

THIS ISSUE: FOCUS WMS MAKES OPTIMUM USE OF RESOURCES WITHIN A WAREHOUSE

FOCAL POINT

FOCUS SOFTNET GROUP OFFICIAL NEWSLETTER

August 2017 • Issue 16

CASE STUDY

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FOCUS 8 HAS ENHANCED MHKTS BUSINESS PROCESS WITH
FASTER ACCESS TO DATA AND MORE ACCURATE RESULTS.

ROBUST ERP & BUSINESS GOVERNANCE PRODUCTS



MANUFACTURING



TRADING



RETAIL



RESTAURANTS



EDUCATION



OIL & GAS



HEALTH CARE



ENTERTAINMENT



ENGINEERING



GOVERNMENT ENTITIES



REAL ESTATE & CONSTRUCTION



WAREHOUSING & LOGISTICS



RENTAL BUSINESSES



FINANCIAL SERVICES



SERVICES ESTABLISHMENTS

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A MESSAGE FROM THE CEO

Dear Customers and Partners,

Welcome to another edition of Focal Point.

We held our Annual Company Meet in Thailand this year, where Focusites from across our global offices flew down to meet and share your feedback on our solutions and discuss ways to implement your suggestions into our innovations. We also recognized the hard work and dedication of our employees with awards and promotions at a gala awards dinner held in Pattaya.

We are happy to announce that despite trying economic times globally, Focus Softnet maintained a steady growth in the last financial year and we would like to thank you for your business and your continued support and trust in us. We promise that we will set the bar of innovation even higher in 2017 and beyond to offer you only the best of breed solutions and services.

In this edition, we share how MHK Trading & Ship Chandlers LLC from UAE and Dallah Healthcare Group from Saudi Arabia have been able to enhance their

business processes, scale up their operations and save on costs with Focus 8. You can also read our Knowledge Zone article on Focus WMS, the Advanced Report Writer feature of Focus 8, the newly released features for our products, global happenings and customer wins from across the globe.

We hope you enjoy reading this edition. Look forward to your valuable feedback always.

Sincerely,

Ali Hyder
Group CEO,
Focus Softnet
Fz LLC.



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▶ Mr. P. P. Kariappa, CEO, MHK Trading and Ship Chandlers LLC

MIR HASHEM KHOORY TRADING DEPLOYS FOCUS 8 FOR SCALABILITY AND GROWTH

FOCUS 8 HAS IMPROVED MHKTS' OPERATIONS AND BUSINESS PROCESSES WHILE HELPING THE COMPANY PLAN, VISUALIZE AND ACCELERATE ITS GROWTH.

Established in 1963 by late Mir Hashem Khoory, the Mir Hashem Khoory (MHK) Group has grown from its humble beginnings into a formidable group of diversified companies with business activities in Real Estate, Healthcare, Education, Trading, Ship Chandelling, Marine Repairs/Logistics, Building & Construction, Facilities Management, Marine Services, Manufacturing and Investment to name some.

The Group's vision is to achieve sustainable growth through diversification and strategic partnership to maximize shareholder value. The company built a diversified port-

folio of successful businesses, which has been providing a steady income for shareholders.

MHK Trading & Ship Chandlers LLC (MHKTS) was established in 2014 to service the needs of food and non-food industry especially the Hotels, Restaurants, Catering (HORECA), Ship Chandelling, Retail trade, export sectors with specialized services and supplies of branded consumer products, fresh, chilled/frozen foods, delicatessens, dry foods, janitorial, ship spares etc.

"Our division, MHKTS, handles Food / FMCG supplies, ship chandelling and cold store logistics. For our ship supplies, we

provide provisions, bond stores, deck and engine stores etc. to alongside and on-going vessels. The cold store logistics center services clientele from the food, agriculture, manufacturing and pharma sectors apart from overseas companies wanting to use our facility for storage and distribution to the GCC markets. Our business is service-oriented and always deliver to our clients' requirements," said Mr. P. P. Kariappa, CEO, MHK Trading and Ship Chandlers LLC.

MHKTS has a state-of-the-art office and logistics with temperature controlled storage facilities at the Dubai Maritime City. It's entire operations, inventory, warehousing,

procurement, sales and accounting systems are all equipped with the most updated information analysis and software in providing a state-of-the-art supply chain process for their clients. With a professionally managed team of highly experienced personnel from the industry, MHKTS ensures prompt service to its wide base of clientele.

“Our parent company, the MHK Group, was already a long-term client of Focus Softnet and I, personally, had been using Focus at all my previous organizations; so when it came to choosing a business software solution for MHKTS, the choice was simple. We went with Focus,” Mr. Kariappa explained.

“As our operations grew, we needed real-time information on our inventory, financials and operations and were looking for a high-end ERP solution to enhance our business processes, streamline our operations and help us scale up our business effortlessly. After attending the launch event of Focus 8, we knew that we had found our solution and were amongst the first to deploy Focus’ new generation ERP,” he added.

In July 2016, MHKTS deployed Focus 8, Focus Softnet’s new generation ERP that fully integrates a comprehensive business intelligence tool and provides real-time, multi-dimensional posting of transactions, resulting in real-time reports. Built on Microsoft technologies including Windows Presentation Foundation and Windows Communication Foundation, Focus 8 offers MHKTS the latest features, flexibility and scalability.

MHKTS had very specific requirements pertaining to the ship chandelling business and Focus Softnet had to customize Focus 8 to suit MHKTS’ specific needs. The company deployed the sales, finance, inventory and procurement modules of Focus 8. The implementation was seamless and went live in January 2017.

“The Focus team sat with our team and understood every aspect of our business and the areas that needed to

be integrated into our system. They customized Focus 8 to ensure all our requirements were taken care of. Another aspect for choosing Focus 8 was that it was a secure system built on a closed platform. We implemented the financial, inventory, HR and payroll modules of Focus 8 for our day to day operations. The Focus team also gave us round the clock support and trained our team on using the software optimally,” Mr. Kariappa added.

Focus 8 not only offers MHKTS visibility and accuracy of their inventory but a more efficient financial system that helps them save time and use resources in an efficient manner. “In our business, managing inventory is very important to us. We need timely information on where we stand in our inventory and Focus 8 gives us an accurate real-time MIS reports, which are really important to us and helps our team plan better. Right now, we are using a third-party Warehouse Management System, which will ultimately be integrated into Focus 8,” he explained.

MHKTS has also embarked on a major state-of-the-art semi-automated Shuttle system for its Cold Store logistics center providing “ONE STOP” business solution to address the growing needs of temperature controlled storage facilities in Dubai. The logistics center facilitates storage of all kinds of food & specialized products with 6000 pallet positions under controlled temperatures ranging from +10 to -25 degrees Celsius. The company has now extended Focus 8 to its cold storage businesses in Ras Al Khor.

“Focus 8 has enhanced our business processes with faster access to data and more accurate results. It has improved our operations and business processes while helping us plan, visualize and accelerate the company’s growth. We are happy with Focus 8 as it has made it easier for us to get real-time data for quick decision making,” Mr. Kariappa added.

MHKTS is confident that with Focus 8, will not only have the visibility and accuracy of their inventory



► MHK Trading & Ship Chandlers LLC

“Our parent company, the MHK Group, was already a long-term client of Focus Softnet and I, personally, had been using Focus at all my previous organizations; so when it came to choosing a business software solution for MHKTS, the choice was simple. We went with Focus,”

Mr. P. P. Kariappa,
CEO, MHK Trading &
Ship Chandlers LLC.

but a more efficient financial system that will save them time and help them use their human resources in a more efficient manner. They are looking forward to using Focus 8 to its fullest capacity and in turn streamlining their operations for a more productive business model.

“The MHK Group is a long-term customer of Focus. We are happy MHKTS were one of our first customers to deploy Focus 8 and we are confident they will experience the benefits of using our next-generation ERP. We look forward to being their trusted partner in their growth and expansion plans in future,” said Sunil Mathew, COO, Focus Softnet.

As the next step, the company is discussing deploying Focus’ mobile apps and retail Van sales solution. “We took the right decision of implementing Focus 8 and as the next step, we do look forward to implementing a mobile app and retail Van sales solution, which will be totally integrated into our Focus 8 system. It will give us real-time information on our delivery vans, which we do not get from our manual system and in turn help us save costs and streamline our business thus giving us a major edge over competition,” Mr. Kariappa concluded on a high note. ➤

FOCUS SOFTNET PARTICIPATED IN SEVERAL EVENTS GLOBALLY BELOW IS A SNAPSHOT OF A FEW:

ANNUAL COMPANY MEET IN THAILAND



▶ Annual Company Meet held in Thailand

At its recently held Annual Company Meet in Thailand, Focus Softnet announced that it plans to expand to newer markets and strengthen its operations in its existing markets. With the annual symposium taking place in Pattaya this year, senior executives from the company met and shared their ideas, experiences, successes and strategies with each other. Apart from regional presentations on growth and strategies, the company also announced its annual results, future product roadmap, and strategies to increase revenues across its operations.

Focus Softnet also recognized the stellar efforts of its team and announced some well-deserved promotions in the development, operations and sales teams. Senior management also presented performance-based awards and incentives to deserving employees.

COMEX 2017 - OMAN

Focus Softnet participated in Oman's leading ICT exhibition-COMEX 2017 and promoted its wide array of Enterprise and Vertical-specific solutions. Senior executives from the company met with existing and prospective



▶ ICT Exhibition - COMEX 2017 in Oman

customers and demonstrated their cutting-edge solutions that help organizations reduce costs and increase the operational efficiencies. The company placed the spotlight on Focus 8, the company's flagship, new-generation ERP that fully integrates a comprehensive BI tool and provides real-time, multi-dimensional posting of transactions which result in real-time reports.



▶ Mir Ahmed Ali Khan, Co-founder & President

FOCUS SOFTNET OPENS SECOND BRANCH OFFICE IN MUMBAI

In line with its expansion plans, Focus Softnet opened its second office in Mumbai. Mir Ahmed Ali Khan is co-Founder and President of Focus Softnet inaugurated the new office in the presence of other team members. The new office will help Focus Softnet consolidate and strengthen its regional presence as well be perfectly located to better serve the needs of the growing Mumbai client base.

MIRF 2017 MALAYSIA



▶ Malaysia International Retail Franchise 2017

Focus Softnet Malaysia participated in Malaysia International Retail Franchise (MIRF) 2017, an event for retailers and consumers to interact, transact and forge new partnerships and cross-border collaboration. Themed "Breaking Boundaries", the event aimed to complement the needs of every retail professional with various education features and business networking opportunities. Focus Softnet showcased its business and vertical-specific solutions for retail, franchising, licensing, technology, future role of in-store, and the ever-important engagement between the retailers and consumers.

MADAREK PUBLISHING HOUSE

SELECTS FOCUS 8 FOR FUTURE GROWTH AND SCALABILITY

Madarek Publishing House, which began its business activities in 2011, has prominent writers and scholars working with the company to get their valuable writing scripts printed from their platform. The company publishes English and Arabic books of famous writers and the company's publications are easily available at established book stores such as Jareer, Virgin book stores and many other book stores across Saudi, UAE and Lebanon. The company also participates in book fairs and exhibitions, where its publications are sold in huge quantities.

With offices in Dubai, Riyadh and Lebanon, Madarek is now looking to grow its business and reach to other regions of GCC



► Muhammad Amir Ehtesham, Sales Manager of Focus Softnet with Mr. Mamdouh Aldakhlil, Vice President of Madarek Publishing House

as well. The company decided to deploy Focus 8 for scalability and to aid its future growth. The company chose Focus 8 for its flexibility and capability as a cloud-based solution, ease of access of the application across its multiple

branches and book fairs, and ease of access for management through mobile apps and strong reporting structure of the solution.

Focus 8 is a modular ERP that grows with the client's business. The robust nature of Focus 8

will allow Madrek Publishing House to adapt the solution to its organization's size and depth and grow user roles and profiles to suit the organizational hierarchy and structure. Focus 8 has a powerful Application Programming Interface (API) that will let the company expand its operational unification across the organization.

Focus 8's revolutionary new system architecture will bring the power of the ERP to the company's "pocket". Its apps will bring real-time dashboards, reports, business intelligence, and various functions of the ERP system to Madrek's management, wherever they are thus giving them up-to-the-minute accurate information for effective and powerful decision making.

OMANI LEBANESE COMPANY

IMPLEMENTS FOCUS ERP ACROSS BUSINESS DIVISIONS

Omani Lebanese Company is a leading business in civil contracting operating out of Sohar in Oman for the last 15 years. The company has construction, real estate, and equipment rental businesses across Oman. It recently started a manufacturing unit for Platinum nails and wires used in the assembly of its wooden furniture, which is then exported across the GCC.

To aid its future plans and growth, Omani Lebanese Company decided to deploy Focus RT to streamline its operations across its multiple business divisions and branch offices in Oman. The company chose Focus over other



► Eng. Joseph Kfoury (Managing Director) from Omani Lebanese Company signing the deal with Mr. Syed Raza (Operations Manager) & Mr. Prakash Navani (Sr. Software Consultant) from Focus Softnet.

competitive products because of its flexibility and rich customization features, which will help the company manage multiple workflows

under one group company.

Focus RT is a multi-tier application that works seamlessly over LAN and the Internet in a

distributed business environment. It operates with amazing speed when it is required to update data from remote locations over the internet in real time or in batch mode. Focus RT will help Omani Lebanese Company to track events across business locations, significantly increase operational efficiencies, scale up with ease and get a high return on investment. Focus RT will help the company increase functionality of the implementation by adding news modules and facilitate data sharing across any number of offices, from a central location. Employees would be able to access relevant information in minutes.

FOCUS ON NEW FEATURES

FOCUS SOFTNET HAS ALWAYS BEEN AHEAD OF THE CURVE, AND RECENTLY INTRODUCED THE FOLLOWING FEATURES TO ITS POPULAR PRODUCTS

FOCUS &

FOCUS eRMS

FOCUS POS

FOCUS 8

• Advance Filter in Stock reconciliation

In Stock Reconciliation screen, advanced filter is introduced where user can filter the data on different inventory fields and get the filtered information to compare against physical stock.

• Exchange difference in Post Dated Cheques

Based on the Currency and its exchange rate defined, system calculates the exchange difference in PDC with respect to Multi currencies and post the exchange rate taking the rate into consideration at the time of maturity.

• BOM Import

New option has been added in Bill of Materials screen where user can import the BOM through excel.

• Character casing

The customization of forms allow user to set character casing for the text field, the different character casings available are Upper case, Lower case, Proper case & Sentence case

• Print by reporting Tag (dimension)

Based on preferences user can configure the Print layout for a selected tag. This tag will be selected in Focus8 preferences.

• Enhanced Data statistics

New options included in Data statistics screen where user can refresh the screen for accurate data and other options to Filter, Sort and Backtrack to voucher.

• Backtrack to base document

While entering a document in a workflow user can backtrack to the base document by pressing CTRL+SHIFT+L.

• Credit limit approval

User can ask for credit limit enhancement in general or for a transaction, if approved, revised credit limit is assigned to user.

• Suspend and Create

New option added "Suspend and Create" in the voucher, by clicking on the option the

selected voucher will get suspended and a new voucher will be created with the same details of suspended voucher, this can save the data entry time for the user and allows you to follow statutory regulations

• VAT/GST Taxation

VAT/G.S.T is implemented in focus8, when enabled internally VAT/G.S.T fields will be created. User can view reports based on VAT/G.S.T.

e-RMS

• Kitchen Display System (KDS)

The Kitchen display system (KDS) is used to manage orders in kitchen using a touch screen rather than a printer, KDS will work in series or parallel with a printer, KDS can also be configured as a substitute for printer. Some features are;

- Capture Preparation time
- Color coding
- Alerts to counter from KDS
- KDS routing

• Schemes in Waiter app

Now Schemes are accessible when the order is taken from Waiter app. The below schemes types are accessible in Waiter app.

- Free items schemes
- Discount schemes
- Member schemes
- Time based schemes
- Fixed Rate Schemes

• Pre-order in RMS

New Order type "Pre-order" is implemented, in Pre order user can order items for Future date by paying the deposit and can be collected later by clearing the pending amount.

• Discount excluding scheme items

Function button provided "Discount Proportionate" where user can give the discount only for the items which are not from schemes, the discount can be given in amount or in Percentage.

• Header Extra Fields

User can add any extra fields while customizing POS main screen template the data entered in those fields will be posted to the voucher in the backend.

• E-Payment

New payment Type in Bill settlement which will validate Transaction ID for not duplication which can be used for online (internet banking) payments.

POS

• Multiple salesmen

A preference provided in POS "Allow multiple salesmen" if selected user can select different salesman for each line item. This can be used for calculating commissions for the salesman.

• Denomination printing

In Print formats we can customize a body grid and customize variables

- "Denomination name": Displays the name of the Denomination ex: "Ten"
- "Denomination value": Displays the value of denomination ex: "10"
- "Currency name": Displays the name of the Currency ex: "INR"
- "Currency amount": Displays the total of Currency amount

• Quantity Restriction in Bill

User can restrict the sale of an item to a certain quantity in a single bill. A screen is provided where user can define the product and allowed sale quantity. If the quantity exceeds than the allowed quantity system will not allow for the payment.

• Scheme Reversal

Scheme reversal is now applicable for exchange/spoilage transactions. If any scheme is applied at the time of sale, at the time of reversal if there is any scheme defined against those products that scheme will get applicable

• Credit Sale Filtration

Based on the preference user can restrict the credit sale information to outlet. On selection of this preference customer will not be able to pay the balance amount in other outlets.

FOCUS ON FOCUS 8

IN THIS ISSUE, WE HIGHLIGHT THE ADVANCE REPORT WRITER FEATURE OF FOCUS 8



Focus 8, an advanced customizable ERP, is one of the key solutions from Focus Softnet's store. It is now cloud ready and available in three different versions to suit the size of a business. It empowers businesses to synchronize all segments of business, shares data amongst locations, and helps to reduce cost and maximize return on investment.

The sole objective of this new version release is to enhance the ERP experience and enable in more ways than before.

The preceding edition of Focal Point discussed the Communication Tools available in Focus 8. This time Focus on Focus 8 takes a closer look at the Advanced Report Writer to support business needs.

Advanced Report Writer

Using Report Designer, Focus 8 is capable of generating well integrated, comprehensive and powerful reports.

Focus 8 has been designed with significant emphasis in revolutionizing the following activities:

| | |
|--------------------------------|-------------------------------|
| Growth & Scalability | Advanced Workflows |
| Online & Offline Sync | Advanced Authorizations |
| iOS & Android Compatibility | Advanced Escalations |
| Advanced Business Intelligence | Growth & Scalability |
| CRM Integration | Advanced Report Writer |

Report Designer can pull together data from different modules in Focus 8 into one report. Based on how the report is designed, by the order of sorting and columns, data is selected from the different Focus 8 modules. These structured reports can also be inserted into the menus used by the end-user.

All reports generated from Focus 8 follow a standard, default layout. However, the information being displayed in the reports can be customized by the end-user. The Customization feature allows end users to prepare their customized reports by a simple drag and drop operation on the data fields, that need to be arranged and displayed. This drag and drop process gives end-users the required flexibility to prepare their report layouts.

Advanced functionalities

Report Designer provides various advanced functionalities like Batch

Report Printing, Schedule Report, Export to multiple formats, and Advance reporting with external data set access through Query, Excel, XML.

In Cubes

The advance report writer has built-in functionality to summarise (sum, count, average..) to present matrix report with user defined Rows and Columns.

Analysis

In a pivot like interface all reports can be quickly analysed as per user requirement giving instant grouping and summary of any report.

Report on Dashboard

All reports can be selected as a dashlet on the dashboard with option of displaying it as text report or graphics or both.

With all its powerful features, Focus 8 report writer can be used as a standalone application BI tool which can be integrated with any other database application to generate reports as per user requirements. ➤

Report Designer can pull together data from different modules in Focus 8 into one report. Based on how the report is designed, by the order of sorting and columns, data is selected from the different Focus 8 modules.

DALLAH PHARMA ENHANCES BUSINESS PROCESSES WITH **FOCUS 8**

FOCUS 8 HAS HELPED DALLAH PHARMA STREAMLINE PROCESSES AND WORK-FLOWS WITH A SINGLE INTEGRATED SYSTEM, REDUCING REDUNDANT DATA ENTRY AND PROCESSES.

Dallah Healthcare Group is as a specialized company in the provision and operation of healthcare programs and utilities, and has grown to become a leader in supporting societies. DHC's investments include hospitals, the production of medical supplies, and the operation of healthcare facilities.

Dallah Healthcare Group plays a leading role in the manufacturing and distribution of herbal medicines through Dallah Pharma, which was established in 1987 as the wholesale distributor of pharmaceutical, herbal and cosmetic products. The company distributes these products to retail pharmacies, health and beauty stores, hospitals, and governmental agencies.

With the vision to become the best professional pharmaceutical partner to market high quality natural & pharmaceutical products and to be the choice for customers, distributors and suppliers in Saudi Arabia and Middle East, Dallah Pharma felt the need to deploy the latest technologies to achieve this. The company was looking for solutions with complete functions that could bridge the

gap between business processes and people. To streamline its operations and for business scalability, Dallah Pharma was looking to deploy an ERP solution that would aid its future growth plans.

"Our major objective behind deploying a next-generation ERP was to achieve actual business

"Our major objective behind deploying a next-generation ERP was to achieve actual business process automation, managing important tasks on a daily basis across the organization and freeing up staff to focus their efforts on more critical initiatives, which require personal attention and to achieve operational efficiency,"

Farookh Khurshid
Finance Manager,
Dallah Pharma



▶ Farookh Khurshid, Finance Manager, Dallah Pharma

process automation, managing important tasks on a daily basis across the organization and freeing up staff to focus their efforts on more critical initiatives, which require personal attention and to achieve operational efficiency," said Farookh Khurshid, Finance Manager, Dallah Pharma.

"As a company, Focus Softnet has a vision of innovation and that is visible in its next-generation ERP solution – Focus 8. After evaluating solutions from different vendors, we chose Focus 8, as the solution was able to address all our business needs perfectly. Focus 8 is not only cost-effective and easy-to-use but is also scalable and customizable. We were convinced after seeing a demonstration by the Focus team on what Focus 8 could do for our business. The adaptability and flexibility of the solution was a major selling point for us apart from the local support we received from the Focus team," Mr. Khurshid added.

Focus 8 is a new generation ERP that fully integrates with a comprehensive business intelligence tool and provides real-time, multi-dimensional posting of transactions which result in real-time reports. Built on Microsoft technologies - Windows Presentation Foundation and Windows Communication Foundation – Focus 8 offers businesses superior features, greater flexibility and scalability.

Dallah Pharma deployed the finance, inventory, fixed asset and payroll modules of Focus 8 and the implementation went

live in July 2016. The implementation was smooth and Dallah Pharma did not face any downtime. Focus 8 now offers the company 24x7 accessibility through its smart device interface, while keeping the total cost of ownership low. The solution allows Dallah Pharma to synchronize offline sites, add users and adopt greater functionality as its business grows, while offering built-in support for multiple languages and multicurrency transactions, when Dallah Pharma seamlessly completes business with its partners across the globe.

“Prior to implementing Focus 8, each of our branches and warehouses were considered separate units and it took our team a lot of time and efforts to compile data from the branches to get a consolidated view of sales and inventory. Focus 8 offers us centralized reporting and we get real-time reports on our stock and inventory and this helps us to plan our stocks and production better,” Mr. Khurshid explained.

Focus 8 has helped Dallah Pharma streamline processes and workflows with a single integrated system, reducing redundant data entry and processes. The solution now shares information across the department, establishes uniform processes that are based on recognized best business practices, and improves workflow and efficiency.

Focus 8 has helped the company improve its customer satisfaction based on improved on-time delivery, increased quality, shortened delivery times, and reduced inventory costs.



This has resulted in better planning, tracking and forecasting of requirements for the company and in-turn faster collections based on better visibility into accounts and less billing and delivery errors.

The solution also helped the company in decreasing vendor pricing by taking advantage of quantity breaks and tracking vendor performance, tracking actual costs of activities, performing activity-based costing, and providing a consolidated picture of sales, inventory and receivables.

Dallah Pharma is now confident that with Focus 8 they will not only have the visibility and accuracy of their inventory but a more efficient financial system that will save them time and help them use their human resource in a more efficient manner. They are looking forward to using Focus 8 to its fullest capacity and in turn streamlining their operations for a more productive business model.

“Focus 8 has enhanced our business processes with faster access to

“Focus Softnet is proud to be a part of their successful journey and are confident Focus 8 will act as a catalyst in their growth and success. Focus Softnet creates value for customers like Dallah Pharma, by focusing on application development and ongoing support for producing benefits while reducing cost,”

S.M.Hussain
Vice President
Focus Softnet

data and more accurate results. We now get real-time reports from our warehouse, and branches. We have improved inside visibility through key dashboard reports and better control on costs and budgetary controls. Focus 8 has given us the power and tools to see our business in a new way, which in turn has helped us improve our operations and productivity while helping us plan, visualize and accelerate our company’s growth and manage day to day activities. We are happy with Focus 8 as it has made our business processes simple, helped us with our forecasting and procurement and made it is easier for us to get real-time data for faster decision making,” Mr. Khurshid explained.

“The Dallah Pharma Group is a prestigious customer for Focus Softnet. With Focus 8, they have been able to facilitate data sharing across all their locations as well as from their headquarters. Focus Softnet is proud to be a part of their successful journey and are confident Focus 8 will act as a catalyst in their growth and success. Focus Softnet creates value for customers like Dallah Pharma, by focusing on application development and ongoing support for producing benefits while reducing cost,” S.M.Hussain, Vice President of Focus Softnet concluded. ▶



FOCUS WAREHOUSE MANAGEMENT SYSTEM

MR. KRISHNA KUMAR NAIR, EVP OF FOCUS SOFTNET SHARES HOW FOCUS WMS MAKES OPTIMUM USE OF RESOURCES WITHIN A WAREHOUSE LIKE MANPOWER, STORAGE SPACE AND EQUIPMENT. THE AUTOMATION AND EFFICIENT RESOURCE MANAGEMENT HELPS IN REDUCING ORDER PROCESSING TIME FRAMES AND OVERALL ALL ENHANCEMENT IN WAREHOUSING EFFICIENCY.

Do you have the required visibility of your stock and can you manage inventory levels with efficiency to avoid over or under stocking? Is your inventory counts accurate? If no, then Focus Warehouse Management System (WMS) is the solution that address these issues. Focus WMS addresses these common challenges and creates a real-time warehouse environment that you can trust.

The business challenges in a warehouse include managing just in time (JIT) delivery of orders along with just in time inventory availability. The operational challenges arise through the processes and decisions between procurement, supply and order management. These challenges are common to all warehouses where there is high turnover of inventory and an efficient WMS software can address these challenges with ease

Focus WMS brings efficiency to warehousing by introducing automated processes and tighter control structures. It lets you optimize inventory while giving high visibility of stock in a warehouse or across multiple warehouses within the organization

Krishna Kumar Nair
EVP Focus Softnet

thus making the operations a smooth sail while having a clear visibility on stock management. Therefore, a Warehouse Management Software is an integral part of any supply chain, the primary goal of which is to track and control the movement and storage of products within a warehouse, and process the associated inventory actions, including: receiving, adding, picking, quality control, shipping and reporting.

Focus WMS brings efficiency to warehousing by introducing automated processes and tighter control structures. It lets you optimize inventory while giving high visibility of stock in a warehouse or across multiple warehouses within the organization. Focus WMS makes optimum use of resources within a warehouse like manpower, storage space and equipment. The automation and efficient resource management helps in reducing order processing time frames and overall all enhancement in warehousing efficiency.

With today's world racing towards Mobility and Internet of Things (IOT), Focus WMS is geared with required apps for running the warehouse operations on Hand Held Terminals (HHT) while the back office engine has Application Programming Interfaces (APIs) with the help of which hardware and other infrastructure used in the warehouse can be integrated with Focus WMS. The data can come from material handling



► Krishna Kumar Nair, EVP Focus Softnet



systems like hand held terminals (HHT), lift truck sensors, building automation systems, which control various parameters like temperature and humidity of buildings. The data collected can help in better managing the warehouse and can help in analyzing capacity planning.

More specifically Focus WMS looks at improving the internal warehouse operations including, how to improve order to on time delivery (OTD), being notified well in advance to plan and execute, increasing overall efficiency in the supply chain. Focus WMS is built on a “state of the art” technology that run on any Microsoft environment having an android app for operating various warehouse activities on a Hand-Held Terminal (HHT). Focus WMS is seamlessly integrated with Focus 8 ERP yielding positive benefits like Zero Information errors, Zero Information Lead time, Space utilization, and Improved capacity. Focus WMS can also work with other ERPs with capability for integration through Application Programming Interfaces (APIs).

Further WMS has the feature to run it's HHTs on an online /offline mode, a feature of “data sync when available”, makes the system “network independent” and can execute a task effortlessly in an event the HHT goes out of the range of a network that communicates with the server. The data gets automatically synced with the server the moment the HHT comes back into range of the server (back office engine). Therefore a user can upload tasks on the HHT and navigate into warehousing areas like a deep freeze environment or an industrial yard where there is limited network access and can execute a task effortlessly thus ensuring that operations run smooth on extremely challenging environments.

The key features of Focus WMS include Bin / Location management, Batch traceability, Stock expiry management, Stock attribute management and traceability and multi location warehouse management.

Focus WMS - Features

Warehouse Setup module includes User Definable Warehouse configurator, SKU package definition, Storer information system, Easy Warehouse setup, Online Warehouse Usage reports, User Master IP configuration for hand-held pick instructions.

Handling In Management includes Customer Purchase Orders, Advance Shipment Notice, Receiving Tally Sheet, Cross Dock, auto generate Pallet ID, Capture complete SKU attribute, information like Lot Details, Batch Details, Expiry and Manufacturing dates. The integrated Inwards Process can be handled through wireless handheld devices for faster transactions. ASN details can be loaded into RTS and perform receiving function. Cross Dock feature helps the users to speed up the complete transaction with a single entry.

Inventory Move allows tracking of goods by location to location, stores, stock keeping unit, confirmation to move and put away, exception alerts, and by handhelds.

Handling Out Management is integrated to pick the data from customer sales order to generate auto picklist, enabling the end user to track the locations of the SKU locations with ease. It includes Customer Sales Order, Pick List, Auto Allocated Picklist, Pick Confirmation, Delivery Notes, Pick instructions

for Full Pallet, Piece picking, Pick Based on FEFO, FIFO, Batch No and Lot Nos.

Inventory module provides ease of access to inventory at the bin level with tracking of batch numbers and expiry dates, easier physical stock count with an option to upload the text files for reconciliation. It includes Barcodes, Pallet IDs, Batch Numbers, Expiry Dates, tracking by Aisle, by Location, by Rack, by bin level, Perpetual count, Cyclic Count, Physical Stock reconciliation, Stock Adjustments and Transfer of Ownership.

Billing module enables customers to choose the best possible billing option. Integration with the existing ERP system enables holistic view of receivables to the accounts department on real-time basis. It includes billing by Storer, Storage Type, SKU, Monthly, Weekly, Daily options, Billing per Pallet, CBM, weight, quantity.

Reports from Focus WMS can be exported into Excel and PDF formats and new reports can be designed through Crystal Report Designer. This includes menu driven and comprehensive reporting module, various reports like Storer Information, Stock Details, Occupancy Utilization Report, Short Expiry Report, Billing Reports, Empty Locations Report, and others.

Focus WMS is a product from Focus Softnet Inc which has evolved from a inventory management system to an end to end Warehouse Management Solution which monitors the complete flow of inventory from receiving, warehousing and shipping, while ensuring that the institution is kept upto speed on any area that need attention to ensure that the processes are executed inline to achieve the defined Key Performance Indicators (KPIs). Therefore Focus WMS is not just an inventory or warehouse management system but a true ERP for a warehouse, be it for 2PL or 3PL scenario. Focus WMS's capability to adapt to 2PL or 3PL makes the software extremely flexible and robust to run seamlessly on a multi business model environment where an organization could be in both 2PL and 3PL activities. With Focus Softnet's 25+ years of product development experience and with over 40,000 customers worldwide across varied business verticals, we have come with a warehousing management solution that's practical and address the need with precision and efficiency. 🚀



NEW CUSTOMER WINS FOR FOCUS

HIGHLIGHTS OF RECENT SUCCESSFUL BUSINESS WINS

Sunlac Paints Ltd

Sunlac Paints, Powertrek Coatings & Colortrek Polymers is into manufacturing of industrial paints and has their associated group company units in three different locations. The company has its operations across four cities - New Delhi, Mumbai, Bangalore and Greater Noida. The company chose Focus 8 & Human Capital Management for growth and scalability of the business.

Janaksons

Established in 1975, Janaksons offers a product range in fabric finishing, circular knitting machines. The Group has selected Centra CRM for its flexibility, ease-of-use and customization. Janaksons plan to upgrade to Focus 8 soon.

TherDose Pharma Pvt. Ltd

TherDose Pharma Private Ltd is a R&D based pharmaceutical company established in 2003 in Hyderabad with a vision of incorporating technology in therapeutics with core expertise in the area of dosage form, designing and development. The company serves the human fraternity of diverse markets worldwide by developing niche products and makes use of advanced technology, operates production at international standards, develops economical products, emphasizes for human health, customer-oriented and is open for continuous development. The company has selected Focus I in order to streamline business operations.

Kenya Climate Innovation Center (KCIC)

The Kenya Climate Innovation Center (KCIC) provides holistic, country-driven support to accelerate the development, deployment and transfer of locally relevant climate and clean energy technologies. It also provides incubation, capacity building services and financing to Kenyan entrepreneurs and new ventures that are developing innovative solutions in energy, water and agribusiness to address climate change challenges. The organization chose Focus 7, Centra HCM & e-Procurement due to the flexibility and mainly to address the organization's needs in work flow management.

Bright Future Limited

Bright Future Ltd is a new startup business in Kenya which aims to introduce new heights in the fashion industry. The company has selected Focus 8 and POS for its features, flexibility and customization that fit the business requirements.

Sunrise Bayumas Sdn Bhd

Sunrise Bayumas Sdn Bhd focuses on the sale & distribution of coca cola products in and around Malaysia. The company has around 25 retail outlets, chain of convenience stores and about 12 Restaurants in Johor Bahru, Malaysia. The company chose Focus 8 & Centra Human Capital Management for its ability to integrate, flexibility, ease-of-use and customization.

Invent Bio- Med Pvt Ltd

Invent Bio-Med Pvt. Ltd. manufactures a wide range of quality cardiovascular products as per customer's specification and requirements by fulfilling the exercises of complete quality control at all levels of production to ensure higher quality standards. The company has selected Focus i for its enriched features that will help in scalability and growth of the business.

Oman Technology Fund (OTF)

Oman Technology Fund was established with the aim to make Oman the innovation hub in the region and position the country as the preferred destination for national and international entrepreneurs. The organization has a total committed capital of upto \$150 million to invest in related incubator and accelerator micro-funds and global VC funds. Focus 8 was selected for its seamless integration with other products and also to streamline operations.

Supreme Components International

Supreme Components International (SCI) is a worldwide franchised distributor of hi-tech electronic components and LEDs. For over 13 years, the company has been partnering with progressive high-technology electronic and LED enterprises to help them design and procure the best components, enabling them to build world-class electronic and lighting equipment and luminaries respectively. This is done by connecting the company's premier franchised network of more than 40 manufacturers spanning over 15 countries. The company chose Focus 8 and CRM to grow their business, streamline operations and serve their customers better.

Deal Burger Trading Company

Deal Burger, a chain of Fast Food Restaurants, with its headquarters in Qassim, Saudi Arabia, has established 4 branches, successfully providing quality food to the residents. The company selected Focus RT due to its seamless integration with the company's existing Point of sale (POS) system that will cater to the future growth and expansion plans of the company.



Transforming Business



Growth & Scalability



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iOS & Android Compatibility



Advanced B.I



CRM Integration



Advanced Workflows & Report Writer



Advanced Authorizations & Escalations



Communication Tools

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- ▶ Upload details of outward supply on 10th of subsequent month. File GSTR 1 using DSC / ESign
- ▶ Data will be auto-populated
- ▶ Do modifications (Accept/Modify/Reject/Add from 11th to 15th File GSTR 1 using DSC / ESign)
- ▶ Invoices (Accept/Modify/Reject/Add by recipient will be uploaded which are submitted as on 15th)
- ▶ Corrections in GSTR-2 is made available to supplier
- ▶ Supplier can accept/reject/keep pending by 17th file GSTR 1 using DSC / ESign
- ▶ Auto-populated return will be available for submission along with the payment on 20th. File GSTR 1 using DSC / ESign



ERP Transforming Business Productivity

Focus 8 adapts to your organisation's height and depth and grow user roles and profiles to suit the organizational hierarchy and structure.



ERP Reimagined with Business Intelligence

Focus i is a revolutionary product that combines business intelligence (BI) tools with traditional ERP implementations enabling users to run statistical models, analyze data, extract and generate BI reports on the go.



Quick Data, Quicker Decisions

Focus RT is a Multi-Tier application that works seamlessly over LAN and the internet in a distributed business environment. It operates with amazing speed when it is required to update data from remote locations over the internet in real time or in batch mode.



Accounting Solution for Small and Medium Enterprises

Focus 6 is a comprehensive accounting solution that empowers businesses to maintain, analyze and interpret financial health of the organization. Available at an exceptionally reasonable cost, this solution fits any startup requirement that envisions growth through transparency and efficiency.

* Works on SQL database

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