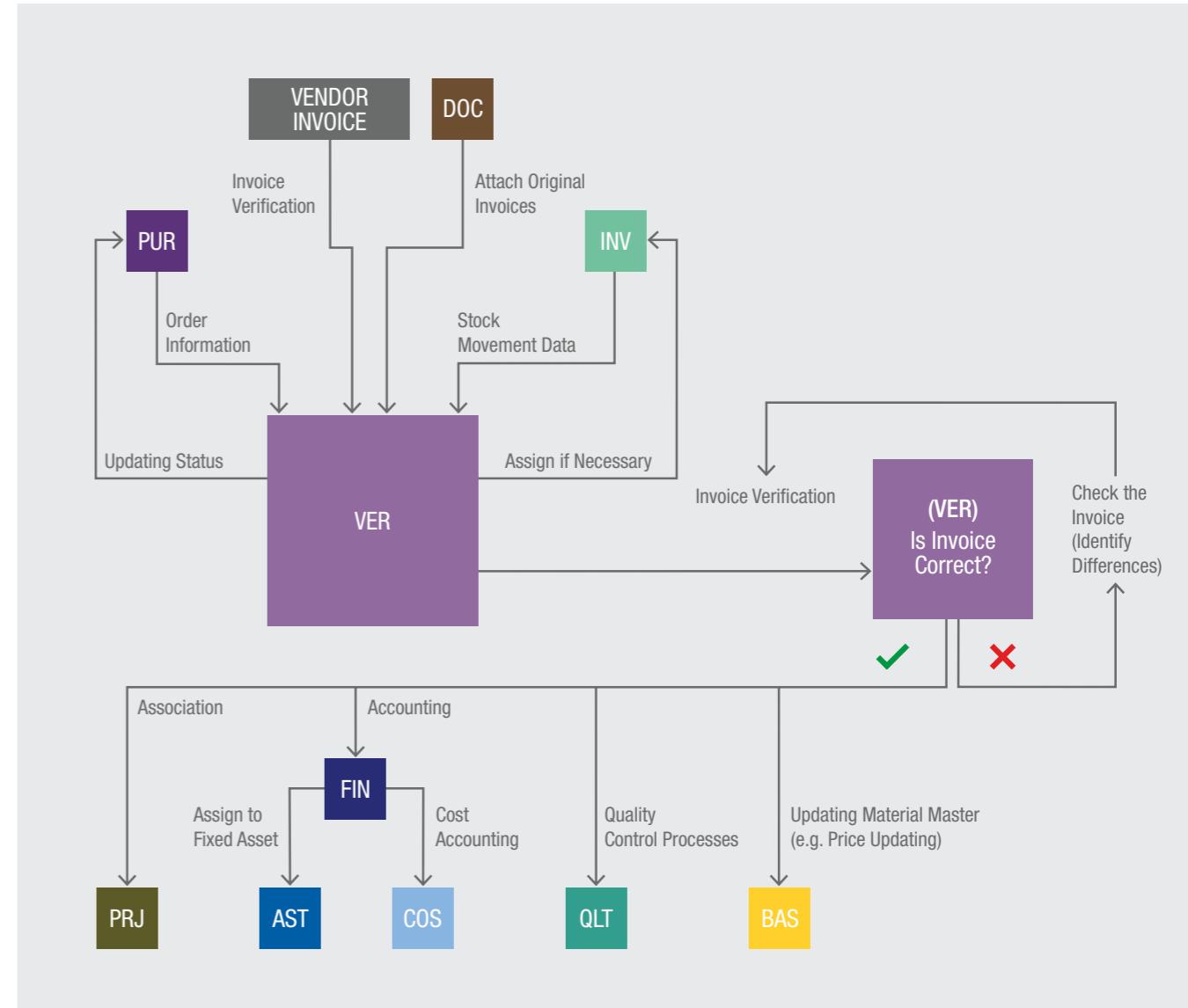
caniasERP Invoice Verification (VER) module is used to verify the accuracy of invoices for materials or services that have been subject to a purchase transaction. Incoming voices are saved in the system through this module. In addition, return, difference, cost, service and exchange rate invoices can be created in this module. The Invoice Verification module ensures that the information on invoices is transferred to the Financial Accounting module for consistency in information on purchase orders and inventory transactions. The price comparison of invoices, price difference control and purchasing statistics can be analyzed through various reports within the module.

Invoice Verification Integrated to the Foundation of Orders

When a purchase process is initiated, a purchase order is created in the Purchase Management module and the goods

receipt is saved in the Inventory Management module. A reference should be made to these purchase documents in order to carry out the integrated invoice verification. In Invoice Verification module, users can easily search the purchase

order or goods receipt using the relevant criteria such as vendor number, purchase order number and date. Here, the prices from purchase orders and quantities from goods receipts (and, if applicable, with refund correction) can be found.



Whether the current invoice is correct in terms of quantity, price and conditions is automatically checked on the system. Value invoices for purchase orders without inventory receipt can also be generated and their quantities can be checked.

If inconsistencies are identified during invoice verification, the reason for the inconsistency should be clarified and, if necessary, the invoice should be reorganized. Such invoices with deviations are 'suspended' in the system just like pre-registered but not yet completed invoice verification documents and their transfer to Financial Accounting module is blocked. When the differences are sorted, these invoices can be registered and transferred to the relevant modules. This can be done manually or automatically in bulk for each document. e-Invoice and e-Archive return documents can be created via the application as well. Incoming e-Invoice and e-Archive documents can be automatically saved into the system and invoice verification can be done for them too.

Manual Invoice Verification

In the Invoice Verification module, invoices for certain types of costs can also be saved manually without any order reference. For this, the data in the invoice must be entered manually in the system. Data such as financial accounting account and cost center are saved in the invoice item while information such as document date and payment terms are stored in the invoice header. Verification of manually saved invoices is carried out in a similar way to invoice verification based on order.

Return and Cost Invoices

If the goods delivered are returned to the vendors in full or in part, a return invoice may be generated with reference to the order invoice. Additional costs, such as transport and packaging, can be directly assigned to the relevant invoice items or distributed in proportion to the value or amount of the items.

Evaluations

All information in the module can be used for price development, price comparison and price analysis.

Integration

One of the biggest advantages of the caniasERP system is its high level of integration. Successful integration allows the Invoice Verification module to easily access data from modules such as Purchase Management and Inventory Management.

With the registration of the incoming invoice, the vendor account in the Financial Accounting module creates an open item and the vendor account is credited. With this module, users can associate invoice items with any project, account number, cost center, fixed asset number (fixture), customer, production order or sales order. When the users perform the association process with a fixed asset number, the valuation calculations are directly assigned to the related fixed asset and the invoice is transferred to the Asset Management module after the accounting process. Likewise, if users perform the association operation with a cost account number, the invoice is transferred to the Cost Center Accounting module.

Features OVERVIEW

- // Invoices linked to order or goods receipt
- // Manual invoices
- // Value and amount based invoices
- // Cost invoices
- // Contract process invoices
- // Difference and return invoices
- // Partial invoices, batch invoices and invoices in foreign currency
- // Automatic comparison between purchase price and invoice price, and automatic comparison between the quantity of goods receipt and the amount of invoice
- // Accounting suspension for invoices until fully processed
- // Easily transfer invoice data to the Financial Accounting module (Manual or automatically and in bulk)
- // Associating with cost centers and cost units
- // Distributing additional costs
- // Cost update in the material card
- // Dynamic printing
- // e-Invoice, e-Archive integration

“

Advice from our **EXPERTS**

„In modern enterprises, the classical invoice receipt inspection goes far beyond what it used to be. Today, it is not enough to just be able to collect the delivery costs, you have to be able to assign various measured distribution keys, such as weight or other amounts, to different document lines. At the same time, demands are growing for forecast and cash flow management. To address this, verification from caniasERP offers numerous functionalities and helps companies to adapt to new requirements.“

Purchasing Management

IMP

Import MANAGEMENT

Import Management (IMP) with caniasERP

With caniasERP Import Management (IMP) module, operational and document-based tracking of all import transactions can be done. This module is especially important for the companies that carry out foreign trade transactions within their own. With the Import Management module, which is integrated into all purchase and invoice verification processes on the system, companies can: manage import declarations, track Harmonized Code, calculate FOB according to the way of delivery of imports, total overseas cost in customs procedures, customs tax, customs duty and VAT in advance.

The foreign exchange closing of the import documents can also be done with this module. In addition, companies can easily manage import payment transactions and easily transfer these payments to the Financial Accounting module for accounting transactions through this module.

Additional Cost Calculations

With the Import Management module, users can define the shipping, insurance, customs, packaging and extra cost information and add these costs to the declaration amount. Users can also view other planned costs in the purchase documents through successful integration of the module with the Purchase Management module.

Invoice Tracking

With this module, users can view the actual goods invoices and cost invoices associated with the relevant document within the import document. In addition, the module can optionally display the invoice in detail based on the item or based on invoice. If the invoice matches an import document in the Invoice Verification module, it is displayed as Related Invoice Item. If the invoice does not match an import document in the Invoice Verification module, it will be displayed as Invoice Item.

Stage Tracking Feature

With the stage tracking feature in the module, users can monitor the stage of the products in the import process. (e.g. in transit, customs, warehouse, etc.) In addition, information on the loading station, the estimated time of arrival from the counter customs, the estimated time of arrival to the customs and the delivery date to the carrier can also be viewed via the feature. Meanwhile, records such as Material Stage Statistics and Order Item Statistics can be kept as well. With the loading types check table, a separate formula can be defined for each loading type in the system. Thus, the total amount of the documents can be

calculated based on the formula given for the selected loading type.

Estimated Customs Tax

The Import Management module allows import items to be grouped based on the Harmonized Codes. In this way, the predicted total can be calculated by multiplying the estimated weights of the grouped items and the surveillance taxes. These values, which are compared with the total of the items, are associated with extra domestic and foreign expenses and the amount of customs duty to be paid is calculated and presented to the user.

Import Payments

Import payment transactions are carried out on based on declarations in the module. Payment transactions can be made in each currency with the relevant exchange rate. Bank and bank cost information, commission, cost and discount information, if any, can be entered during payment. It is also possible to perform accounting for payments through the module.

Integration

The Import Management module works integrated with the Purchasing Management module. The import document is created by copying the purchase items. During this copying process, the consistency of the data in the import certificate and purchase certificate can be checked with the support document types of import documents.

Import Management is also integrated with the Invoice Control module. When calculating

the import declaration amount, invoices for orders associated with the declaration are taken into account in the Invoice Verification module. The payment transactions of the declarations created in the Import Management module are transferred to the Financial Accounting module and their accuracy is confirmed there. Thanks to the integration of the module with the Document Management module, users can add the necessary files for import documents, view, modify or download them later. This module is also integrated with the Export Management module. Export returns are processed in the Import Management module and import returns are processed in the Export Management module.

Features OVERVIEW

- // Declaration management
- // Associate declarations with letters of credit
- // Company-specific calculation of declarations
- // Customs documents
- // Harmonized Code tracking
- // Stage tracking
- // Stage statistics
- // File cost analysis
- // Additional cost calculations
- // Invoice tracking
- // Import document flow report
- // External billing
- // Letter of credit management
- // Add-on management
- // Bank information
- // Foreign exchange
- // Estimated total customs duty calculation
- // Import expense report
- // Expenditure monitoring
- // Import incentive report

Production MANAGEMENT

Production Management

PRD

Production MANAGEMENT

Production Management (PRD) with caniasERP

caniasERP - Production Management (PRD) module contributes to the optimization of all production processes of enterprises with its adaptability. This module, which allows single-level or multi-level production, enables the production plans created by the Material Requirements Planning module to be converted into production orders and managed. The Production Management module, which can be integrated into the entire system flawlessly, ensures a successful data flow. Therefore, companies can realize a transparent, consistent, reliable and efficient production process. The production orders generated on the module include all the requirement information for the production, such as the quantity of the product to be produced, the variant, the BOM components and the route operations. During the creation of a production order, the missing material analysis is performed automatically. This module employs forward or backward scheduling, and it allows the operations to be given a new deadline accordingly with the help of detailed planning types. It is also possible to acquire information on resources and the use of resources. Another feature is to make 'Planned' and 'Actualized' comparisons for production levels, input quantities and production quantities in this module.

The process of the Production Management module is shown on the following page schematically on the graph.

Production Order Features and Management

In the Production Management module, it is possible to perform single-level or multilevel production (that includes semi-products needed for product and production). This module allows the production of similar products to be managed with a single production order, or it can be used for disassembly production. The production plans created by the Material Requirements Planning module are not considered as production order. The plans created in the Material Requirements Planning module can be converted into production orders with the 'Convert from Plan to Production Order' feature in order to initiate them as production orders. The module can automatically convert the production plan containing the required quantities of the relevant material into the production order when needed.

During plan conversion, the values suggested by Material Requirements Planning can be used for routing purposes as well. During the creation of a production order, missing material analysis is performed automatically. In this analysis, whether the required components are present or not can be checked. The relevant parts can be automatically reserved for the required date so that a proper material flow is ensured.

It is also possible to create external processes in the module. Production orders can be monitored continuously by defining external operations. The materials that will be used during the operation can be transferred from company stock to the vendor that will perform the external operation, and the External Products resulting from the operation can be taken into inventory. These features make it easy to track the parts or the product.

Operation Planning

The integration of the Production Management module with the Capacity Management module enables the most optimal resource planning for the relevant production order. With the help of the detailed planning types, the operations can be scheduled forward, backward or from any stage and their deadlines can be recalculated accordingly. In addition, the module provides information on resources, use of resources and BOMs. Thus, all operational data included in the relevant production processes are taken into account in the Production Management module's planning.

Similar operations can be planned and approved together with the Operation Combination method in cases where common resources of the enterprise are used for similar operations. This feature saves time and cost by maximizing the occupancy rates of the machines in the enterprise. In addition, a prediction for the production process can be generated through

the real-time monitoring of the module, if desired. Important documents for the production process such as Material Consumption Report or Production Order Report can be generated via this module.

Production Confirmations

After an operation is partially or fully completed, an amount of confirmation same as the completed amount should be given. Through the integration with the Quality Management module, the quality control process can be initiated before, during, or after the confirmation in accordance with the assigned test plan. Production Confirmation screens can be customized for any user. There are three different confirmation methods in the module: 'Normal', 'Simple' and 'Quick' Production Confirmation. They are named in line with the details required during confirmation.

Automatic inventory consumption of the components used during production can be made through different methods. If all operations related to the material to be produced again are confirmed, automatic inventory receipt can be performed for the product. In addition, confirmations and inventory movements can also be recorded with barcodes or manual entries. Thus, all the components produced can be monitored completely.

Analysis and Evaluations

In this module, various analyses to determine and evaluate the optimization potentials in production are presented to the user. These analyses allow the user to evaluate different topics, such as work centers or cost centers based on various criteria. It is also possible to make 'Planned' and 'Actualized' comparisons for production levels, input quantities and production quantities in this module.

In the Production Management module, semi-product WIP (Work-in-Process) analysis is also provided to calculate the value of the components currently in production. In addition, re-processing and scrap analysis are also available in the module. Thus, the production BOMs and routes, that differ from their main

BOMs and routes, can be compared with their originals. The tool management feature in the module provides a source simulation to identify the resources used during the operation, as well as to determine the optimization potentials.

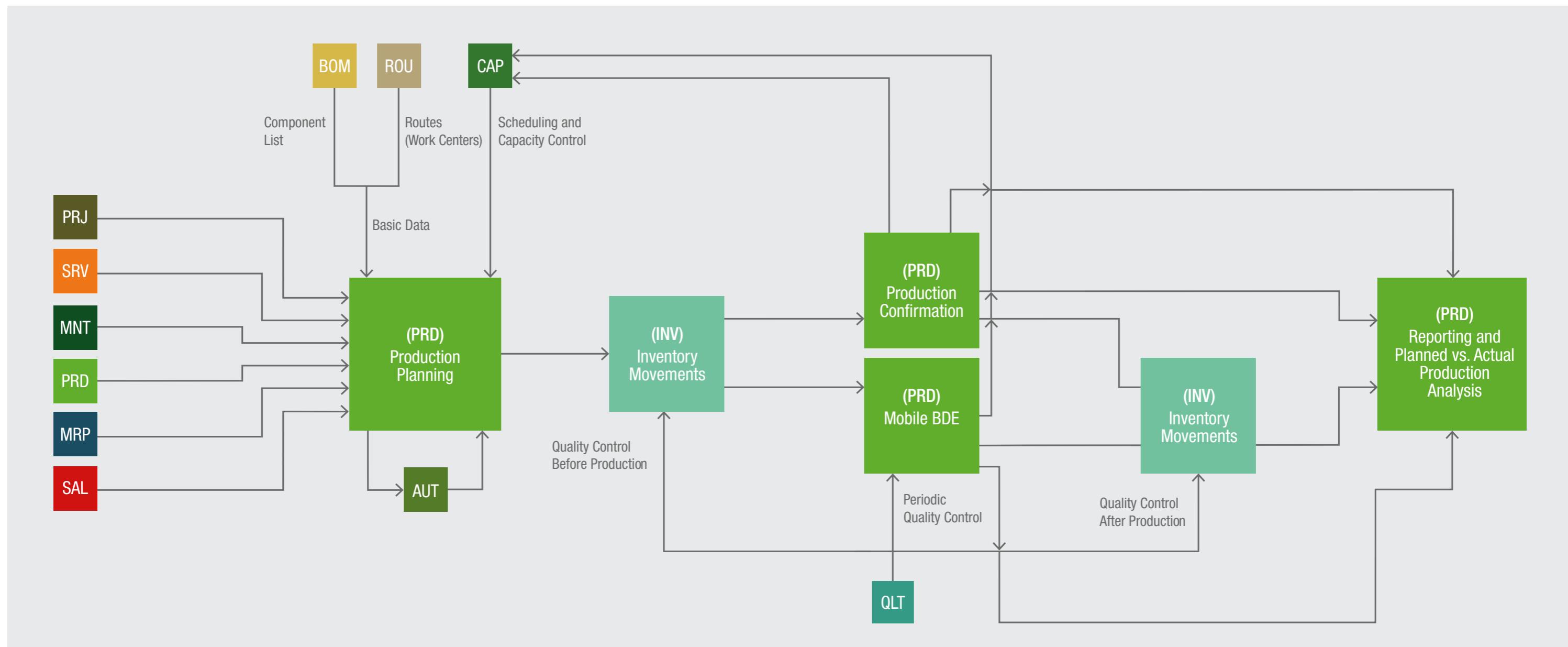
Integration

Through its integrated structure with the caniasERP system, the Production Management module can exchange information between other modules flawlessly. The module, which is fed data (whose data is fed) directly by the automation module, is also used as a data source for the Production Intelligence module.

This module has integration with modules such as Base Data Management, BOM Management, Route Management, Material Requirements Planning, Capacity Management, Sales Management, Project Management, Inventory Management, Warehouse Management, Transfer Management, Maintenance Management, Quality Management, Standard Cost Management, Production Cost Management and Cost Centers Accounting

Features OVERVIEW

- // Alternative Management
- // Variant management
- // Optimization of production processes
- // Usage with different production order types
- // Multi-level production
- // Operations Scheduling
- // External Operation Management
- // Operation grouping concept for similar operations
- // Instant stock tracking for materials to be used in production
- // Resource management
- // Inventory movements that can be managed according to needs
- // Diversity in operation approvals
- // Effective cost management
- // Detailed analysis and reporting



Production Management

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Customer **EXPERIENCE**

JEAN MÜLLER GMBH ELEKTROTECHNISCHE FABRIK
ELTVILLE AM RHEIN

The high demands of our customer-oriented solutions and internal processes are met through the support of the flexible and integrated business software caniasERP. Many of our employees working in production use the Production Planning and Scheduling module from caniasERP – including supervisors and workers. Through real-time feedback our inventory is always up to date and the integrated networking ensures streamlined and economic processes. Additionally, the flow of information to all those involved now happens much faster and easier. The “Mobile” division helps us every day through the use of barcode scanners during retrieval and transfer of stocks as well as picking and inventory.

Other highlights are the self-developed manufacturing cockpit and malfunction management in the system – they make it possible for us to have more transparency and efficient control. Also, we no longer want to go without the functionality of being able to freely create our own evaluations.”

CAP

Capacity **MANAGEMENT**

Capacity Management (CAP) with caniasERP

caniasERP – Capacity Management (CAP) module ensures that production orders within a certain period are given a deadline based on the resource constraints in production and are scheduled according to generally accepted methods. This module can be operated with different criterias depending on production order type and work center. Multiple planning results can be stored on the module and these results can be compared with previous plans. The performance of different strategies used in capacity planning can be compared through this feature.

There are multiple Scheduling Algorithms options supported by the Capacity Management module. Scheduling can be done by developing the most suitable algorithm for the needs of the enterprises. The extent to which scheduling, and optimization will be detailed is entirely left at the user's initiative. Different types of planning methods can be developed for different plants in the enterprise.

Visualization and Transparency

The Gantt chart in the module lists the capacity utilization of each work center based on the production order or work center and

graphically displays the relationship between them. With the drag-and-drop function, information such as the start time, duration and work center of operations can be managed directly. The graphical representation of

Critical Path, Late Operations, Missing Parts, and General Scheduling performance in

the module allows users to recognize possible errors early. In this way, rapid responses can be given to sudden developments in the chart and early intervention can be made.

Times and Activities

Production ranges can be displayed in the Capacity Management module. In this way, the period between the beginning of production and the end of the finishing process can be observed. Thanks to this data, different information such as production time, setup time and transportation time can be reached regarding the operation activities. Information on the rate of use of work centers, the rate of efficiency and operating times (start and end time, waiting time, setup time) are available in the system and can be used for production control.

Comprehensive and Need-Based Information

Confirmation information for each operation is transferred live to the Capacity Management module. Here, information about production orders, such as start and end times, waiting times, workflow times, and shipping times between work centers, as well as delays in operation can be displayed. Capacity planning can be done by taking into account either the schedule of the work center or the factory calendar. The calculation is based on detailed information on waiting times, exception days, or shift system. In addition, information about the production relations and scheduling rules can be accessed through the system. Thus, production orders can be monitored, activities can be compared, and different charts can be analyzed.

Analysis and Action

Another function of the module is the work center comparison analysis. All the work centers involved in a particular production process can be compared and optimized. For this analysis, the user is provided with a database of detailed information on each production order step. Various benchmarks can be used to compare relevant work centers, such as setup time, actual time spent working, and machine capacity. It is also possible to display the capacity utilization in the

module. This feature tells the user what resources are used and how much of the resources are used and consumed in the relevant production order. The Capacity Management module also provides data on staffing capacity, which employee to operate in which activity, staff capacity status, and other planning for non-evaluated capacities.

Customized Scheduling Algorithms

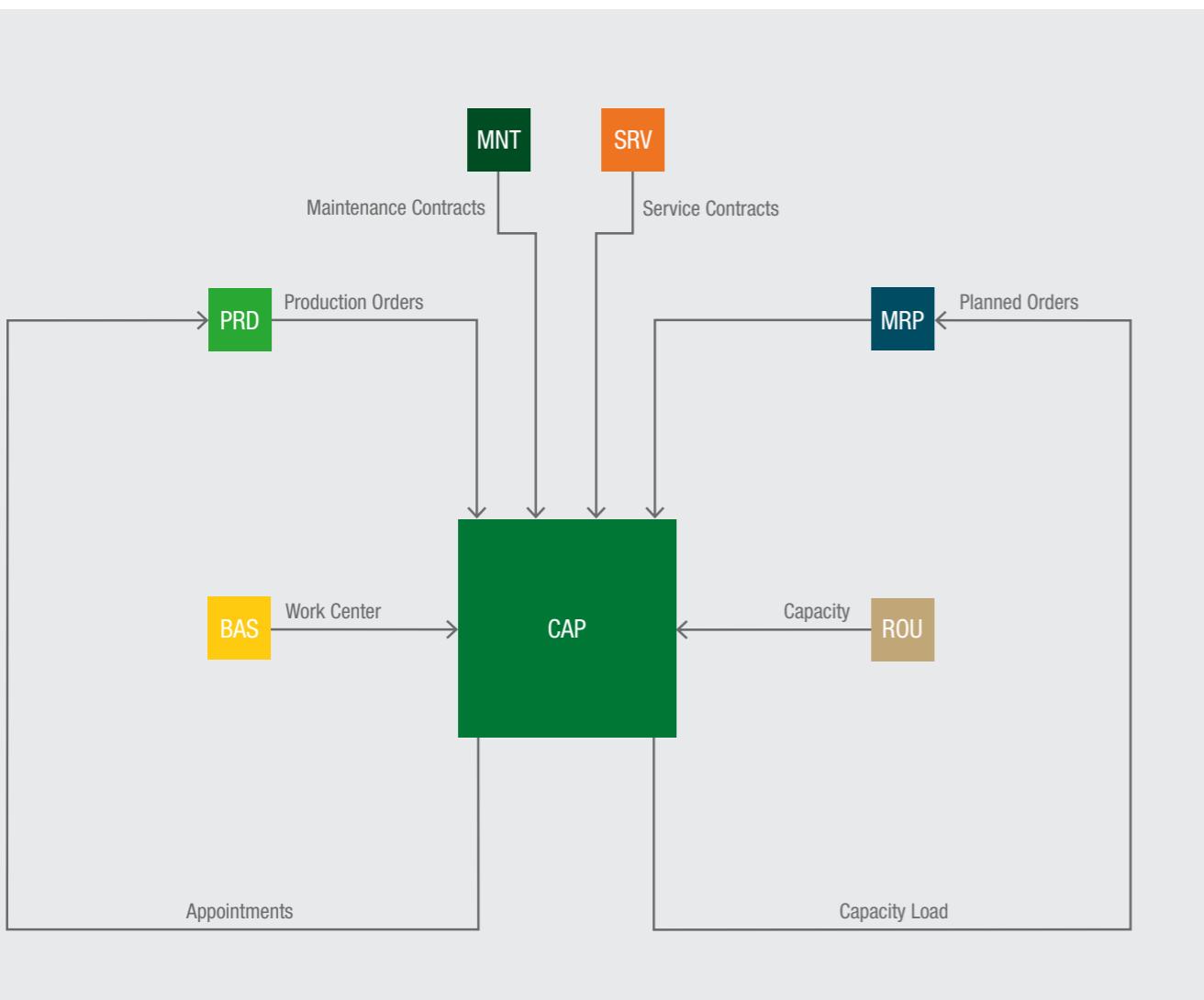
Enterprise-specific capacity rules and constraints can be defined in detail to obtain maximum performance from the Capacity Management module; In addition to performing an analysis of possible delays, it is also possible to optimize the setup times and organize the resources. On the other hand, priority rules can be defined on a plant basis and performances can be compared there as well. Sequence-dependent setup times (including inter-operation times) can be determined and specific constraints can be defined for preparation times. Another function of the module is to create capacity groups. Work centers with the same or similar tasks in terms of capacity can be grouped. Capacity bottlenecks also play an important role in this module.

Integration

The integration of the Capacity Management module with the entire system provides considerable advantages in production scheduling. Managing all processes through a single system allows users to evaluate and analyze the overall situation of companies by greatly reducing the workload and risks. According to the results of production planning evaluated after the scheduling, the actions to be taken are much faster and more convenient thanks to full integration. The module is closely integrated with Production Management, Material Requirements Planning, Maintenance Management and Routing Management modules.

Features OVERVIEW

- // Scheduling algorithms that can be improved based on needs of enterprise
- // Compare capacity plans on Gantt Chart
- // Compare performance
- // Operation management with drag-and-drop function
- // Optimization of production times and resources
- // Setup optimization
- // Analysis and report



Production Management

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Advice from our **EXPERTS**

„With the Capacity Planning module from caniasERP, companies can significantly simplify their production planning, comprehensively manage and oversee manufacturing steps and execute various evaluations. Especially with larger production facilities that have many machines and complex production processes, automatic detailed planning provides a huge relief. In addition, graphic visualization of certain facts in Gantt charts provide greater transparency: The duration and sequence of operations as well as their dependencies and time-related bottlenecks are visible at a glance and the company gets a better overview of the manufacturing capacity utilization rate. This means users can directly intervene in production and (re)schedule individual processes manually as needed. Concepts for the mapping of capacity groups, finite/infinite production or batch production within caniasERP also aid in the production of structures that are difficult to realize and the sensible planning and optimization of underlying processes.“

MNT

Maintenance **MANAGEMENT**

Maintenance Management (MNT) with caniasERP

caniasERP Maintenance Management (MNT) module is tasked to ensure that the plants and technical systems continue to function at their intended functional capability or to reactivate them if they are disabled. In addition to preventing system outages and prolonging machine uptime, efficient operation of maintenance work ensures a secure workflow. Companies can guarantee their work security with this module.

Periodic Maintenance

Performing periodic maintenance works to maintain the functional integrity of the companies' technical systems requires a careful follow-up process. The devices and systems

used for maintenance are defined as maintenance objects and their updated records are kept in the module. Thus, maintenance methods can be determined for each maintenance object and the necessary definitions can be made with the Routing Management

module. Additionally, the machine type and periodic maintenance interval data are stored in the Base Data Management module and the serial number is saved in the Maintenance Management module.

With these records, maintenance plans are created according to the data defined in the system for each serial number. The planning process for maintenance can be done by the user as well as set to be automatically done in regular periods. The planning process takes place automatically according to the type and period of the periodic control to be made, and the planned time is then saved as a maintenance plan. The Maintenance Management module allows companies to easily monitor maintenance plans.

Repairs During Failure

Failure to respond to unexpected situations, such as system failures, fast and systematic

canly can cause financial losses to companies due to activation of replacement systems and overtime. For this reason, in such non-periodical maintenance, companies need to take quick action. In the repairs performed after a failure, the Maintenance Management module records failure messages and works done to repair the technical problem in the system. Thus, a maintenance order is created based on the general information registered on the maintenance to be performed. This fast-moving process provides companies with information on the time and spare parts needed.

Maintenance Confirmations

Once a maintenance order has been executed, a confirmation for the applied procedure is given. In this way, details such as periodic maintenance or repair of which maintenance object is applied and how much time it is performed and if any spare parts are used are recorded in the system.

Procurement of Spare Parts

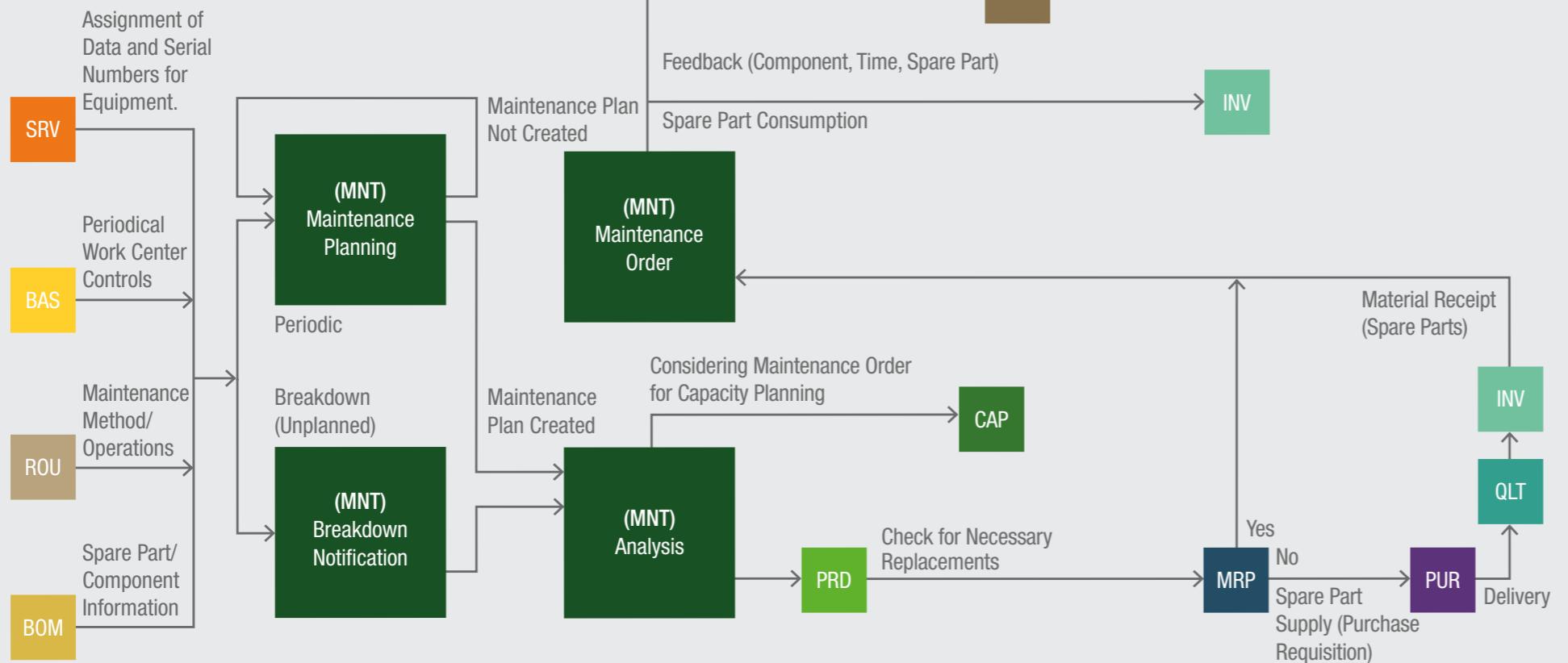
When a maintenance order is initiated for periodic maintenance or a failure, the system can be used to identify and plan materials such as spare parts required to fulfill this order. With its successful integration with other modules, the Maintenance Management module offers companies fast solutions. All spare parts that can be considered for a maintenance object are saved in the Bill of Materials Management module. The used components are taken out of stock automatically or manually according to the user's preference through the Inventory Management module during approval. With the Material Requirements Planning module, the procurement processes of the missing parts required for a maintenance or repair work can be created automatically. This procurement process is carried out by the Purchase Management module or Production Management module. When the purchased parts are delivered, they are saved in the Inventory Management module as the available stock with the goods receipt and used for the necessary maintenance. With the caniasERP system, companies can easily perform complex processes such as maintenance, spare part procurement and stock management.

Evaluation and Analysis

All available information collected for maintenance purposes may be used as the basis for more systematic generation and execution of future maintenance plans. With a variety of assessments made through the Maintenance Management module, companies have the opportunity to make maintenance of their technical systems in a foreseeable way and to secure their workflows in a timely manner. Various analyses can be performed with confirmations from maintenance and repair orders and base data from periodic checklists. These analyses contain information on complaints and maintenance work that occurred during the period after the end of the maintenance period. Such assessments provide companies with reports on reasons, solutions and time spent on maintenance work. In addition, the integration of the module with the Production Cost Management module allows the final costs of maintenance and repair work to be performed and control of costs.

Integration

Users do not need any interface to link modules between the caniasERP software, which works flawlessly with all modules. Thus, the data is kept up to date and the processes required for the maintenance service are started automatically. The information stored in the Bill of Materials Management, Routing Management, and Base Data Management modules create a base of data for the creation of maintenance plans. Maintenance plans and maintenance orders are created and executed through the Material Requirements Planning and Maintenance Management modules. The procurement process of the required spare parts is also carried out with the help of the Materials Requirements Planning, Inventory Management, Purchase Management and Production Management modules. It is vital that preventive maintenance work is carried out in order to use the technical systems for a long time with high performance. For this reason, information on the necessary maintenance plans is obtained early from all relevant modules, measures are implemented effectively, and efficiency is ensured.



Features OVERVIEW

- // Maintenance component arrangement (Machines and systems)
- // Creating periodic maintenance plans
- // System recommendations for upcoming maintenance plans
- // Creating and processing periodic maintenance orders
- // Inspection of maintenance and repair work according to capacities
- // Failure Management
- // Chronological maintenance lists
- // Checklists for information on the status of maintenance plans
- // Calculation of maintenance costs
- // Various analyses for maintenance orders and maintenance approvals
- // Complete integration into the overall system

“

Customer **EXPERIENCE**

DOKA SCHALUNGSTECHNIK GMBH
160 DISTRIBUTION AND LOGISTIC LOCATIONS IN OVER 70 COUNTRIES

“Doka has more than 50 years of expertise in the manufacture of high-quality formwork systems. 4 million shuttering panels, 1 million props, 10 million running meters of formwork girders, 2.5 million frameworks and 180,000 panel formworks are produced every year.

Our production uses modern, highly automated plants while maintaining the highest quality and environmental standards. The maintenance module caniasERP MNT helps us to keep our plants in a functional state and reduce downtime. The life span of our machines have increased and we can ensure sustainable production and operations. With caniasERP MNT, we can also efficiently plan maintenance measures and react quickly to necessary repairs.”

Production Management

PRI

Production INTELLIGENCE

Production Intelligence (PRI) with caniasERP

caniasERP - Production Intelligence (PRI) module is used to report all the production processes of enterprises in detail. The efficiency of the production environment can be monitored in real time with the KPIs (Key Performance Indicators) that can be defined for a Plant, Production Line, Capacity Groups and Work Centers. Through the extremely flexible structure of KPI definitions, deviations can be followed based on the period defined for production environments in the system.

Overall Equipment Effectiveness - OEE

Total Equipment Efficiency (OEE), one of the tools used in lean production applications, focuses on increasing the performance of machinery and equipment within enterprises. Based on three main factors - Availability, Performance, and Quality, OEE focuses on losses such as downtime, failures, scraps, and rework.

Availability score is calculated by taking the ratio of time spent on production to the planned time for production. The performance score is calculated by taking the ratio of the actual speed to the planned speed on the production order. Finally, Overall Equipment Effectiveness is calculated by multiplying these three scores.

The OEE report can be examined on tables and histograms, as well as by grouping based on daily, weekly, monthly, yearly periods and material, capacity group, work center, shift and personnel.

Live Production Monitoring

With the Live Production Monitoring feature found in the Production Intelligence module, it is possible to track the production processes in the work centers based on periods via user-defined key performance indicators. Detailed information such as instant operation information, live speed graph, planned – realized activity times, quality products,

scraps and rework amount of each work center can be accessed with this feature.

Detail Reporting

By using the Production Intelligence module, planned and actual activity times based on production order operation and scraps, rework, by-product and product quantities can be compared between two determined dates. If there is a confirmation metric for the material to be generated as a result of the operation, it is possible to report that data as well. The reporting process can be on a table or histogram.

Integration

The Production Intelligence module works in sync with the Production Management and Automation modules. The production environment data collected by the Automation module is interpreted in the Production Intelligence module and made meaningful so that the control of the production lines is ensured.

Features OVERVIEW

- // Desired grouping in desired periods
- // OEE, Availability, Performance and Quality Scores
- // Actualized and planned production quantities and times
- // Actualized and planned activity durations
- // Times and frequency of failures according to failure codes
- // Quantity and frequency of scraps according to scrap codes
- // Quantity and frequency of rework according to rework codes.
- // Additional information (temperature, pressure, etc.) reports
- // By-product production quantities
- // Production quantities, production and downtime on personnel basis.

Production Management

AUT
Auto-
MATION

Automation (AUT) with caniasERP

caniasERP Automation (AUT) module is designed to manage all manufacturing processes of a company and it is integrated with all modules of caniasERP. In order to manage the manufacturing, having a management tool fully compatible with the system should be a priority target for the enterprises. This module works in full sync with other modules, especially the Production Management module, to process all important data related to the production stages and control the production lines.

Production systems are connected directly or via a Gateway to the caniasERP system so that an integrated operation is provided. In this way, work centers become an extension of the caniasERP system. There is no need for extra effort to transfer work details to work centers and to collect production data from work centers. When work centers are connected to the caniasERP system, the work details can be accessed directly. In the same way, any production data in the work center is reflected in the caniasERP system online and no delays occur.

Internet of Things - IoT Gateway

Automation systems vary according to the technological infrastructure and devices used. Examples include control systems with PLC (Programmable Logic Controller), DCS (Distributed Control Systems) and HMI (Human Machine Interface) combinations, and Computer Controlled CNC machines. One of the biggest challenges in these automation systems is that there are different communication protocols resulting from the diversity of the technological infrastructures used in the system. Machines and production lines can vary considerably, depending on the industry. The data generated from these systems must be transmitted with different protocols. Therefore, the development of a common communicator is the most important point in ensuring the ability of advanced communication.

IoT Gateway in the automation module is a protocol-independent communication technology developed for automation systems. IoT Gateway is a tool that provides double-sided connectivity between caniasERP servers and control devices, sensors and smart devices. It allows seamless transmission of real-time industrial data directly to caniasERP servers. Thanks to this service, the data collected from machines managed with different types of control systems such as production, material, resource consumption (electricity, natural gas, etc.) and ambient values (temperature, pressure, etc.) can be monitored, analyzed and visualized in real time.

Data communication between different protocols and caniasERP can be provided with

IoT Gateway technology in the automation module. Since OPC, MTConnect and some PLC models are supported by special protocols, almost all brand and model PLC, DCS, HMI combinations and Computer Controlled CNC Machines can be used to control the data flow. Thanks to the rules defined in your caniasERP environment specific to your business, IoT Gateway, which can interpret the data transferred between machines, can provide specific controls on these machines.

Production Cockpit and Live Production Monitor

The production environment data collected with the automation module is made meaningful by interpreting it in the Production Intelligence module. The efficiency of the production environment can be monitored in real time with the KPIs (Key Performance Indicators) that can be defined for the Plant, Production Line, Capacity Groups and Work Centers. KPI definitions are highly flexible and deviations can be monitored on the basis of the period defined for production environments defined in the system.

Reporting of Produced Production Data with Production Intelligence

// Flexible grouping in the desired period
// OEE, Usability, Performance and Quality Scores
// Actual and planned production quantities and durations

// Actual and planned activity durations

// Stop times and frequency according to stop codes

// Waste quantities and frequency according to waste codes

// Reprocessing quantities and frequency according to reprocessing codes

// Planned/Actual report on additional information (temperature, pressure, etc.)

// By-product production quantities

// Personnel production quantities, production and downtimes

Integration

Designed to manage production processes in companies, the Automation module works in sync with many modules, including the Production Management module, to process all important data related to production stages and control the production lines. Production environment data, which are seamlessly transferred to caniasERP servers via IoT Gateway, can be monitored and interpreted by Key Performance Indicators (KPIs) defined in the Production Intelligence module for Plant, Production line, Capacity Groups and Work Centers.

Features OVERVIEW

- // With IoT (Internet of Things) Gateway technology, the protocol can be controlled independently between production systems with caniasERP synchronization
- // Real-time production and monitoring of environmental values
- // Transferring production data via Electronic Data Interchange module
- // Customizable flexible architecture

“

Advice from our **EXPERTS**

// Increased labor productivity: Automating a manufacturing operation usually increases production rate and labor productivity. This means greater output per hour of labor input.

// Reduced labor cost: Ever-increasing labor cost has been and continues to be the trend in the world's industrialized societies. Consequently, higher investment in automation has become economically justifiable to replace manual operations.

// Mitigated the effects of labor shortages: There is a general shortage of labor in some countries, and this has stimulated the development of automated operations as a substitute for labor.

// Reduced or eliminated routine manual and clerical tasks: An argument can be put forth that there is social value in automating operations that are routine, boring, fatiguing, and possibly irksome. Automating such tasks serves a purpose of improving the general of working conditions.

// Improves worker safety: By automating a given operation and transferring the worker from active participation in the process to a supervisory role, the work is made safer.

// Reduced manufacturing lead time: Automation helps to reduce the elapsed time between customer order and product delivery, providing a competitive advantage to the manufacturer for future orders. By reducing manufacturing lead time, the manufacturer also reduces work-in-process inventory.

Finance MANAGEMENT

Finance Management

Financial ACCOUNTING

Financial Accounting (FIN) with caniasERP

caniasERP Financial Accounting (FIN) module is developed to manage the governmental or administrative requirements of manufacturers, service providers and commercial companies. Financial Accounting module contains General Accounting, Receivable Accounting, Payables Accounting, Cost Accounting, Administrative Accounting, Fixed Assets, Human Resources Accounting functionality.

With Financial Accounting module, enterprises can perform smooth operations and run reports efficiently by using multiple accounting standards including TFRS, IFRS, USGAAP and many others, without needing duplicate entries, databases or additional installations.



Features OVERVIEW

Main features of the module are:

// Registration of commercial events and their documents in accordance with the applicable legislation and their applicable foreign currency information (Fulfilling official General Accounting requirements).

// Preparing the official book, e-Ledger, Declaration, e-Declaration or financial statements and making them available in e-Government works.

// To be able to manage trade receivables and commercial debts with real-time or collective integration with Sales Management, Retail Management and Invoice Control modules. (Open balance control, credit/debit aging, customer debt information, collective reminders etc.).

// With real-time integration to Asset Management module, accounting for monthly depreciation expenses; automatic creation of full or partial sales, scrapping of related accounting documents, automatic determination, and processing of fixed assets and expenses of the related period from accounting records.

// Accounting of monthly personnel expenses and accruals by the Human Resources Management module integration.

// With perfect functioning integration, transferring the expense records entered in the Financial Accounting module to the Cost Centers Accounting module before the cost calculations.

// Creation of reflections of expense accounts and accounting of material costing records through integration with Inventory Management and Production Cost Management modules

// The planned and actual comparison of finance and expenditure budgets with budget management module integration.

// Record the notes such as checks, notes, letters of credit, receipt of credit, follow-up, bankruptcy, collection or forensic follow-up status, reporting, creating automatic accounting documents and evaluating them at the end of a period.

// Tracking and accounting of the letters of guarantee received and given

// Follow-up of loan and leasing applications, the realization of the entry and installment payments, monitoring and accounting, detailed analysis of the applications and the realization of the period-end exchange rate adjustments and accounting.

// "Financial Reminder" feature so that companies do not skip any payment or collection (Check, promissory note, letter of credit, insurance policies, etc. information and reminder with specific reports, dates and times defined by e-mail and/or SMS messages).

// Automatic accrual of debt collection, clear balance tracking, related foreign exchange profit/loss and due date accounting by subjecting debt accruals to financial matching in transaction currency or local currency.

// Comprehensive reporting of the ledger, trial balance, definite trial balance, balance sheet, profit/loss statement, cash flow statements etc. (With the options of the local currency, reporting, transaction or currencies) Easy to get financial statements and lists. Ability to create personalized reports and tables as well as financial reports and tables covered by the standard.

// Preparation of formal and administrative cash flow statements from accounting records, pre-accounting (Sales, purchase invoices, orders) documents, and credit payment plans not yet integrated into accounting.

// Creation of a template document for transactions such as periodic payments, insurance premiums or rent payments and automatic accounting at the required date.

// Integration with banks where companies work; swift integration of transaction transactions in the MT940 standard, check /

note integration, bulk payment orders delivery and consequence integration.

// Real-time or bulk document creation with integration with other related modules, as well as fast, controlled and easy document entries via rich, customizable "Posting keys".

// Automatic creation of debit record accrual accounting documents foreign exchange profit/loss accounting documents resulting from the "Periodic Currency Valuation", and exchange rate difference invoices.

// Calculation of debt/receivable maturity, delay interest and interest number statements, rediscount calculation, weighted average maturity difference calculation reports.

// Comprehensive "End-of-Period Transactions" and ending and the opening of new period documents.

Reporting

The Financial Accounting module includes account plan breakdowns to meet official or administrative needs, accounting document breakdowns, checklists, comprehensive account transaction dumps, temporary and final balance, balance sheet, income statement, official books (with printed paper or approved e-Ledger option), check / promissory notes and historical execution, cash flow reports, e-Declarations, debtor account information and reminders, Babs report, VAT reports, special reports for importers and exporters, VAT reports, debt aging reports, collection-payment reports as well as many ready reports. Standard reports are available with rich parameters and options; With the help of easy-to-use wizards, Excel, PDF, text documents can be transferred easily to different environments.

Integration

The Financial Accounting module has a flawless integration with modules such as Sales Management, Retail Management, Invoice Verification, Asset Management, Human Resources Management, Production Cost Management, Cost Centers Accounting, Inventory Management, Budget Management.

// Official reports such as e-Ledger, e-Declarations, Babs forms, VAT report

// Multiple accounting standards, real-time or end-of-period parallel ledger printing, discount calculations of timed debt/credits.

// Foreign currency transactions, foreign currency reports, periodic exchange rate valuation, foreign exchange profit/loss, aging difference, interest number and debt / receivable aging calculations.

// Manual or batch financial matching, matching exchange difference.

// Real-time or collective accounting integration.

// Creating accounting templates for different types of transactions with posting keys.

// Bulk customer/supplier information, reminders

// Cheque and promissory note management, financial reminder

// Integration with banks.

// Detailed credit and lease monitoring.

// Financial ratios, analyze.

// Automatic repetitive payments and accounting documents

// Rich, customizable ready-made reports and ability to create your own reports

// Full support for end-of-period and beginning of period closing/opening operations.

// Full infrastructure support to local regulations and legislation of Turkey, Germany and many other European, Middle Eastern, Asian and Latin American countries.

Finance Management

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Customer **EXPERIENCE**

DÖRRENBERG EDELSTAHL GMBH
ENGELSKIRCHEN

“Through the integration of caniasERP Financial Accounting module FIN with logistics modules, all outgoing invoices, including those collected in auditing, are automatically transferred to financial accounting. This prevents our business from having expensive and error-prone double entries. Outgoing payments can be created in *canias^{ERP}* with different payment media like checks or SEPA credit transfers and forwarded to our banking software. Even in the opposite case, the importing and automatic posting of bank statements saves us a lot of time.

Furthermore, with the flexible reporting tool of our software, we are in the position to generate reports for external accounting as well as internal reports for our parent company. Also, VAT returns and recapitulative statements can be created in caniasERP at the press of a button and then transferred to the tax office. That significantly facilitates our daily work routine.”

AST

Asset **MANAGEMENT**

Asset Management (AST) with caniasERP

caniasERP Asset Management (AST) module allows enterprises to carry out transactions related to their assets, such as machinery, equipment, land, buildings, facilities and installations, which they hold for production or service offerings. This module enables performing tasks easily, such as keeping records of fixed assets, calculating aging and costs, monitoring and reporting. In addition, the system is able to hold the details of depreciation, purchasing and insurance information and deductions applied in return of early payments. Fast and error-free calculating or processing of re-valuations, charging additional expenses and investments, accounting of monthly or daily basis depreciation, full or partial sales, preparing scrapping, formal or administrative reports, inventory checking and debiting.

Even small and middle-sized enterprises have thousands of fixed assets. These fixed assets, with their repetitive end-of-month operations, require perfect integration between the general accounting, cost accounting, and purchasing units. This module lightens the workload of these enterprises greatly by making it easy to manage fixed assets.

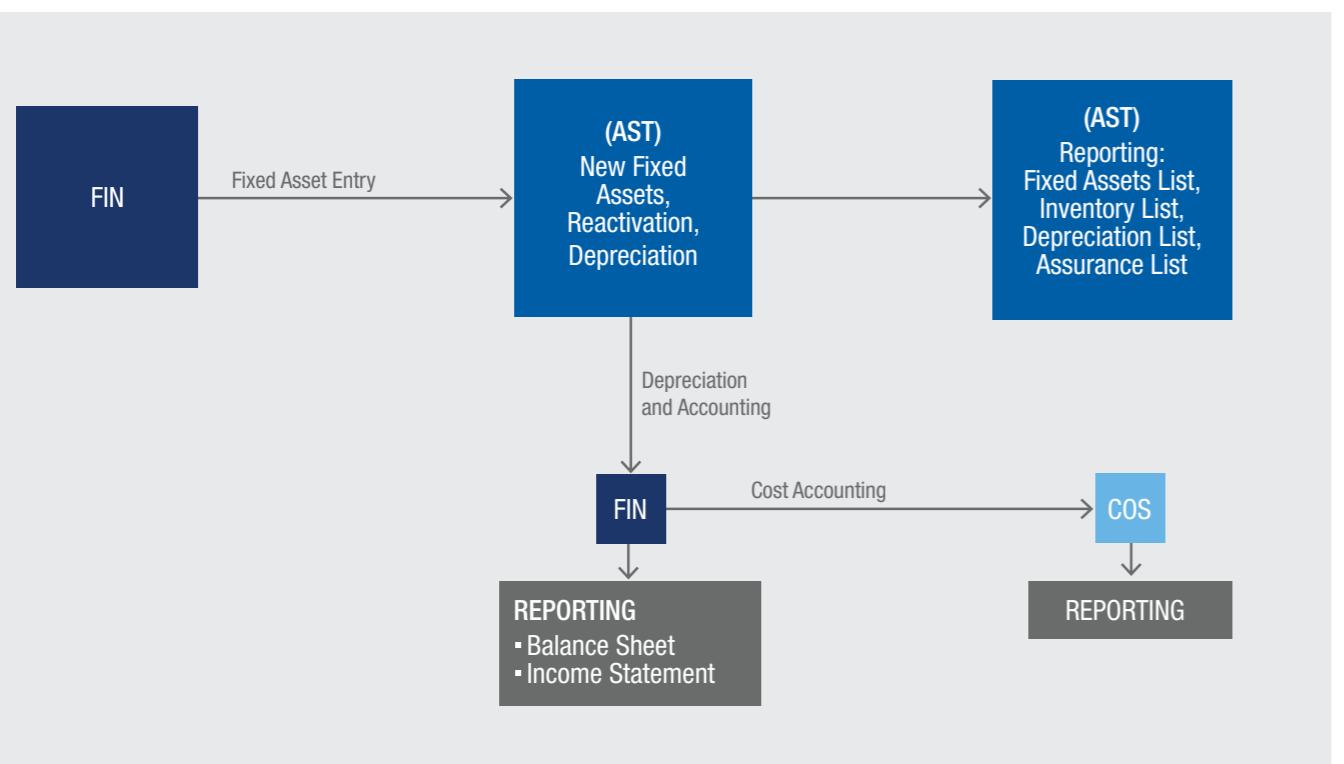
Reporting

The Fixed Asset Management module provides many readily available reports to meet official or administrative needs. The reports listing the depreciation amounts can be taken with "Actualized", "Planned" or "All" options. In this way, the expense amounts or expected expenses can be analyzed. Reports can be generated in PDF or Excel files, with rich query parameters, various status settings, and detailed analysis.

Some examples of reports that can be taken with many different options:

- // Fixed assets revaluation amounts
- // Fixed Asset specials lists
- // List of Fixed Assets with details
- // Development of Fixed Assets (Becoming an active asset, discounts, expenses, revaluations, depreciation etc. History of the asset)
- Integration**
- // Periodic developments report on fixed assets
- // Fixed assets depreciation amounts

The Fixed Asset Management module is tightly integrated with Financial Accounting, Cost Centers Accounting, Human Resources Management, Purchase Management, and Invoice Verification modules.



Features OVERVIEW

- // Multiple Accounting Standard (Multiple Books) support (Different depreciation methods for each fixed asset, defining times and accounting integration)
- // Creating monthly, quarterly or daily basis depreciation plans and accounting
- // "Straight-line", "Double Declining" or "Units of Production" depreciation methods support.
- // Automatic determination and purchasing of fixed assets, discounts, and expenses from accounting records, batch processing.
- // Calculating customized or exceptional depreciation
- // Pro rata depreciation, delayed pro rata depreciation, book value and cost management after economic life.
- // Saving depreciation expenses to a different cost center or cost objects according to the given rates
- // Ability to create full or multiple partial sales, scrapping and related accounting records
- // Revaluation support
- // Ability to change the depreciation method automatically and collectively depending on the implementation. (Starting with decreasing and moving to the linear method when conditions are appropriate)
- // Monitoring of pre-activation expenses (Investment phase management)
- // Identification of five different depreciation methods and options for each fixed asset
- // Accounting as a non-operating part expense
- // Fixed asset purchase invoice, vendor, insurance, incentive information tracking
- // Verification of fixed assets (Physical counting, location / assigned person and updating of the status)

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Advice from our **EXPERTS**

„The module for asset accounting is integrated several ways in the complete solution from caniasERP. On the one hand are documents from financial accounting, which were entered into omnibus accounts of fixed assets, and suggested for transfer to assets accounting. Discounts are automatically taken into account in the payment, reducing the acquisition cost of an asset. On the other hand, the write-offs from asset accounting are automatically transferred to financial accounting every month and from there go on to cost accounting. The distribution of an asset to several cost centers is just as possible as account assignment to payers or projects. This high degree of integration ensures that newly acquired assets are recorded in a timely manner. This eliminates the manual entry of imputed depreciation, so that exact monthly values – in the profit and loss account as well as in the cost allocation sheet – can be calculated.“

Cost MANAGEMENT

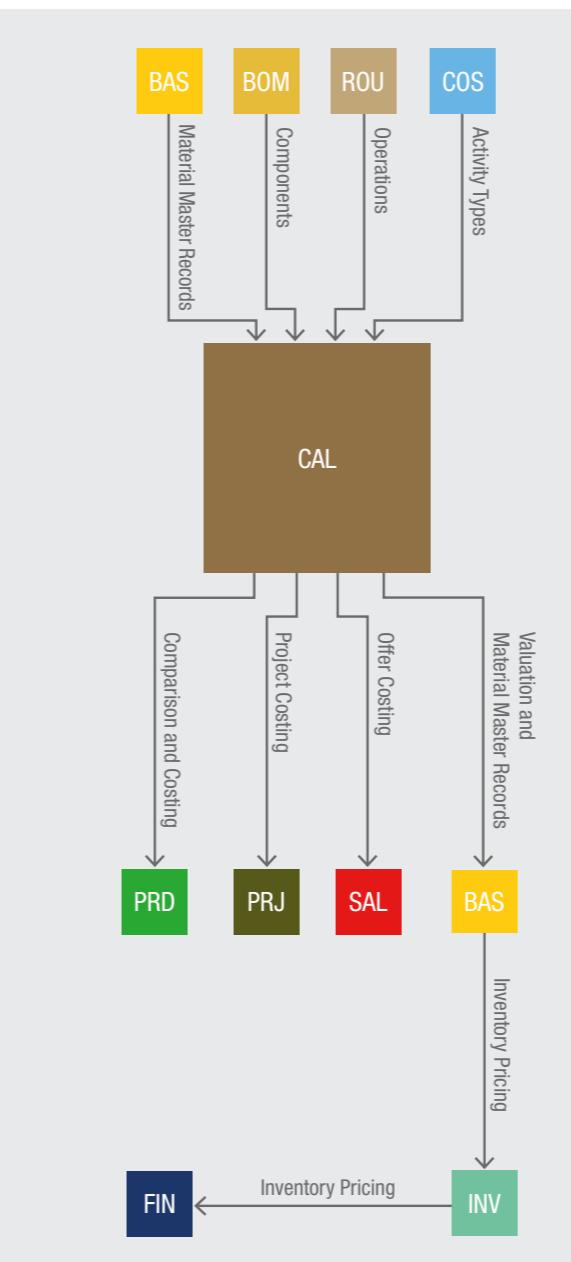
Cost Management



Standart Cost MANAGEMENT

Standart Cost Management (CAL) with caniasERP

In the standard Cost Management (CAL) module, the planned production cost of a specific product or semi-product can be calculated from the basic information acquired from the bill of materials and routes. In addition to the calculation of a specific product, it is also possible to execute batch calculation methods, involving multiple materials. Also, the calculation can be initiated from other modules; For example, when creating an offer in the Sales Management module, the cost of the offer or project costs can be calculated in the Project Management module. In the Standard Cost Management module, it is possible to use various parameters such as cost diagram or validity information, price details, activity details, bill of materials and routes to make calculations. With this module, users can perform a comprehensive evaluation and analysis. Moreover, the module allows the users to list and to analyze possible errors in the batch calculation. In addition, the results of the various calculations can be compared to each other by cross control on the module. By being successfully integrated with the rest of the modules in the system, the module guarantees the use of centrally managed data in each calculation.



The graph shows the interaction between the module and other modules in the system.

Cost Parameters

The master data required for the calculation derived from the Bill of Materials and Routing Management modules. Necessary components and quantities are taken from the Bill of Material module. Operational details such as the time spent on production are taken from the Routing Management module. It is also possible to determine the prices of various components and semi-products to be included in the calculation. For the raw materials purchased, the moving average price or the final purchase price may be used, while the production costs for the semi-products produced internally can be taken into account.

For activities entered in the Routing Management module, such as machinery, labor or preparation time, an activity unit cost record for the relevant cost center can be defined. This definition can be transferred from previous month's cost distribution results, through integration with the Cost Centers Accounting module. Fixed and variable rates in activity unit cost records provide flexible pricing. The desired number of calculation schemes can be created in the module. In each scheme, which activity records and the prices of the components will be taken as a basis for the calculation can be determined separately. In addition, it is possible to define whether additional cost records such as general production expenses will be taken into account and which amount will be taken into considera-

tion. By using 'Schema Variables' depending on these schemes, variables can be determined dynamically in line with the specific properties of the materials and an additional cost can be created for the calculated costs.

In addition, a multi-level tree breakdown and the calculation of the calculation result as a new standard price in the material master data can also be set parametrically on the module.

Calculation Methods

In the Standard Cost Management module, in addition to the calculation of a specific product, a batch calculation covering multiple materials can be carried out. In the batch calculation, the materials selected based on certain parameters are taken into consideration in preliminary conditions. The calculation can also be started from other modules. For example, when creating a proposal in the Sales Management module, a bid cost can be calculated, or project costs can be calculated in the Project Management module. Similarly, in the Budget Management module, the standard cost calculation can also be performed collectively for the materials included in the budget.

Evaluations and Analysis

The Standard Cost Management module provides the user with comprehensive evaluation and analysis. Thus, in a batch calculation, lists can be created where possible errors can be seen and analyzed. In addition, the results of the different calculations can be compared with each other by cross control. Calculation views can also be defined on the module to highlight specific issues within the calculation.

Integration

The successful integration of the Standard Cost Management module with all modules in the system guarantees the use of centrally managed data in each calculation. The module is integrated with modules such as Base Data Management, Bill of Materials Management, Routing Management, Sales Management, Project Management, Production Management, Budget Management, and Cost Centers Accounting.

Features OVERVIEW

- // Single calculation and batch calculation
- // History records
- // Simultaneous management of different versions
- // Multi-level calculation for multi-level bill of materials
- // Fixed and variable rates for activity unit costs
- // Defining an unlimited number of configurable calculation schemes.
- // Effective management of costs on schema rows using schema variables
- // Calculations with user-defined formulas
- // Calculating the bill of materials, activity unit costs and exchange rates on a date determined by the user
- // Calculation by the variant
- // Determining product origin with cost distribution
- // Ability to calculate costs according to different accounting standards
- // Cost comparison reports

Cost Management

PRC

Production Cost MANAGEMENT

Production Cost Management (PRC) with caniasERP

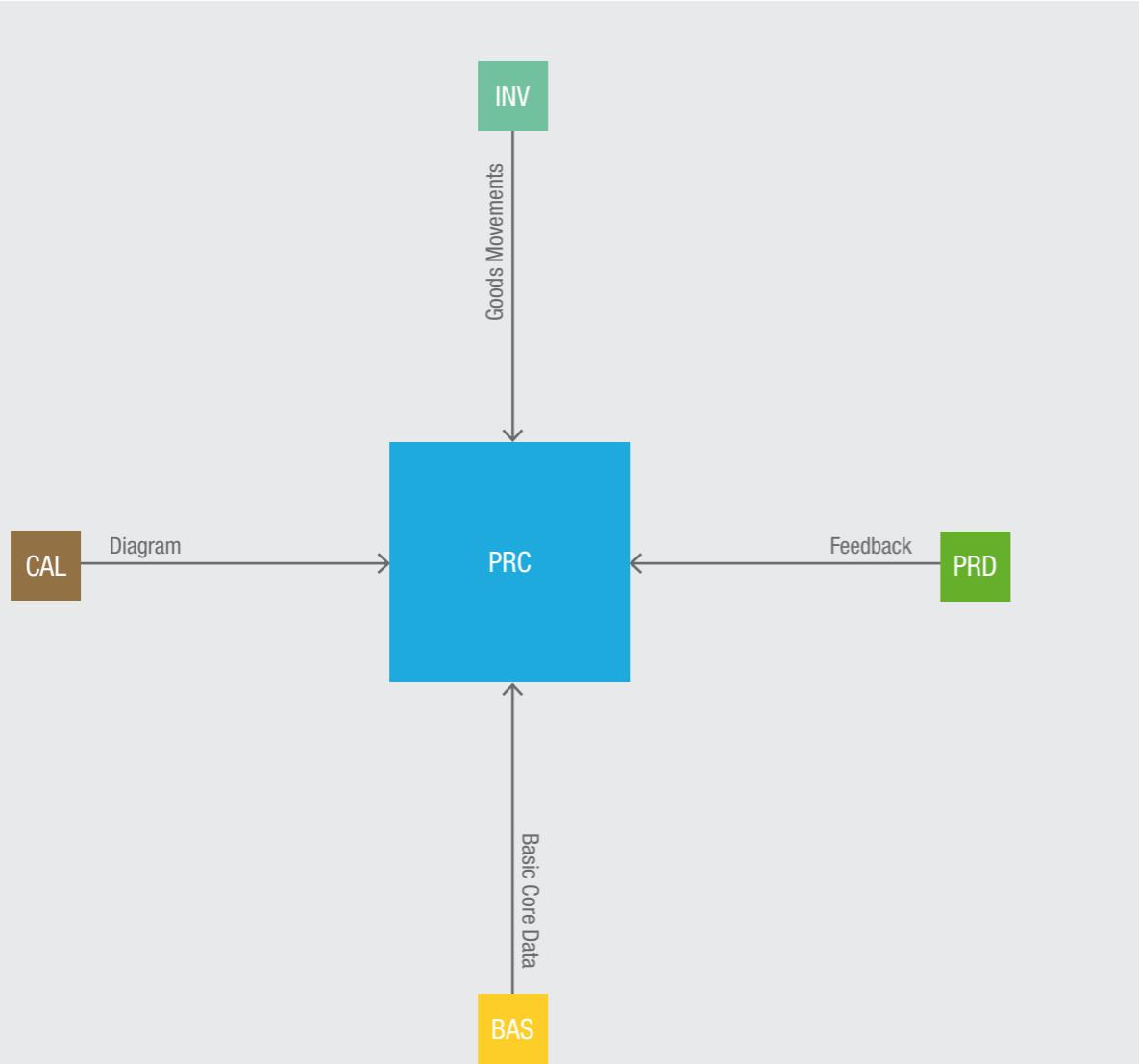
caniasERP Production Cost Management (PRC) module is used to calculate the costs of manufactured products. In this module, the production cost value consists of three main components: the cost of raw materials, the cost of the expenses entered into the cost centers, the amount of the invoices paid for the external operations. The amount of raw materials is provided by the Inventory Management module, the activity amounts are provided by the Cost Centers Accounting module, while the external operation invoices are provided by the Invoice Verification module. In addition to providing data for the internal reports, the cost values are transferred to accounting by integration with the Financial Accounting module. The successful integration feature also provides a practical calculation of the cost results in the period closures.

Cost Reports

The module offers a wide range of reporting

options to users. Some of these reports are used to check the accuracy and consistency of data from other modules and to calculate

production costs without error. In this way, the determination of the changes that need to be completed before the production cost



In addition, using the data generated as a result of the calculation of production cost; 'Material Consumption Analysis', 'Activity Cost Analysis', 'Production Order Cost Analysis', 'Product, Scrap and External Cost Analysis' can be done.

These reports with the detailed information are easy to understand with their simple design and allow the user to navigate freely.

Cost Calculation

In the Production Cost Management module, all amounts calculated taking into account the cost elements based on the production orders are reflected in the inventory receipts of the production orders to which they belong. The costs of products that differ in the production process in a period can be calculated in a realistic way through this method.

Also, by taking into consideration the operation structure of production orders, the costs of the inventory receipts of items such as by-products, products to be reworked, and semi-products can be calculated.

The cost of production orders which are open during the cost calculation is transferred to the next period in accordance with the reality.

Cost Accounting

Results in Production Cost Management module are automatically transferred to accounting. Reflections of product and expense accounts are generated, and the cost results are accounted. Thus, closing of cost accounts without adding new accounting documents can be checked.

Multiple Accounting Standards

In the Production Cost Management module, product costs can be calculated separately for each different accounting standards such as TMS, IFRS, USGAAP and TFRS. In this way, cost results can be reported according to different accounting standards and these results can be easily compared with each other.

Real-Time Cost

With the real-time cost calculation feature of the module, the costs of raw materials, semi-products or inventory movements of the products are calculated instantaneously, and the calculated amounts are accounted over the standard or walking weighted average cost.

Cost Saving Analysis

Sales dispatch price, sales invoice price, standard cost, actual cost and distribution scheme and additional costs distributed to sales items can be reported in caniasERP system. As a result of this process, profit-loss analysis can be done by reporting the deviation rate.

Integration

The Production Cost Management module enables the creation and reporting of cost results without the need for data transfer due to integration with the following modules.

// Inventory Management

// Cost Centers Accounting

// Production Management

// Invoice Verification

Considering that the cost results should be given at a limited time in period closures, this advanced integration saves users a lot of time. The results can also be transferred to the Financial Accounting module.

Features OVERVIEW

- // Integration that does not allow duplicates
- // By-product, rework material and semi-product cost calculation
- // Production cost calculation
- // Raw material consumption costs calculation
- // Activity costs calculation
- // Calculation of external operation amounts
- // Periodic calculation of product costs based on production order
- // Transfer of non-reflected amounts to the inventory receipt (Work-In-Progress cost)
- // A wide range of reporting options
- // Detailed production order cost analysis
- // Material consumption analysis
- // Contract cost analysis
- // Analysis of overhead costs
- // Product and fire cost analysis
- // Analysis of cost items
- // Planned and realized cost distribution analysis
- // Standard - actual cost comparison
- // Cost calculation with multiple accounting standards
- // Transfer of cost results to cost accounting accounts
- // Real-time cost calculations for semi-finished products or products
- // Consistency control across the caniasERP system
- // Control of records included in the cost account
- // Controlling the consistency of inventory, production and accounting data

Cost Management

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Advice from our **EXPERTS**

„Companies can measure the effectiveness of all products and activities and manage decision-making processes. Costs can be defined as fixed or variable and cost type groups can be created on the module. In addition, this module, which allows the definition of a wide range of cost holders, calculates the cost holders that occur during the period. Thus, the actual costs and planned costs can be compared. Cost transfers can be made between cost centers by using distribution keys defined in the module. Users can determine activity unit costs for standard product cost calculations for the relevant month and for the coming months based on the expense distribution data.

General Ledger records and, if required, stock movements can be grouped as primary costs for cost entries. By identifying a distribution key, the costs in auxiliary cost centers can be distributed to the main cost centers where the production takes place. Production confirmations, resulting costs, or fixed rates (e.g. square meters, number of employees, etc.) can be used as distribution criteria. Cost transfers can be made between cost centers by using defined distribution keys, and then the cost distributions can be compared.

Using the cost allocation data, the unit costs for new activity (e.g. labor time or electricity consumption) can be determined based on future product cost calculations. In addition, when calculating the unit cost of activities, the ideal runtimes defined in the route operations can be used instead of the actual production confirmations. Costs of parts that do not operate when working capacities are not fully filled can be accounted with Cost Centers Accounting module.“

COS

Cost Center ACCOUNTING

Cost Center Accounting (COS) with caniasERP

With caniasERP Cost Center Accounting (COS) module, companies can measure the effectiveness of all products and activities and manage decision-making processes. Costs can be defined as fixed or variable and cost type groups can be created on the module. In addition, this module, which allows the definition of a wide range of cost holders, calculates the cost holders that occur during the period. Thus, the actual costs and planned costs can be compared. Cost transfers can be made between cost centers by using distribution keys defined in the module. Users can determine activity unit costs for standard product cost calculations for the relevant month and for the coming months based on the expense distribution data. It is also possible to make a variety of reporting through the module, such as the cost distribution table, annual comparison or plan-actual comparison.

Cost Distribution

Financial Accounting records and, if required, stock movements can be grouped as primary costs for cost entries. By identifying a distribution key, the costs in auxiliary cost centers can be distributed to the main cost centers where the production takes place. Production confirmations, resulting costs, or fixed rates (e.g. square meters, number of employees, etc.) can be used as distribution criteria. Cost transfers can be made between cost centers by using defined distribution keys, and then the cost distributions can be compared.

Using the cost allocation data, the unit costs for new activity (e.g. labor time or electricity consumption) can be determined based on future product cost calculations. In addition, when calculating the unit cost of activities, the ideal runtimes defined in the route operations can be used instead of the actual production confirmations. Costs of parts that do not operate when working capacities are not fully filled can be accounted with Cost Centers Accounting module.

In addition, various reporting options are available for the data generated in the module, such as the cost distribution table, annual comparison or planned-actual comparison.

Cost Types

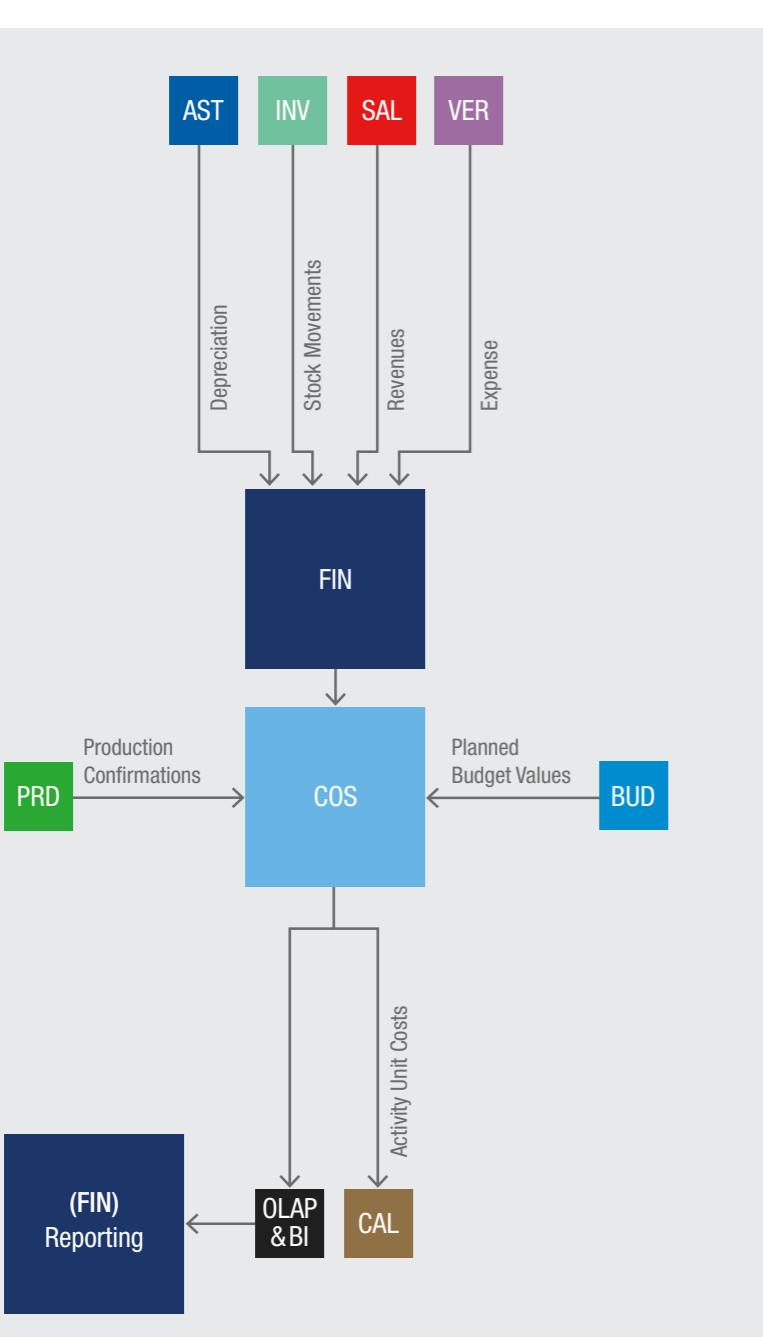
In the system, the expense accounts in the Financial Accounting module also serve as cost types. It is possible to define these as fixed or variable costs and also to summarize and form cost groups here. In addition, an account or account type can be defined as subject to a cost center. The purpose of this is to ensure that all relevant Financial Accounting records are transferred to the cost centers.

Cost Objects

Cost Centers Accounting module allows for the definition of a wide range of cost objects (e.g. production orders or projects). Cost objects that form during the period can be controlled by a simultaneous calculation; The actual costs and the planned costs can be compared through the final cost calculation.

Cost Centers

The cost center base data that form the basis of the module can be freely defined without being limited to a certain number of cost centers. Defined cost centers are associated with cost types (Cost Accounts) in Financial Accounting module, and cost objects (Production order operations or project steps) in Production Management and Project Management modules. Cost Centers Accounting module works in an integrated manner with other modules through these associations. It is also possible to define a cost center hierarchy by setting an upper cost center for each cost center.



Integration

With the high level of integration through the caniasERP system, the registration of data related to the Cost Centers Accounting module is performed correspondingly with the document records in Financial Accounting, Fixed Asset Management, Sales Management, Inventory Management and Production Management modules. In this way, cost calculation can be performed without the need for duplicate records and extra data transfer.

In addition to the actual costs, the Cost Centers Accounting module can work with the planned costs as well. Planned costs can also be used in Standard Cost Management and Budget Management modules.

In addition to standard reports, it is also possible to create custom reports for customers with the Business Intelligence module.

Features OVERVIEW

- // Planned and actual cost comparison
- // Cost centers management
- // Hierarchy of cost centers
- // Distribution switches
- // Variable and fixed cost definitions
- // Activity unit cost calculation
- // Inoperative part expense recognition
- // Various delivery methods
 - Distribution according to production quantities
 - Distribution by direct expense rates
 - Constant coefficient distribution
- // Comprehensive reports
 - Raw accounting and production data control
 - Planned and actual cost distribution analysis
 - Cost center cost flows
 - Data consistency control

Human Resources MANAGEMENT

Human Resources Management

Human Resources Management (HCM) with caniasERP

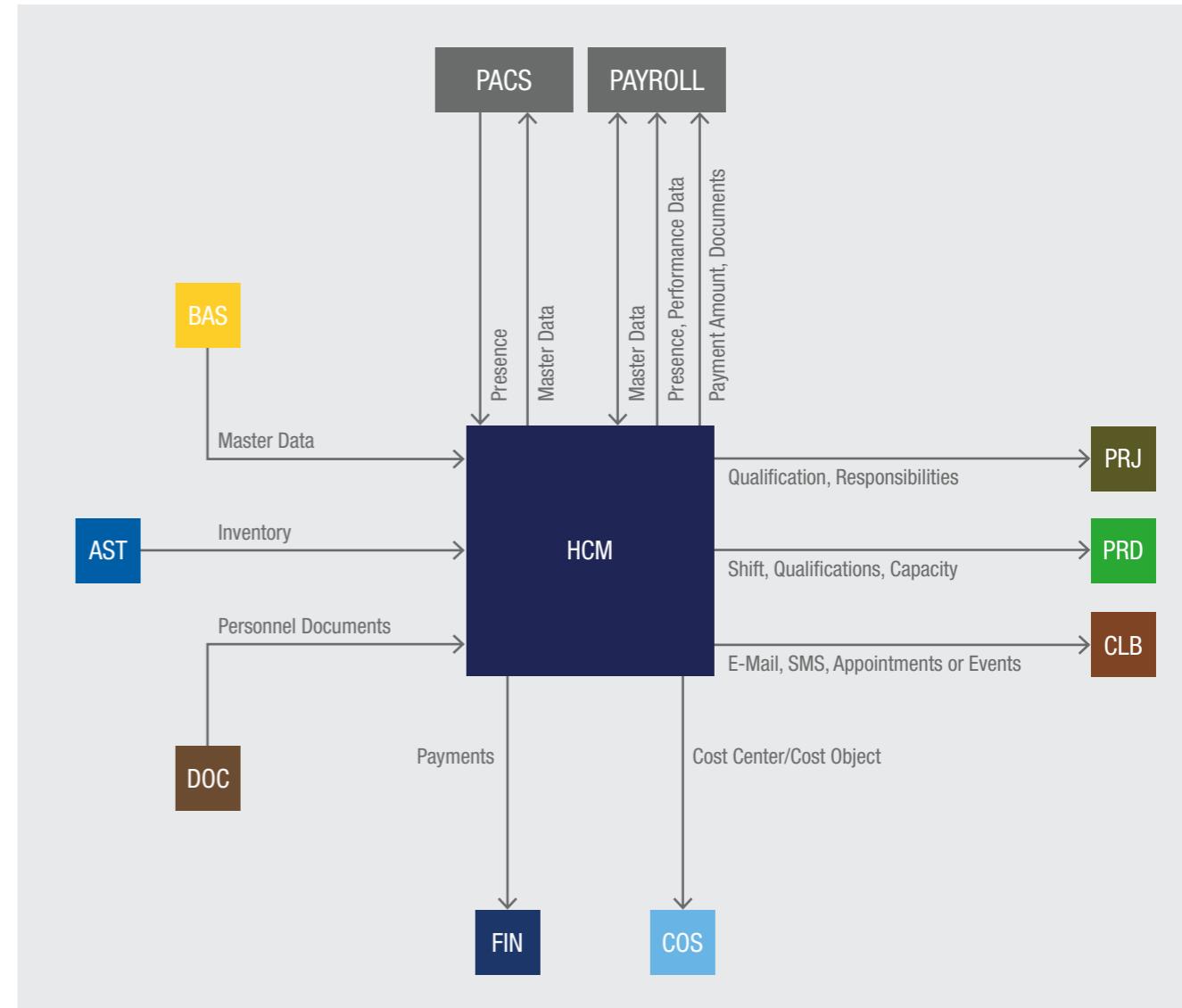
caniasERP Human Resources Management (HCM) module handles the management of a wide range of human resources processes such as personnel data, payrolls, performance management, training follow-up, staff requests, recruitment and follow-up. With the Human Resources Self-Service Applications in the module, employees and managers can perform operations such as leave requests, training requests and other applications without requiring human resources personnel. Furthermore, human resources personnel can get the required reports by designing the reports themselves on the system. Thus, the human resources department can manage both operational and strategic processes efficiently on the system. The Human Resources Management module is fully integrated into the system.

Institutional Planning

Through the Human Resources Management module, Job Definitions, Staff Definitions, Staff Requests and Organization Chart can

be followed under Institutional Planning. Qualifications required for job definitions, training required for candidate employees or current employees, education information, foreign language information, duties and

responsibilities can be defined; Staff definitions and job definitions can be associated.



Human Resources MANAGEMENT

Staff requests can be created in the system and submitted for approval. In the staff definitions: personnel and vacancies can be listed, the current number of employees, salary ranges and payments can be recorded.

Organization Chart found in the module can be defined in a multi-level manner with date intervals based on plants and can be displayed in a tree or diagram structure. All personnel working in a position can be listed in the relevant date range. Organization Chart creates data for the Business Process Management transaction as well. In addition, with the Human Resources Management module, definitions such as department, work title, staff can be made based on company and/or facility; these definitions, then can be associated with the personnel record cards; the staff status and demands can be followed; the organization chart can be created. As a result, all processes implemented in the organization can be managed easily and integrally via this module.

Personnel Selection and Placement

With the Human Resources Management module, project levels, costs, needs, announcements, applications, interviews and exams for staff selection projects can be organized. The requirements from personnel for the project can be created from the demands defined with staff, and project announcements and costs can be recorded. Applications for the project can be created through the current personnel, former staff or CV bank, and applicants can be reached via mail or e-mail, and their tests and exams can be tracked through the system.

With CV Bank application, data such as general information, experiences, language knowledge, education level and training records can be kept; pictures and documents can be added to the CV; proposals and decisions submitted to the candidate can be recorded. CV bank can be searched according to the desired criteria. During the recruitment process, information on CV from the CV bank can be automatically transferred to the record card to be created. In addition, it is possible to save the resumes prepared in external environments through XML format.

In summary, monitoring of all stages of personnel selection projects for personnel needs, the creation of a CV bank and its as-

sociation with record cards, and personnel selection and placement processes can be easily managed on the module.

Personnel Record Management

In the personnel record cards found in the Human Resources Management module, all operational and personal information of the personnel is kept based on information groups. Some data can be tracked on a date basis so that the personnel's valid information for different periods can also be maintained on the system. Some information groups on the register card include: Organization, identity information, salary, bank, shifts and shift settings, social insurance, private insurance, payments, levy files, disability status, family information, marital status, work experiences, education, foreign languages, awards and punishments, assigned asset inventory, documents and other similar headings. Most of these information groups can be used as search criteria during personnel listing. The batch information update or preview features provide convenience to human resources users.

In the module, salary changes can be transferred to the personnel records over the relevant application in a collective form and with different calculation methods. Personnel shifts can be planned and planned in the Shift Planning transaction and saved on registration cards. In employment termination processes, the record cards are retained in the system as former personnel. In the event that the employee starts to work again in the future, the information on the old card can be transferred to a new card or old record card can be continued to be used, so that the recruitment can be done quickly. If the information related to an employee that started to work can be found in the CV bank, the information can be transferred to the record card. In the termination of the employment process, an inspection can be performed for assets that are assigned to the personnel's inventory and for open installment debt payments. Additionally, the remaining holiday pay can be automatically reflected and the severance and notice compensations, if any, can be calculated and transferred to the payroll. Transfer between the companies inside the system can be carried out with a single process, and the employment can continue through the same record card. Business process management can also be used to ma-

nage other company-specific workflows in the hiring and termination processes.

Aforementioned features and the data required for record management can be saved and allowed to affect other modules, so that the processes of record management can be managed quickly and easily.

Payroll Management

In the Human Resources Management module, personnel payrolls are calculated quickly and easily in accordance with current legislation, social security types and tax laws. Different payroll types can be created on the module and multiple payrolls can be calculated for the same period. On the payroll calculation screen, all entries that might affect the payroll of the relevant personnel can be controlled. With extra incomes and deductions management, payments can be automatically transferred to payrolls or payments can be collected in CSV format. Information received from card reading systems can be imported in CSV format to create daily working data, and the days-off entered in the leaves application can be included in the payroll. Installment debts and advances can be recorded on the system, and deductions can be reflected in the payroll automatically.

Calculated payrolls can be forwarded to personnel by e-mail; a variety of printouts such as a payroll report can be taken; company-wide payroll reports can be automatically and quickly created. Payment documents can be created automatically in line with the prepared formats for bank branches over the calculated payrolls. All the mandatory legal declarations (Employment-Termination declarations, monthly premium and service document etc.) can be created quickly.

The payrolls calculated on the module can be accounted by the posting keys specified based on personnel through the application in the system. According to the keys set in the finance group value fields on the personnel record card, different accounts can be automatically registered even when the same posting key is processed. According to the cost centers stated on the payroll, the distribution of accounting receipts to cost centers can be ensured. Transfer to a fixed cost center for the personnel can be performed as well.

Performance Management

In the Performance Management section of the Human Resources Management module, periodic assessments can be applied for employees. In performance evaluation, business goals can be defined periodically, career goals, opinions and suggestions can be defined, and documents related to evaluation can be added. Competencies can be applied based on departments and positions. Any number of evaluators can be defined, and the evaluators can be defined as "Supervisor", "Subordinate", "Peer", "Self", or "External." For the evaluators, different weights can be defined based on the target and competence. Evaluators can complete their evaluations from the self-service application, enter a description for each item and add documents on an evaluation basis. Completed evaluations may be closed to revision, evaluation results may be shared with the employee or their manager within the competencies. Training improvements needed found after the evaluation can be recorded as well.

The performance evaluation process can be carried out easily through the Human Resources Management module. Performance evaluation results can all be followed in the development tab on the record card of the employees. Thus, companies record performance management, personnel targets, competencies and suggestions, and ensure that personnel development is managed in accordance with company objectives.

Training Management

With Human Resources Management module, the necessary trainings, training places and trainers for the management of the training processes within the company can be defined in the system, and training requests and training records can be followed. Training requests can be collected, submitted for approval and approved by the participant, and approved participants can be moved to the created training record. Necessary materials, qualifications and costs can be defined in training definitions. In the training definition, the training company can be defined, and training documents can be recorded for external training.

Training records can be created to include the definition, location, and instructor information of the training, and they can be

calculated using planned and actual costs, training needs, trainer, training place costs. Participants' participation in training, examination and score information and comments can be kept in the system. The qualifications of the participants developed with the relevant training can be updated to the record card. In addition, training documents can be kept on the module. Training surveys, questions and answers can be recorded in the system for use in trainings.

Self-Service Applications

Self Service Management in the Human Resources Management module includes human resources applications for the personnel to perform their own operations on the system by themselves or by their manager. The list of self-service applications in the module is as follows:

- // Personnel Records
- // Monthly Working Data Management
- // Extra Incomes and Deductions
- // Leaves
- // Salary Advances
- // Loans
- // Payroll Records
- // Training Requests
- // Application to Open Positions
- // Performance Evaluation Results
- // Performance Evaluation

The applications in the list can be used both as Self Service Service and Manager Self Service. Authorizations can be defined separately for Worker Self Service and Manager Self Service applications. "Application to Open Positions" application can only be used with Worker Self Service as it does not have a feature related to Manager Self Service. Considering the intensive work of human resources users in companies, to be able to perform operations on the system, such as entering the leaves, receiving payroll printouts and entering training requests by the staff or the managers is important for the sustainability of the daily work of the human resources department. With the Human Resources Management module, all of these processes can be easily managed.

Report Wizard

It is critical for companies to report all processes subject to human resources easily.

Daily, periodic or individual report needs can be time-consuming for human resources department employees, and sometimes other people might be needed in report preparation processes. These processes can be managed easily with report design and reporting applications in the Human Resources Management module. With the Report Wizard, reports can be designed, recorded and run whenever needed. The search criteria used in the reports can be recorded on a user basis and reused in subsequent reporting. Prepared reports can be imported in CSV, PDF, Excel, Text formats.

Integration

Human Resources Management module is integrated with various points of the system. The payrolls calculated on the module can be accounted with a single key through the integration of the Financial Accounting module. When creating the accounting records, distribution can be made based on Cost Centers, Cost Objects or Projects. The transfer of the recalculated payrolls to the Withholding Tax Return can easily be performed on the system. Fixed asset management module integration enables to register an inventory to personnel for assets.

Applications such as records, training and performance evaluation are integrated with the Document Management module. Thus, the relevant documentation can be followed in the system. In addition, integration with the Business Process Management module can be established in order to manage the work and approval processes of the Human Resources departments through the system.

Features OVERVIEW

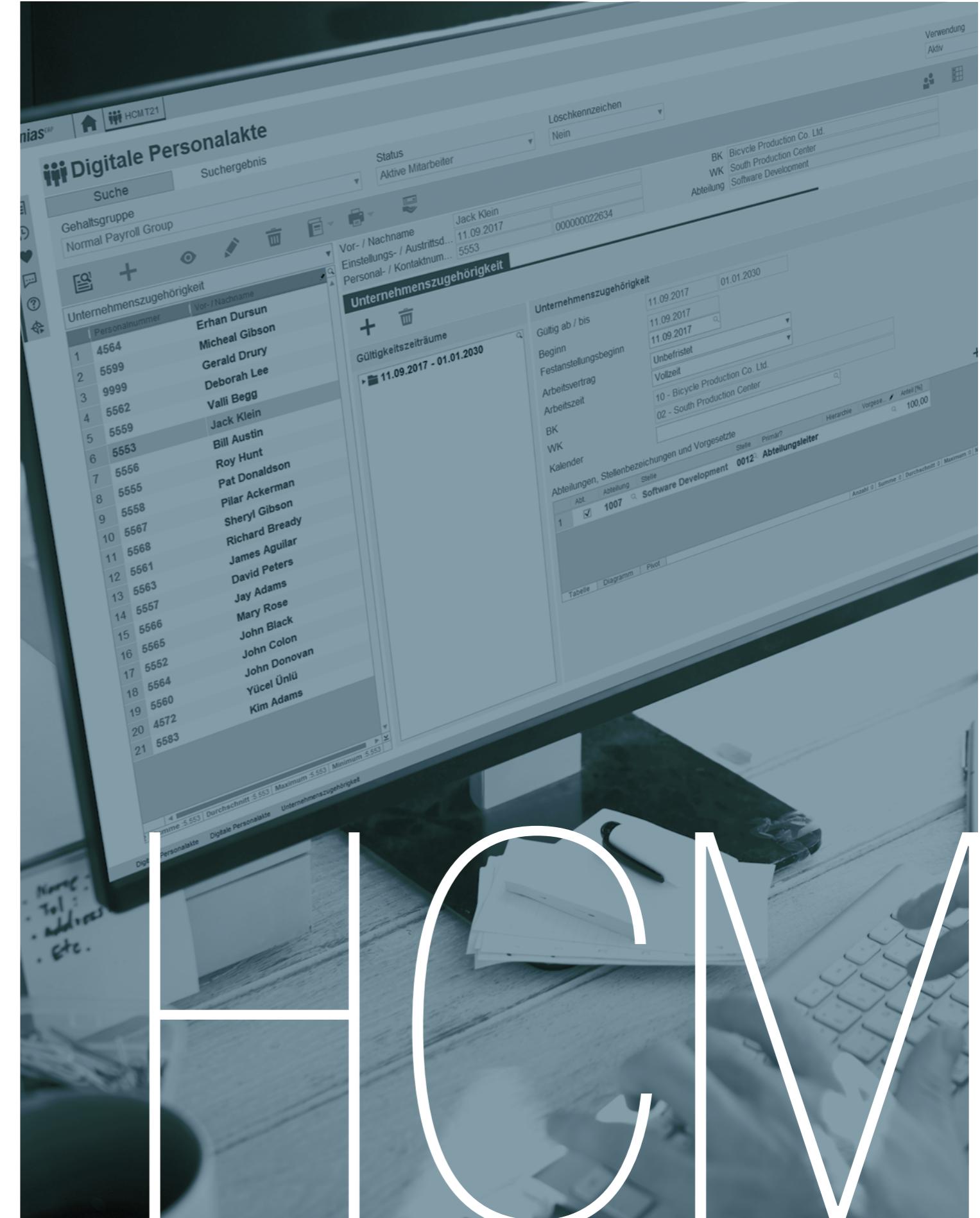
- // Institutional Planning
- // Personnel Selection and Placement
- // Personnel Record Management
- // Payroll Management
- // Performance Management
- // Training Management
- // Self-Service Applications (Worker - Manager)
- // Report Wizard

“

Advice from our **EXPERTS**

„Today's working world is characterized by technological developments, flexible work models and a changing work environment. Globally distributed teams made up of intergenerational personnel with varying levels of qualification and experience also require effective management. With a modern human capital management software, companies can effectively design their HR processes and increase their company's success.

Without employees, not only does the production fail, but the entire company as well. To prevent this from happening, caniasERP HCM efficiently manages and controls HR master data, absences and qualifications of employees as well as the planning and monitoring of training. Targeted evaluations and various reports also contribute to the systematic monitoring of personnel.“



Project MANAGEMENT

Project Management

Project MANAGEMENT

Project Management (PRJ) with caniasERP

The Project Management (PRJ) module enables planning and management of projects effectively and analysis of details of important project-specific factors. Developed by taking the International Project Management Methods into account, this module takes the principles of PMBOK - Project Management Guidance Guide into consideration, which PMI - Project Management Institute uses as a worldwide standard. With the help of the Gantt chart showing automatic status notifications and detailed project structure, a fast and reliable control can be performed for the projects; project information can be managed in all details. Project Management module is fully integrated into the system; thus, it is possible to use the data in two ways.

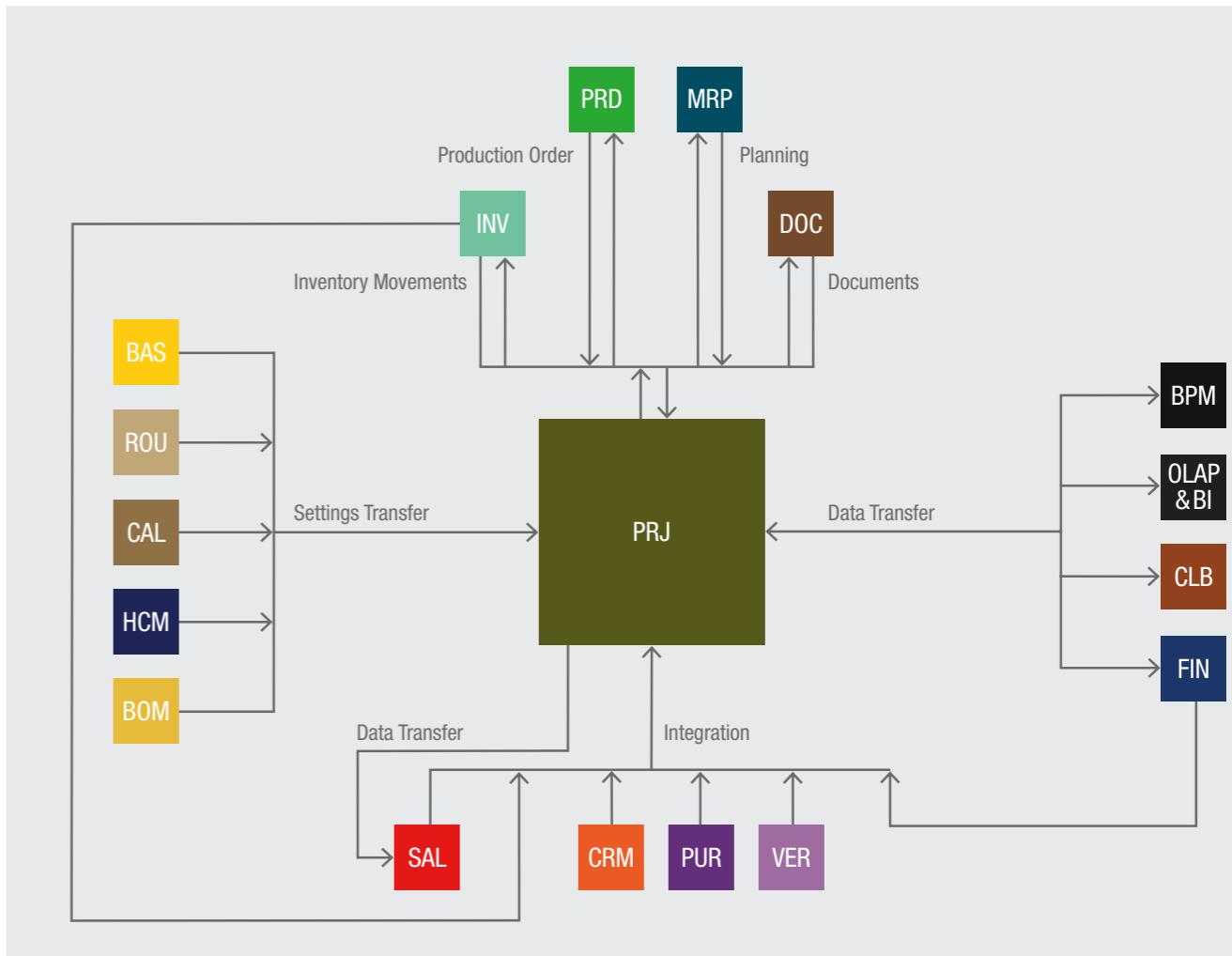
The following chart shows the schematic diagram of the Project Management module and its relations with other modules.

Project Planning

In the Project Management module, the EPS - Enterprise Project Structure is initially

created in the company. This structure has a hierarchical architecture that categorizes the projects and facilitates classification. Newly created projects are placed in appropriate categories within the EPS structure. In a project, WBS - Work Breakdown Structures are used to categorize the Activities we describe in the project. Work Breakdown Structures often represent the phases of a project and

can have a hierarchical structure as in EPS. With the determination of the project phases, Activity Planning can be started. The characteristics of the activities, the Milestone points and the description of the project resources are planned in detail in graphical or table form. Following the scheduling of activities, both the workflow plan and the critical path can be established comprehensively to



determine the overall temporal flow of the project. Work Breakdown Structures and Activities can be monitored over the Gantt chart at the temporal level.

In the Project Management module, existing projects can be used as templates for new projects or small projects can be integrated into larger projects as sub-projects. Thus, projects are planned and managed more quickly and effectively. Centrally managing, approving activities and monitoring all changes instantly increases the effectiveness of project management. When the activities are completed, automatic feedback is performed to ensure quick response to improper developments.

Changes, additions, and deletions can be made at any time in the project components such as activities, work centers, resources, materials or employees in existing projects. A Project Baseline can be created to obtain an overview of the immediate project situation and progress. The Project Baseline can be created and compared based on cost and activity, both graphically and as a table. Here, a comparison is made between current projects and different projects, considering the costs, workflows, and resources in the project. A To-Do List can be created to remind users of the important things to do within the activities and to get approval. In this way, fine details cannot be overlooked during the realization of the activity.

Editing Invoices

In Project Management module, approvals for each project component can be invoiced individually or collectively. Invoices can be generated for all costs under the project, such as activity costs, materials, resources, service types and expenditure costs. If projects are supported by a fund, the funds can be managed from within the project and the project can be stopped according to funding delays. They can also be invoiced for funding once they are completed.

Calculating Costs

In the Project Management module; planned costs can be calculated based on activities, materials, resources, and services to be used at any stage of the project. The cost and actual cost planned for approved activities or

overall project can be compared. Project Baseline can be calculated at any time and the project plan and progress can be followed.

Integration

Integration plays an important role in the Project Management module. The resources used and managed in other modules have been put into direct use in connection with the relevant stages in project management. Centralized storage of all documents in the Document Management module also enables efficient and well-structured management of information.

The integrated structure of the module enables the creation and realization of projects from the Sales Management module. A sales document can be used as the basis for the creation of a new project. Similarly, the resources and planned costs needed for a project can also be simulated before the project is created. Project progresses, such as approved activities, services performed or material consumption, can be invoiced to customers individually through the Sales Management module before the project is completed. With the integration of the module with the Purchase Management, data such as the term, quantity, and supplier related to deliveries are transferred to the Project Management module and managed here. Thus, a rapid response can be given to changes during the purchasing process.

The module has an integrated structure with Production Management and Capacity Management modules. Thus, production plans and production orders can be monitored and controlled through this module. The integrated structure also allows for the establishment of scheduling links between production orders and projects.

Features OVERVIEW

- // Comprehensive planning on costs and resources
- // Efficient management and scheduling on the project with Gantt Chart
- // Hierarchical structure categorized by its fractured structure
- // Chart and table viewable and comparable project baselines
- // A To-Do List which can be used for reminder or confirmation at important points of the project
- // Ability to generate invoices for all costs under the Project
- // Fund management
- // Comparable planned and actual cost report

“

Advice from our **EXPERTS**

„For more and more companies, complex tasks as well as their IT-based framework and execution are increasing in significance. To meet the associated requirements, companies increasingly implement inter-site projects, cross-functional project teams and efficient project management solutions.

The interaction of all processes and the mapping of the process status in a project, as well as the initialization of procedures across different areas make project management with caniasERP many times more efficient than it could ever be with a stand-alone system.“

Business Intelligence & STRATEGIC PLANNING

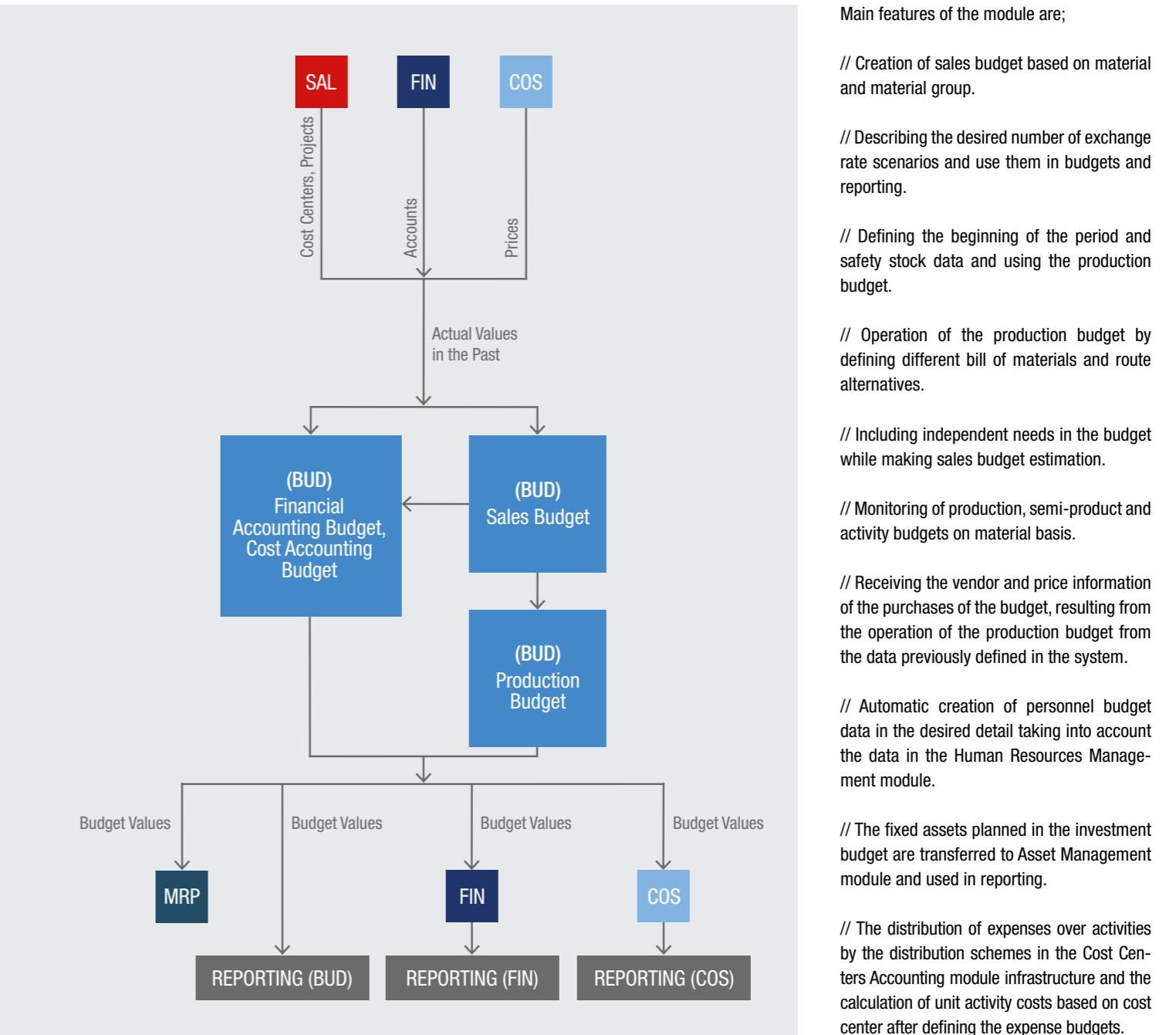
Business Intelligence & Strategic Planning

BUD

Budget MANAGEMENT

Budget Management (BUD) with caniasERP

The Budget Management (BUD) module provides companies with the ability to manage their entire strategic, operational and financial plan by creating a budget that fits their vision for the future. An unlimited number of budget scenarios can be created through this module, the budgets generated can be versioned, selected and revisions can be performed quickly when needed. The integrated structure of the module enables the planned and actual figures to always be kept up to date and the companies can be managed in real time. Budget categories can be set up in different hierarchies for different business areas such as „Sales Budget“, „Production Budget“, „Purchasing Budget“, „Investment Budget“, „General Expense Budget“, „Personnel Budget“ and „Financial Budget“. The successful integration with other modules makes the planning and reporting process more efficient.



// Defining the approval and authorization mechanism of the budget.

// Transferring of all budget items to the account-level financial budget with posting keys and import templates.

// Budget cost in actual cost detail.

// Consolidation of budgets.

// Quick creation of the revised budget

// Real-time management of overdrawing during actual budget controls.

Reporting

There are standard reports in the Budget Management module that allow various analyses:

// Sales budget detailed analysis report

// Detailed analysis report of purchasing budget

// Expenditure budget detailed analysis report

// Investment budget detailed analysis report

// Personnel budget detailed analysis report

// Finance budget detailed analysis report

// Planned/Actual and budget-to-budget comparison for sales budget

// Planned/Actual and budget-to-budget comparison for purchase budget

// Planned/Actual and budget-to-budget comparison for expense budget

// Planned/Actual and budget-to-budget comparison for finance budget

// Summary capacity report

// Unit activity costs report

// Operation costs report

// Budget cash flow report

// Budget balance sheet and income statement

// Budget Cost report

Integration

For the planned sales figures in the Budget Management module, actual data or independent needs in the Sales Management module can be used. Production and purchase budget are generated through the Material Requirements Planning and indirectly through the BOM and Routing Management modules. Plan values created within the Budget Management can be taken into consideration in Material Requirements Planning module and can be used in related processes. The values in the credit application in the Finance Accounting module can be used within the budget module and the credit definition of the budget can be made. The development of fixed assets belonging to the investment budget can be monitored in the Asset Management module. If planned budgets for purchase and expense are exceeded, the system warns the users while performing transactions in Purchasing Management and other related modules. The personnel budget can be created by considering the data in the Human Resources Management module. Once the expense budgets have been defined, the distribution of expenditures on the activities through the distribution schemes in the Cost Centers Accounting module infrastructure, calculating the unit activity costs based on the cost center and thus, by the help of the Standard Cost Management module, calculating the budget cost in the actual cost detail can be provided. In addition, a structure that works integrated with the Business Process Management module can be established in order to manage the approval processes through the system. The plan data in the generated budgets can be compared with actual values through integration with the relevant modules and a report infrastructure can be created for deviation analyses.

Features OVERVIEW

- // Creating a desired number of budgets
- // Identifiable authorization and approval process
- // Budget category in different hierarchies
- // Use of multiple currencies in the budget
- // General sales planning based on material groups
- // Detailed sales planning based on customers/ materials
- // Budget entry based on departments
- // Production planning in line with sales budget
- // Using the Material Requirements Planning module to manage the production budget
- // Identifying the sales, production, general expenses, investment, personnel, purchase, and finance budgets.
- // Advanced and detailed reporting
- // Comparison of planned figures by date range and months
- // Creating budget revisions quickly with advanced parametric architecture
- // Complete integration with all basic modules
- // Detailed cost structure
- // Limit overrun management in the processes related to the live budget controls
- // Consolidation of budgets

“

Advice from our **EXPERTS**

„In the context of budgeting, many companies face the challenge of supporting control through contemporary and practical IT tools. This must enable transparency in the mapping of complex data structures, and at the same time, be flexible, integrated and easy to operate. Important characteristics of the Budgeting module from caniasERP are sales planning, determination of resource requirements from this planning, and budgeting of cost centers and financial accounting records. These areas simultaneously form central planning parameters for medium-sized companies.“

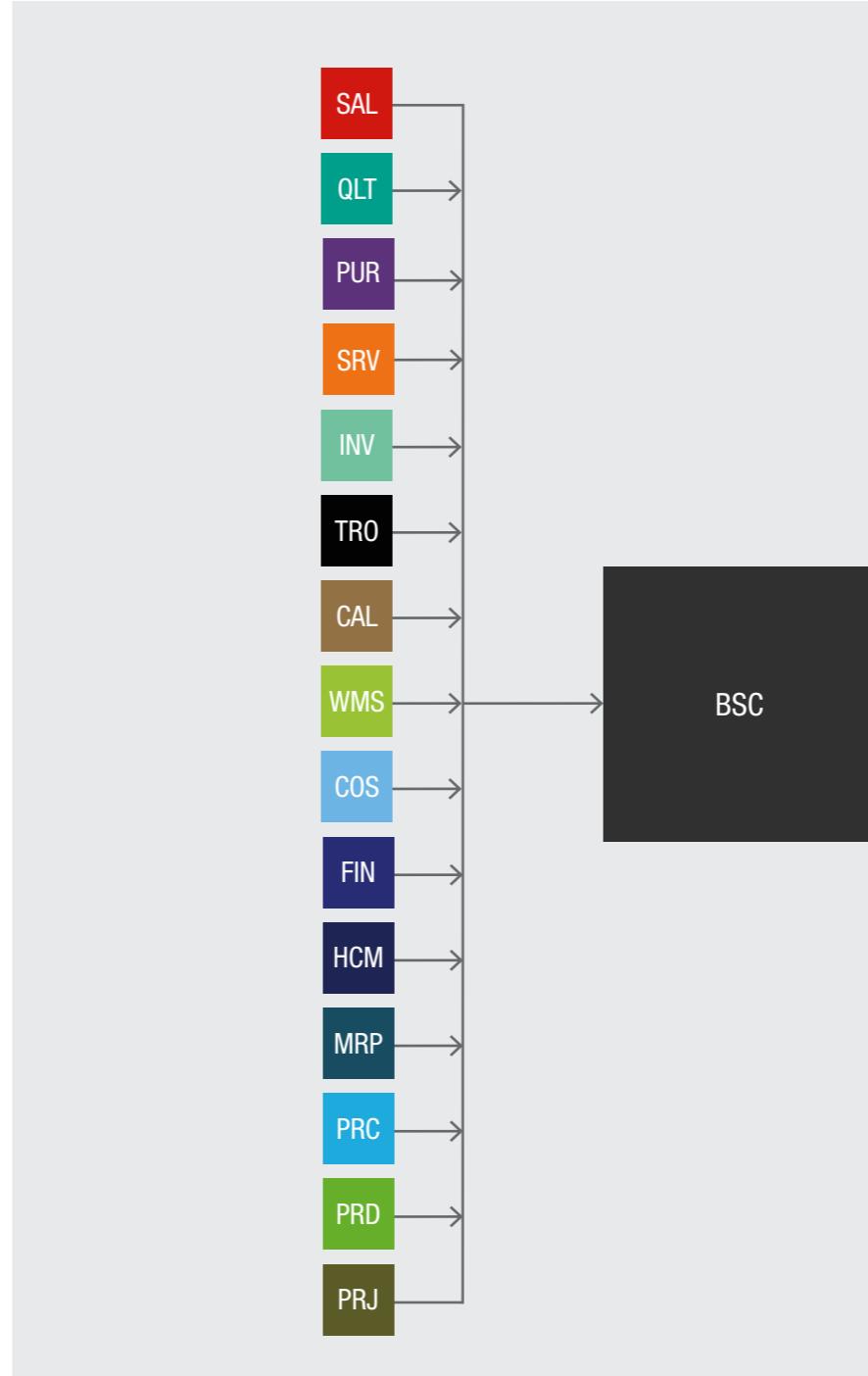
Business Intelligence & Strategic Planning

BSC

Balanced Scorecard
MANAGEMENT

Balanced Scorecard Management (BSC) with caniasERP

With the Balanced Scorecard Management (BSC) module, the vision and strategy of a company can be transformed into a set of consistent performance measurements and presented to managers by creating a comprehensive framework. Besides being a performance measurement system, Balanced Scorecard Management is also used as a management system for a strategic approach. This management system consists of four main perspectives: „Financial Perspective“, „Customer Perspective“, „Internal Process Perspective“ and „Employee Perspective.“ New alternatives can be defined in the module in addition to these perspectives.



Strategic goals are defined in the Balanced Scorecard Management module and targets are set based on these objectives. These objectives are converted to measurable performance indicators. Thus, performance indicators are used to implement strategies while showing the current state of the companies. These strategic goals are gathered under scorecards. It is also defined which coefficient is effective in determining the value of the report. Separate scale and operating period can be specified for each target. Results are automatically calculated by the system

Reporting

When the defined scorecards are run at the specified times, the results are shown both in the report and in the tree structure defined in the diagram.

Integration

Balanced Scorecard Management module is integrated with all the modules in the caniasERP system, therefore, all system data can be used in the scorecard calculations.

Features OVERVIEW

- // Configurable module parameters
- // Identifying new perspectives
- // Flexible scale design
- // Practical scale multiplexing
- // Using data from each module in the system

Business Intelligence & Strategic Planning

”

Advice from our **EXPERTS**

„The Balanced Scorecard (BSC) method supports a balanced and implementation-oriented approach to company management by means of a performance measurement system. With this, the performance of the organization is seen as a balance between financial management, business processes, customers and employee development and then clearly arranged on a table (scorecard).

The BSC module of company software caniasERP offers the ability to automatically determine key performance indicators from the period-related actual values in the ERP system and to manually enter additional data as needed.

The performance indicators and their achievement in individual periods are visualized within caniasERP BSC graphically and in table form. In this way, the system presents the actual realized indicators with the defined target values, percentage changes compared to the previous period, and the respective threshold values in a clear way.

With this module, your central “key figures” (key performance indicators) are automatically determined in a company-individual control station and the differences between target and actual values per period are shown in a transparent design. Thus, higher-level targets are easier to operationalize.“

ERM

Enterprise Risk MANAGEMENT

Enterprise Risk Management (ERM) with caniasERP

Enterprise Risk Management (ERM) module enables a systematic and detailed process to identify critical risks, measure potential impacts, and implement integrated risk management practices to maximize companies' economic values. The institutional risk management process, which is carried out in order to determine, measure and minimize the risk factors that may adversely affect the workability of an institution or an organization and the profitability of commercial establishments, can be managed in an effective way through this module, which is designed in accordance with international risk management standards.

Economic and technological developments have brought about complex business structures, where many activities are carried out in a long period of time with a large number of people and hierarchical organizational arrangements are constantly evolving. This situation has made the operations of the enterprises unobservable by simple control methods. COSO (The Committee of Sponsoring Organizations), which consists of five independent professional organizations in the USA, led to the transformation of internal control environment, risk assessment, control activities, information, communication and monitoring into a standardized structure in enterprises. The COSO internal

control model is structured around the effectiveness and efficiency of business activities, the reliability of financial reports, and compliance with applicable laws and regulations. Then, with the ISO 31000 Risk Management System Standard, the risk management standards have been determined. ISO 31000 Risk Management System Standard recommends organizations to develop a framework that aims to integrate the risk management process with all management, strategy and planning, management, reporting process, policies, values and culture of the company. Enterprise Risk Management (ERM) module has been created in compliance with these standards.

General Operation

There are four main risk groups in the Enterprise Risk Management module:

- // Strategic
- // Financial
- // Operational
- // Compatibility / Disaster

The following steps are taken to manage risks:

1. IDENTIFYING AND SPECIFYING THE RISKS AND DEFINING THE GROUP TO WHICH THEY BELONG.

Companies determine their risks by taking internal audit processes into consideration. Appoints responsible and managers for the risks. Determines the risk measurement periods and how the measurement is carried out.

2. EVALUATION OF RISKS

The main risk assessment methods used are:

- // Brainstorming
- // Scenario analysis
- // Profit / Cost analysis
- // Reason tree analysis
- // Error impact analysis
- // Result / Probability matrix

3. RUNNING THE RISKS, SORTING THE RISKS ACCORDING TO THE RESULTS AND DETERMINING THE RISK CONTROL METHODS

Risk control methods used:

- // Avoidance: The enterprise terminates the related activity
- // Prevention: Reduce the likelihood of risks
- // Protection: Reduce the impact of risks
- // Distributing: Distribution of activities so that all operations of the business are not harmed by risk
- // Transfer: Transfer of risks to third parties or institution

4. SELECTION, IMPLEMENTATION AND MONITORING OF RISKS

// Configurable module parameters

// Identifying additional risk group

// Defining probability and effect scales

// Defining flexible measurement period

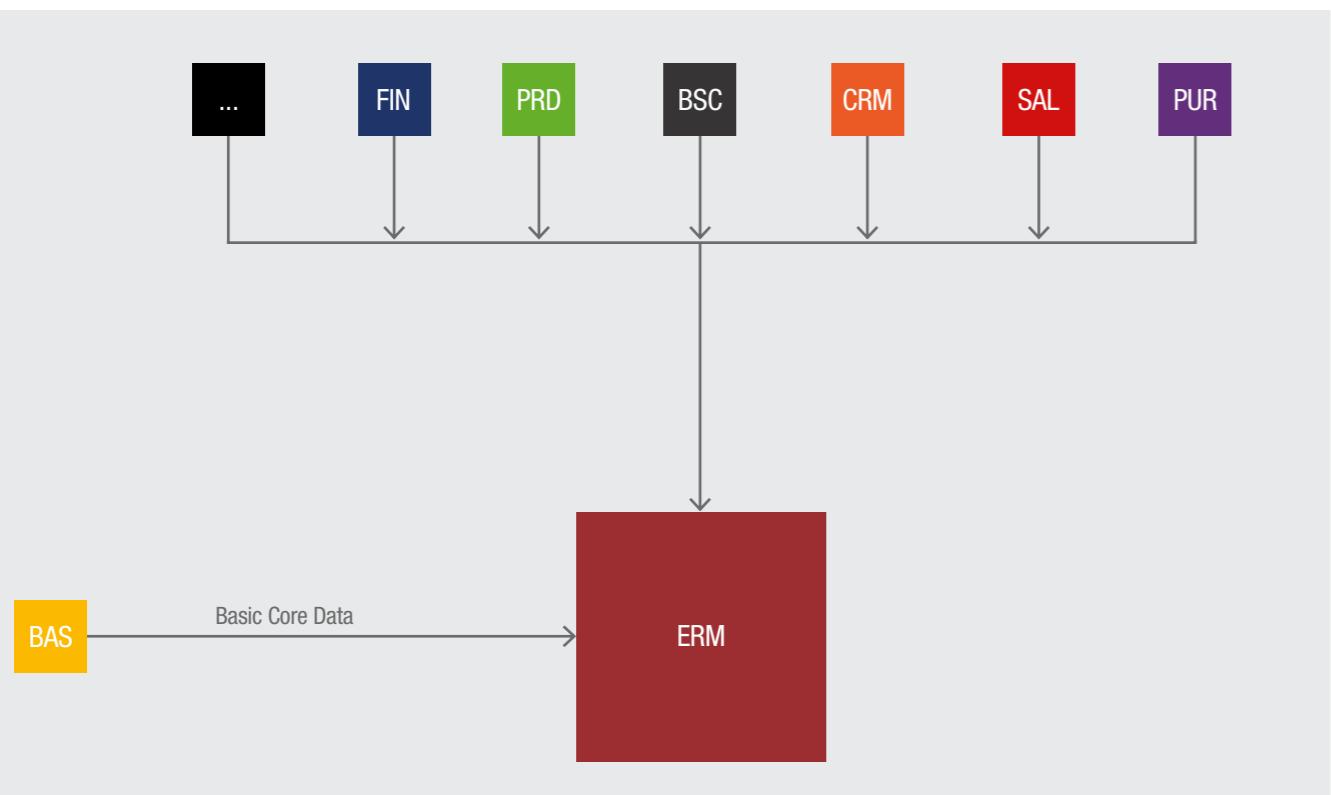
// Using data from each module in the system

Reporting

When the risks defined in the module are run at specified times, the results are shown both graphically and as a report.

Integration

As the Enterprise Risk Management module is fully integrated into the system, it can use the information in any module of the system to measure risks.



Features OVERVIEW

- // Configurable module parameters
- // Identifying additional risk group
- // Defining probability and effect scales
- // Defining flexible measurement period
- // Using data from each module in the system

Business Intelligence & Strategic Planning

”

Advice from our **EXPERTS**

„Business life is affected by external influences now more than ever – whether it be technological trends, customer and/or supplier decisions. Even policies and decisions from the European Union or environmental influences can have a direct impact on company philosophy and daily work. The human component – such as the resignation of individual employees or “rationalized” staff positions – can also be a risk. We all know it: Every cause also has an effect!

According to process-oriented project management method PRINCE2 (projects in controlled environments), all processes should be examined and evaluated and have adequate policies and procedures at hand just in case. Nothing is worse than having a situation you are unprepared for at a bad time and then acting on instinct alone. With an appropriate tool in hand, risk scenarios can be devised in advance and measures can be defined. In some cases, it is enough to have a timely escalation of a problem to the relevant person in charge who can then initiate the next steps. It is crucial to identify and assess potential risks early on. What some forget about this issue, however, is the fact that an identified risk and its evaluation can also lead to a (new) chance for the company.

Fixed automatism that regularly evaluates and inspects according to the parameters of a company's stored data saves time and money. Furthermore, it gives the ability to define rules and prepare crucial information, like when information is sent every morning to a central control, providing a risk radar. With all of these capabilities, the Risk Management module is able to support you.“

IQ

Business
INTELLIGENCE

Business Intelligence (IQ) with caniasERP

Business Intelligence (IQ) module provides the required data for the strategic decisions to be taken throughout the company, making the analyses as fast as possible, evaluating the data in a multidimensional way and preparing it visually. In this process, it aims to minimize user intervention and to make reporting as automatically as possible. Developed in cooperation with Qlik, one of the world's leading business intelligence firms, the Business Intelligence module provides an integrated business intelligence system for all its users in caniasERP.

Use of Data Resources

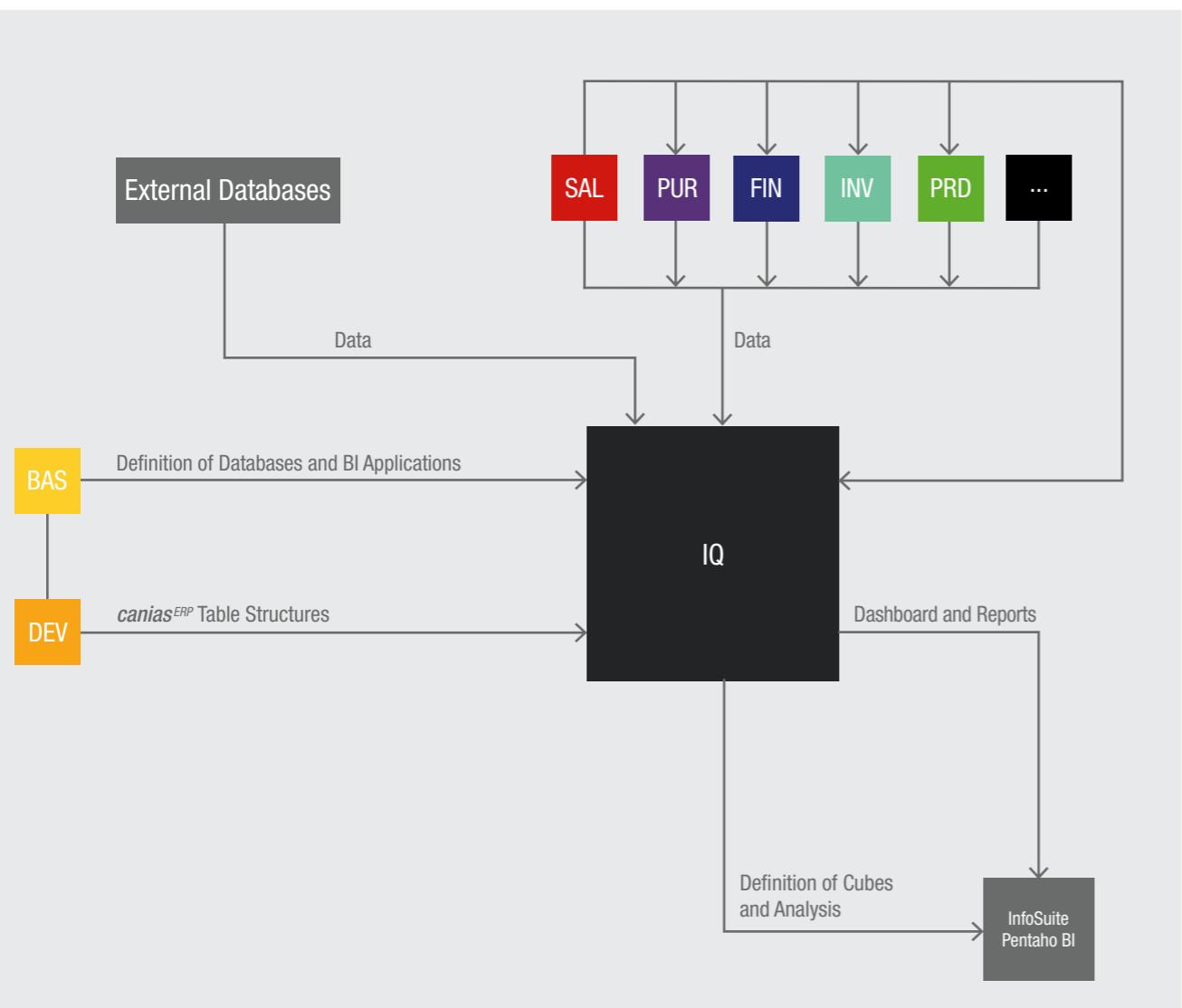
Business Intelligence module is a homogeneous structure that is fully integrated into the system. Without the need for a third-party ETL (Extract-Transform-Load) tool, ERP data is passed through the ETL process and transferred to the OLAP tables in the Data Warehouse Management module. Thus, data can be analyzed in a centralized manner and col-

lected independently from the resources. As a result, decisions that are critical to enterprises can be given smartly and effectively.

Multi-Dimensional View on Data and Flexibility

The module formats the company's critical data in a standardized and structured way

and provides the users with multi-dimensional capabilities for efficient analytical inquiry. Thanks to the OLAP tables created using the Data Warehouse Management module, data can be viewed multidimensionally in horizontal and vertical axes in the Business Intelligence module. A multidimensional view at data gives flexibility to prepared reports and provides unlimited cross-reporting.



Fast Information Transmission

The module also provides the opportunity to view large volume data of commercial activities of companies from multidimensional horizontal and vertical axes. Visualization tools like Dashboard can be used in the module. Thus, decision-making processes of companies are supported easily and automatically.

Easy Reporting

OLAP tables are designed to meet the requirements and automatically establish relationships between tables without the need to design OLAP cubes.

Association technology in the Business Intelligence module allows analysis in the way the human brain thinks and offers the user a highly flexible inquiry. As a result of keeping the data available in the association, the results of other analyses that may be related at the same time may be reflected on the screens, apart from the questions asked. With the self-service feature, users can make changes to existing dashboard displays, analyzes or create new screens from scratch.

Ready-To-Use Reports

Analysis of data can be started instantly with ready-to-use reports as soon as the module is installed.

In-Memory Analysis

Business Intelligence module's in-memory working technology keeps all the data set in the analysis in memory and reduces the time required to analysis into mere seconds to speed up the processes. In other words, it returns the result of the inquiry made by the user over the data set previously stored in memory before going to the source (database) of that data. Given the large data sets with millions of rows of data from data sources, such technology makes a big difference to the instant calculations that the user needs in terms of speed.

Integration

Business Intelligence module has perfect integration with all modules in the caniasERP

system, especially with the Data Warehouse Management module. The dashboard and other reports prepared on the module can be accessed directly without the need for third-party applications. Through the developed bi-directional integration, Business Intelligence reports can be accessed via caniasERP modules, as well as using the links defined on Business Intelligence dashboards, and the details of an important situation or record can also be accessed with one-click through the caniasERP modules.

Features OVERVIEW

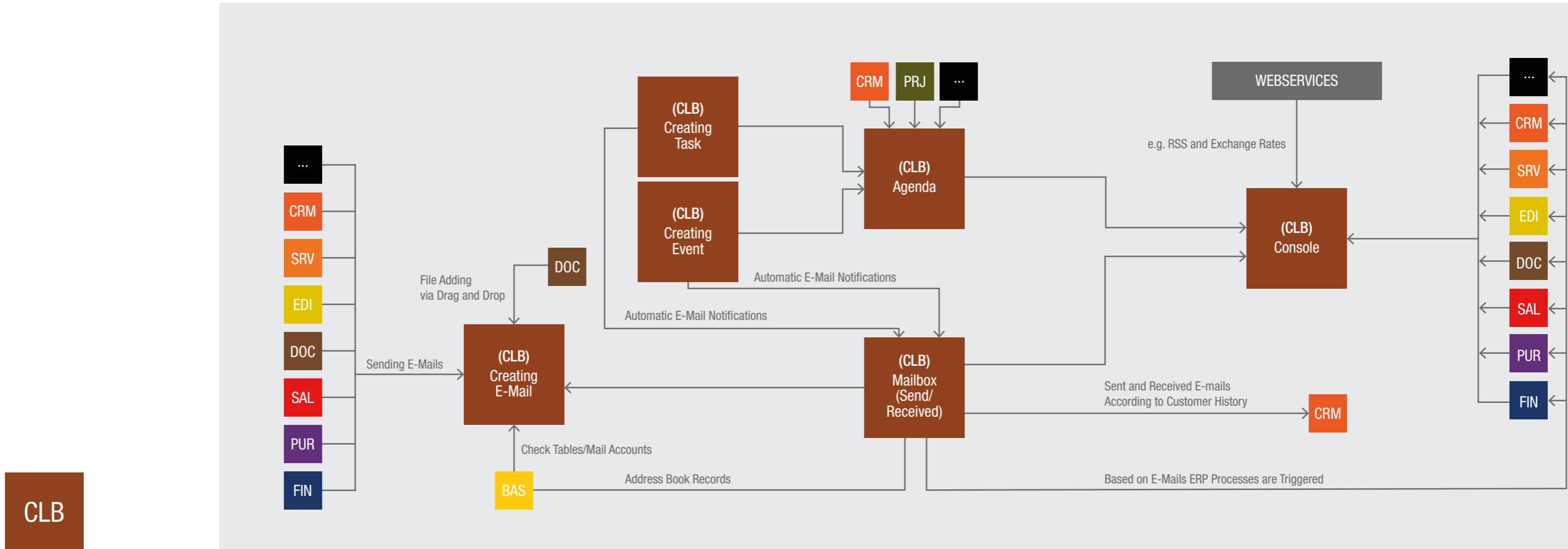
- // Summarization of variable OLAP tables
- // Ready for instant analysis with ready-to-use reports as soon as the module is installed
- // In-memory working technology
- // Association technology
- // Direct access to dashboards and reports via caniasERP
- // Direct access to caniasERP records via Dashboards
- // Multi-dimensional overview feature
- // No limits in dimensions and groupings
- // Unlimited cross-reporting capability
- // Detailed or summarized overview
- // Unlimited display of data
- // Comparative overview feature
- // Real-time evaluations

Communication MANAGEMENT

Communication Management

Collaborator (CLB) with caniasERP

caniasERP Collaborator (CLB) allows the internal and external exchange of e-mails from all applications. Personal or general deadlines and tasks can be managed through the personal agenda, corporate schedule and address book. In addition to this data can be accessed from applications of the ERP and personal reports can be prepared with the summary feature of the module.



The chart above shows the schematic diagram of the Collaborator module on the same network.

Email Client

E-mails can be sent and received via the integrated e-mail client. It is also possible to manage multiple e-mail accounts with this module. Information of all contacts saved in the address book can be easily accessed. The contacts saved in the address book can be

contacted via e-mail, telephone or fax integration.

Company Calendar

The organizer of the module collaborator can be used to view the personal calendar of the relevant user or to see a company-wide overview. The period to be displayed can be selected individually. The desired search can be performed within the interactive calendar using various display filters, such as resour-

Colla-BORATOR

Tasks and Appointments

The task and appointment manager in the module provides comprehensive functions for creating and managing tasks. Task and activity types, such as user-defined on-site meetings and on-premise activities, can be used. It is possible to assign different statuses to tasks or appointments, and these assignments can be forwarded to the relevant user via an e-mail notification.

User Console

The module collaborator provides all of the important lists and figures of the company that is specific to the company from the entire caniasERP system. In addition, all desired indicators, including open tasks and information from external sources, can be combined with an user-specific summary view.

Integration

Certain processes associated with e-mails can be started by using user-defined codes in the module. Thus, the processes of creating orders in the modules Sales Management and Purchasing Panagement or production orders in the module Production Management can be started directly through this module. The e-mail and address book management applications in the module also have seamless integration with the module Customer Relationship Management. The Collaborator is an interactive communication solution that offers a wide range of possibilities for setting up a personalized work order. With its structure that is fully integrated to caniasERP, this module enables the start of a large number of processes as well as the creation of individual connections.

Features OVERVIEW

- // Dynamic adaptable user console
- // Connection with caniasERP modules/ processes or external data sources
- // Ability to send emails from all modules
- // Planning an managing tool for tasks, appointments
- // Personal or company calendar management
- // Email and address book management connected with the module Customer Relationship Management
- // Instant message and SMS service

“

Advice from our **EXPERTS**

„The Groupware from caniasERP is a completely integrated, collaborative communication solution. Using this feature, employees have access to the appointment schedule, inbox, task manager and contacts within the address book.

With company-wide scheduling, each employee can always keep track of their own appointments as well as those of their colleagues. The integration of caniasERP CLB with other modules like Sales or Purchasing allows for easy sending of e-mails from different areas of the ERP system. Documents created in the ERP system, such as order confirmations, can also be sent directly via the native e-mail client.

The ability to create sales orders, generate sales campaigns and manage subsequent processes from an e-mail increase process efficiency even more.

Another practical advantage is the start screen of caniasERP CLB, which can be completely customized to each individual user. This can clearly and centrally present important information from other ERP modules and external data sources (i.e. the Internet). Such targeted generated data lists – like a purchaser's list of undelivered orders – support the daily workflow.“

Communication Management

Electronic Data INTERCHANGE

Electronic Data Interchange (EDI) with caniasERP

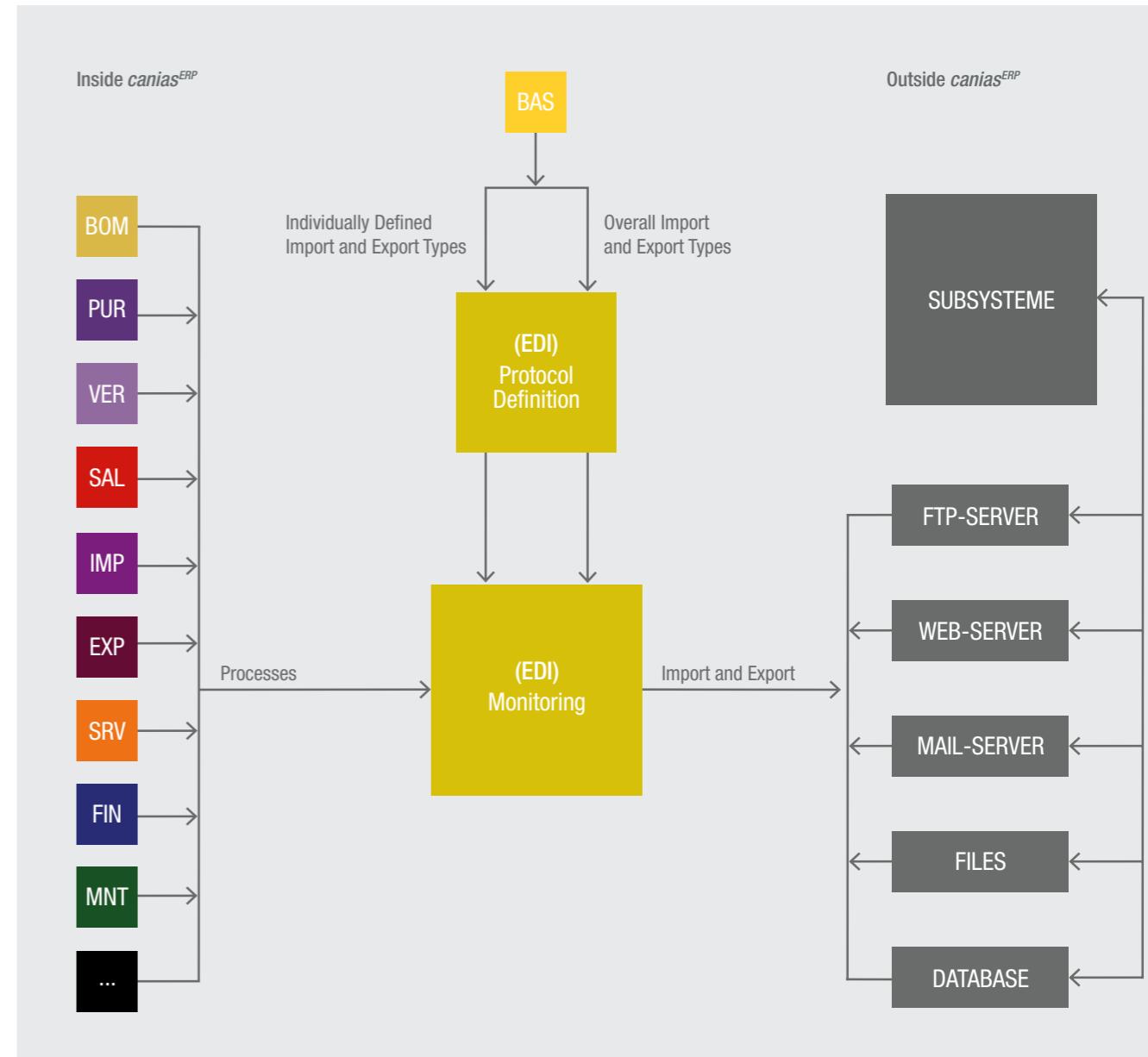
This module ensures the electronic data interchange, which exceeds the system and company boundaries with its structure and is integrated to the whole system. All the data found in the system can be fully exported to external environments via standard or freely defined protocols such as EDIFACT, VDA, ODETTE, ANSI ASC X12 or in return the data from external environments can easily be transferred to the caniasERP system. It is also possible to trigger the desired caniasERP process before or after data is imported/exported.

The chart below shows the integration of the module with the general system.

Integrated Process Workflow

The electronic data interchange can be initiated and executed by defining business processes or events. For example, automatic and electronic delivery of purchase orders to vendors when they are saved or the automa-

tic generation and delivery of the relevant documents to customers/vendors when there's a sales/purchase process are done through this module.



In addition, the module can be used to create production orders without the need of manual intervention; In case of dropping below the minimum storage amount, it is also possible to automatically generate and transfer a purchase order to the suppliers. In addition, this module can be used to transfer information generated as a part of the execution of intercompany business transactions.

Free Protocol Definition

In addition to standard protocols in the module, free protocol definitions can also be made for business specific case solutions. The target format can be defined as XML-based, CSV format, excel file or other formats. It is possible to transfer data from different formats from and to the system. The desired storage locations can be scanned at defined intervals to find and import the newly included protocol files. Through module's fully integrated structure, the next steps are not limited to the actual use of the protocol. If relevant documents (e.g. invoice list for bulk invoices) need to be provided for electronic data interchange supported communication, they can be freely defined and included in the process flow. The next possible steps may be storing in the file system, storing in the module Document Management or sending an automatic mail or fax. In addition, all the save operations in caniasERP can initiate the export process in the Electronic Data Interchange module. Thus, an order can be confirmed automatically via this module.

Creative Usability

Through the Electronic Data Interchange module, data can be imported and exported for external systems used correspondingly. For example, connection with a CAD software system for material and BOM changes received and processed through the module can be established. Thus, the changed properties and data of material in the design stage can be automatically adjusted with by updating the data records in the caniasERP, and new control plans, drawing versions or change indexes can be specified if necessary. Through the protocol's adaptability and flexibility in matching (linking of data structures in the protocol and system), the data structure problems that may occur due to the changes in the software versions used by the data interchange parties are quickly revised.

Complete Control Over Processes

All data transfers via electronic data interchange are displayed on dedicated screens, and a log is created accordingly. Thus, continuous monitoring can be performed. In this way, a logging mechanism can be created for all data transfers, operations performed and errors that may occur, whether imported or exported. With its features such as evaluating, resending/retrieving data with errors and creating a logging mechanism for these errors, the Electronic Data Interchange module is a high-performance and reliable utility. Combined with other modules within the system, an ERP system that perfectly matches the needs of the company is created.

Integration

By using the module's flexible data transfer and process triggering feature, it is possible to interact with all the modules within the system. With protocols prepared for creative use, two-way data transfer can be achieved, and processes can be triggered by interacting various modules such as: Sales Management, Purchasing Management, Invoice Verification, Production Management, Inventory Management, Human Resources Management, Customer Relationship Management.

Features OVERVIEW

- // Support for all standard electronic data interchange protocols (e.g. EDI FACT, VDA, ODETTE, ANSI ASC X12 ...)
- // Ability to use non-standard custom protocols
- // Detailed monitoring of all electronic data exchange processes
- // Logging for errors and causes
- // Tracking import directories in the file system
- // Automatic transfer of documents to the file system or archive documents in the Document Management module
- // Intercompany transactions
- // Data transfer with web service
- // Two-way data transfer with mail servers
- // Triggering process after bidirectional data transfer

“

Customer EXPERIENCE

HAENDLER & NATERMANN SPORT GMBH
HANN. MÜNDEN

„At Haendler & Natermann Sport different areas profit daily from the integration of caniasERP's EDI Module with modules for sales and inventory management. For example, the automatic importing of sales documents along with automatic data transfer to our export software EVA saves us a lot of time. This transfer of data from caniasERP to EVA makes it possible for us to entirely eliminate redundant data collection for customs and licensing authorities, thereby reducing the costs in our dispatch area by about 35%. With the EDI module we are also able to work together closely with our wholesale dealers. The automatic weekly acquisition of large amounts of inventory and sales data from the ERP systems of our customers into our ERP software would be impossible without EDI from caniasERP. This functionality makes it possible for us to clearly differentiate ourselves from our competitors and prevail as a preferred partner of wholesale dealers. Through faster data collection and increased process efficiency, we can now concentrate on things that economically bring our company real added value..“

Interfaces/Additional FUNCTIONS

Shipment Management

SYSTEM	SUPPLIER	DESCRIPTION
FORMAT Shipment	FORMAT Software Service GmbH	Delivery program for the processing of export and import transactions (shipping documents, barcode label, etc)
GLS Uni-Connect	GLS Germany GmbH & Co. KG	Transfer of delivery information and freight costing
ExpoWin	BEO GmbH	Transfer of delivery information and freight costing
FORTRAS	Various manufacturers	Transmission of packages and package content to haulier

Outgoing Invoice Data

SYSTEM	SUPPLIER	DESCRIPTION
SAP-FI	SAP AG	caniasERP exported ASCII files of incoming and outgoing invoices, which flow by use of a standard SAP Import Tool in SAP FI
DATEV	DATEV	Creating lists of account balances. Those can be imported into DATEV. It consists the possibility to use an implementation list for the exporting inventory accounts, if caniasERP account number is not corresponding the DATEV account number.
ADDISON	Wolters Kluwer Software/Service GmbH	Export of outgoing and incoming invoices from caniasERP by Addison
ADDISON	Wolters Kluwer Software/Service GmbH	Export of outgoing and incoming invoices from caniasERP by Addison
Navision	Microsoft Corporation	Bidirectional interface between caniasERP and Navision. Transfer of invoices and PDF documents between an Oracle server and a MS SQL Server

Fax Connection

SYSTEM	SUPPLIER	DESCRIPTION
d.3	d.velop digital solutions GmbH	Allows faxing from caniasERP
FerrariFax	Ferrari Electronic AG	Allows faxing from caniasERP

Document Management System

SYSTEM	SUPPLIER	DESCRIPTION
Bvl Archivio	Bvl.com GmbH	Full integration of caniasERP (DMS) and PS880 certificated audit-proofed archiving solution "BVL Archivio". The documents will be archived by caniasERP with real-time processing directly into BVL Archivio. Complete retrieval functionality with an integrated web service interface.
Easy Archive	Easy Software AG	Interface to the audit-proofed archiving system Easy Archive. Automatic providing of required documents from Easy Archive for the production via EASY-API interface. All electronically filed documents can be found quickly via caniasERP.
Bvl Archivio	Bvl.com GmbH	Archiving of incoming invoices.
ELO	ELO Digital Office GmbH	Storing the documents in ELO/indexing, activating the documents from caniasERP

Manufacturing Execution System

SYSTEM	SUPPLIER	DESCRIPTION
QSYS	IBS AG	QSYS® is an integrated software for enterprise acquisition, the management and analysis of quality-related information in manufacturing companies. Bidirectional interface via database tables and EDI-protocols. To QSYS: master data (products, customers) construction contracts with operations and bill of materials, acknowledgements, good movements. From QSYS: quality assessment
EasyWorks	ITAC AG	Bidirectional interface via database tables, file sharing about database views. From Easy-Works: material master, BOMs, routings, production orders, confirmations, ordering, goods movements. To Easy-Works: sales orders (production orders), ordering information
Acad	IDAT GmbH	Import of the data of the technical draftsman in caniasERP and export to CAD of floor position information. After production and supply, the automatic invoice creation will be made.
Hydra	MPDV Mikrolab GmbH	Production order data is passed to Hydra and the acquisition information flow back in caniasERP
Avero	DiGiTAL-Zeit GmbH	Production order data is passed to AVERO and the acquisition information flow back in caniasERP

SYSTEM	SUPPLIER	DESCRIPTION
Solid Edge	Siemens PLM Software	Import of stocklists from CAD program to caniasERP
EAGLE PCB	CadSoft Computer GmbH	Import of stocklists from CAD program to caniasERP

Electronic Banking

SYSTEM	SUPPLIER	DESCRIPTION
SEPA	Various banks	Creating XML files from caniasERP (transfers, basis debits, company debits, Express debits). These files can be imported of any standard banking software (SFIRM, GENO-cash etc.) and transmitted to the house bank.
MT940	Various banks	Reading of electronic account statements. caniasERP is capable to charge the extracts automatically and clearings optionally (for incoming payments from customers). The program is trainable, so that manually carried out assignments on customer base are saved and an automatic assignment can be made for subsequent payments. Various payment formats Switzerland * 826 (ESR-payment) * 827 (domestic payments in CHF) * 836 (payments with IBAN in CHF and foreign currencies). Reading of ESR account statements (analogue MT940)
Various banking software e.g. SFIRM, GENO-Cash	Various banks	Creation of cross-border transfers. These files can be imported of any standard banking software (SFIRM, GENO-cash etc.) and transferred to the house bank.

Tax Declaration System

SYSTEM	SUPPLIER	DESCRIPTION
ELSTER	Federal Ministry of Finance	<p>Turnover tax advance return</p> <p>Option 1: Import an XML file from caniasERP with the VAT data (monthly). These can be imported into ELSTER-ONLINE.</p> <p>Option 2: Direct delivery of data from caniasERP to the server of tax authorities via ERIC interface.</p> <p>Summarized statements</p> <p>Creating a CSV file from caniasERP. This can be imported into ELSTER-ONLINE.</p>
IDEA	Audicon GmbH	Creating a file of all transaction data of the financial accounting of a fiscal year. This file can be imported into IDEA.
Optitax	Audicon GmbH	Optitax is a software of the company HSP which is used for creating and delivery of electronic tax accounts ("e-balance"). caniasERP offers the possibility to transfer balances to Optitax.

SYSTEM	SUPPLIER	DESCRIPTION
EOLIS	Euler Hermes Deutschland AG	EULER interface: Importing credit limit data in caniasERP (insurers, customer no. at insurance companies, information date, credit limit, insurance beginning, insurance end, credit index, notes). The data are stored in the customer master.
Creditreform Credit Assessment	Creditreform e.V.	The solvency of customers and suppliers can be required by XML interface. With the XML information pure data exchange via SFTP connection takes place. Financial information (e.g. rating, credit index or addresses) are automatically added to the chosen company. The related information allow an evaluation of the credit data and serve as as early warning system (for example, before creating a sales document).

Factoring

SYSTEM	SUPPLIER	DESCRIPTION
Coface	Coface Deutschland AG	caniasERP passes open items to COFACE
Factoring HELLER	heller Software Systemhaus	caniasERP passes bills / payments to HELLER

Sonstige Anbindungen

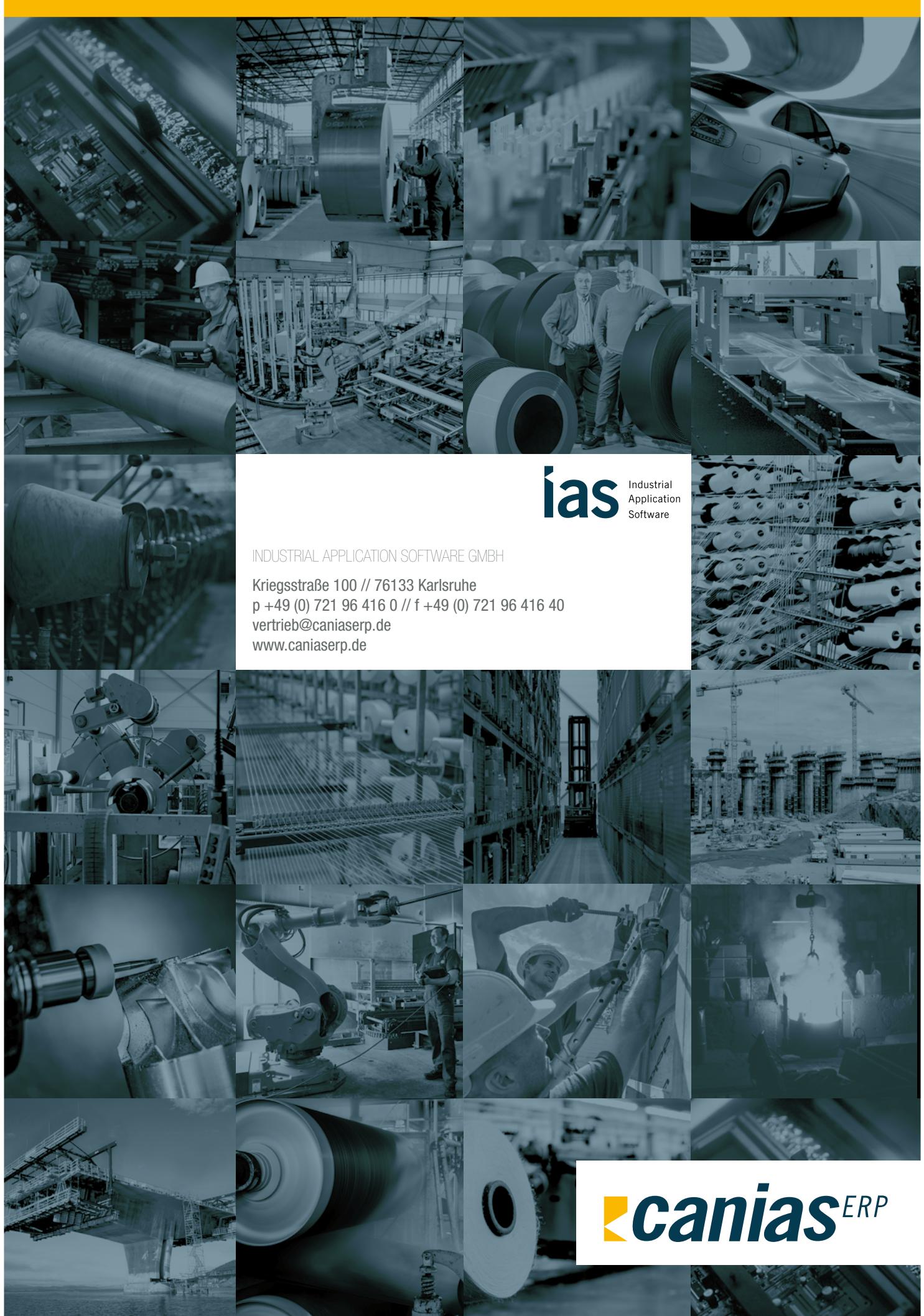
INTEGRATION	SYSTEM	SUPPLIER	DESCRIPTION
SE Stock Management System PA	CILOG	ECO-LOG	Transmission of movements of goods to warehouse management system (there automated inventory transactions, placing of storing position, ...)
Route Planning System	X-Server	PTV AG	Determination of locations to estimate the distance and time to travel for the shortest route
Consolidated Balance Sheet System	IDLKONSIS	IDL Beratung GmbH	Transferring sums balances for each company code, year, period and account type in a database table
Incoming Invoice Data	SAP-FI	SAP AG	caniasERP exports ASCII files of incoming and outgoing invoices, which flow in SAP-FI via a standard SAP Import Tool
TravelCost Management System	MobileXpense	MobileXpense	Reading accounting records of the travel expenses system in caniasERP. Export of times from caniasERP in travel expenses software
Accounting	eGecko	CSS AG	Transferring the financial accounting posting records from caniasERP
Export/Shipping	EVA	Anton GmbH	Transmission of package data
HCM System	various systems	various manufacturers	Various payroll interfaces: caniasERP accepts wage data and generates booking records within the FIN module

Providers AND SYSTEMS

ADDISION	Financial Accounting
Anton GmbH	EVA
Audicon GmbH	Idea
BEO GmbH	Beo-Atlas
BEO GmbH	Expowin
Federal Ministry of Finance	ELSTER
Bvl.com GmbH	Bvl Archivio
CadSoft Computer GmbH	Eagle Pcb
Coface Deutschland AG	Coface
Creditreform e.V.	Creditreform Credit Check
DATEV	DATEV
d.velop digital solutions GmbH	d.3
DiGiTAL-ZEIT GmbH	Avero
Various banks	MT940
Various banks	SEPA
Various vendors	Fortras
Various vendors	various banking software (e.g. SFIRM, GEBO-CASH)
Easy Software AG	Easyarchiv
ECO-LOG	CILOG

CSS AG	eGecko
ELO Digital Office GmbH	ELO
Eule Hermes Deutschland AG	EOLIS
Ferrari electronic AG	FerrariFAX
FORMAT Software Service GmbH	Format-Versand
GLS Germany GmbH & Co. KG	GLS Uni-Connect
heller Software Systemhaus	Factorin HELLER
HASP GmbH	Optitax
IBS GmbH	QSYS
IDAT GmbH	Acad
IDL Beratung GmbH	IDLKONSIS
InfoSuite AS	InfoSuite
ITAC AG	EasyWorks
MobileXpense	MobileXpense
MPDV Microlab	Hydra
Microsoft Corporation	Navision
PTV AG	X-Server
SAP AG	SAP-FI
Siemens PLS Software	Solide Edge





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