THIS ISSUE: ADVANCED MRP SYSTEMS SUPPORT COMPLEX MANUFACTURING ENVIRONMENTS

FOCAL POINT

FOCUS SOFTNET GROUP OFFICIAL NEWSLETTER

November 2017 • Issue 17

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GEARING UP FOR A DIGITAL FUTURE

BLUE RHINE PLANS FUTURE GROWTH WITH FOCUS 8

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A MESSAGE FROM THE CEO

Dear Customers and Partners,
Welcome back !

It is nearly the end of the year and VAT is playing on most of our minds. With the GCC VAT expected to be implemented in the UAE from January 1st, 2018, we felt it was important to educate and inform our customers on the different aspects of GCC VAT and its implementation. Hence, we had a number of seminars titled 'VAT & Beyond' across the UAE, where attendees got a complete understanding of VAT, covering all the essential topics and giving them the confidence to deal with its procedural challenges. With a VAT-ready Focus ERP, businesses need not worry as it is developed to take care of all aspects of VAT.

October was an eventful month for Focus Softnet. We won the SME ERP Vendor of the year award at the prestigious ACN Arab Technology Awards 2017, which is an achievement and an honor for us. We are happy to be recognized for our innovative business solutions and our contribution to SMEs in the region. We also participated in GITEX Technology Week 2017 and introduced new versions of our flagship ERP, which has been upgraded with multilingual capability, GCC VAT readiness, and cloud platform enablement. Our team met with customers and ran product demos for them.

In this edition of Focal Point, we share how Blue Rhine Trading from UAE has deployed Focus 8 with our CRM and HCM solutions to scale up their operations and plan future growth and expansion. You can also read our Knowledge Zone article on MRP II, more features 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. Best wishes for a successful 2018 !

Sincerely,

Ali Hyder
Group CEO,
Focus Softnet
Fz LLC.

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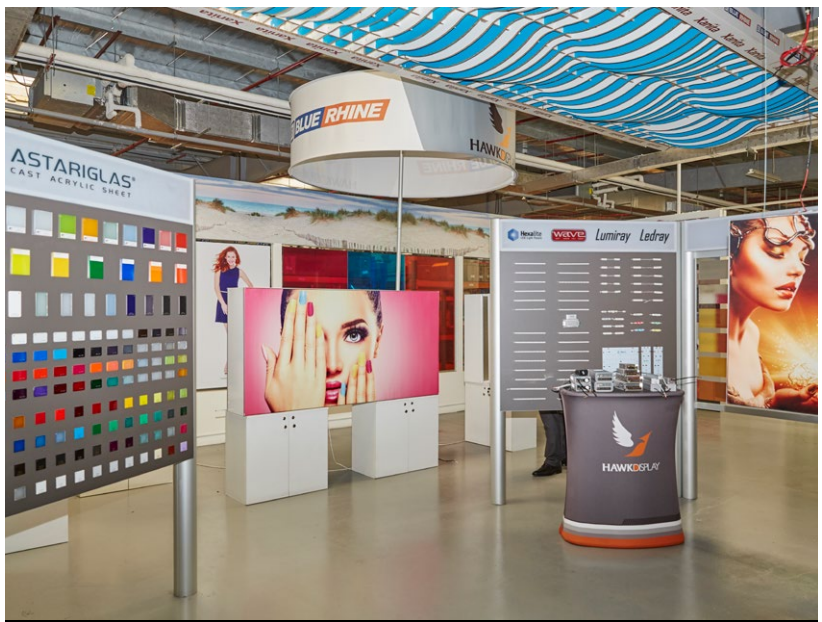
BLUE RHINE GEARS UP FOR A DIGITAL FUTURE WITH FOCUS 8

AFTER EVALUATING A NUMBER OF ERP SOLUTIONS IN THE MARKET, THE COMPANY DECIDED TO IMPLEMENT FOCUS SOFTNET'S NEXT-GENERATION ERP - FOCUS 8



▶ Blue Rhine Technologies

Established in 1996, Blue Rhine began its operations as a commodities trading company and eventually ventured into signage and advertising materials trading in 1998. Over the last two decades, the company has grown and adopted innovation and best practices to offer inspired solutions for signage and architecture. Blue Rhine has come to be recognized as a pioneer and a trendsetter in the Signage, Advertising and POP industry.

Blue Rhine distributes materials used by sign makers, digital print houses, POS/POP makers, retail fit-out companies, exhibition stand builders, digital system integrators, construction companies, glass and aluminum fabricators and vehicle convertors. The company offers customers across the GCC and beyond a range of high-quality and cost-effective products, which include leading brands such as Plexiglas, Lexan, Yearlong, Astariglas, Intercoat and Avery to name some.

The company has been successful in creating and selling its own brand of 'Rhine' products, which has been well received with strong customer approvals. It works closely with retail and entertainment segments as well as oil companies. Blue Rhine counts amongst its corporate clients, big names such as Apparel, Landmark Group, Cartier, Chaloub Group, Majid Al Futtaim, ENOC, Reel Cinemas and VOX Cinemas to name some.

The company's operations have grown significantly with total of 21 branches including a wide network of 20 distribution centers across the UAE, Saudi Arabia, Oman, Qatar, Kuwait and China. From its UAE and China distribution centers, the company exports globally. Blue Rhine has temperature-controlled warehousing facilities spanning more than 200000 sq. ft. to store digital media products and other temperature sensitive products.

> ***Our company has been known for offering high quality and innovative products and value-added solutions for the advertising, architecture and signage industry. It has been our endeavor to understand the requirements of our customers and provide them with competitive and effective services to their satisfaction.***
>
> **Mr. Manikandan Veloor**
> CEO, Blue Rhine.

"Blue Rhine's vision is to be the most successful and respected company in providing inspired solutions for the signage and architecture industries. Our company has been known for offering high quality and innovative products and value-added solutions for the advertising, architecture and signage industry. It has been our endeavor to understand the requirements of our customers and provide them with competitive and effective services to their satisfaction. By expanding into new territories, increasing our product line, continuously upgrading our technical and industry intelligence, we are determined to be recognized globally as a leading distributor of signage materials," said Mr. Manikandan Veloor, Chief Executive Officer, Blue Rhine.

Blue Rhine General Trading is a leading distributor of raw materials for sign manufacturing from well-known global vendors and supplies materials to sign manufacturers, point of sale manufacturers, interior decorators, construction industry, switch gear industry and large format digital print industry to

name a few. The second company, Blue Rhine Industries specializes in retail and digital signage and manufactures static signage for corporate customers across industry verticals including retail, oil and gas to name some.

Blue Rhine has been striving for continual improvement by setting quality objectives and targets, and periodically reviewing policies. The company has adopted technology as an enabler to enhance its quality of products and create an environment to foster innovation and creativity and an ideal working environment for its most important assets – its employees.

"As our operations grew and continues to grow, we felt the need for a future-ready business solution that would not only integrate our business processes but also give us real-time reports on different aspects of our business. We decided to hire a consultant to help us build an IT roadmap to deploy a scalable ERP solution and an e-commerce platform," Mr. Veloor added.

To aid its future growth plans and to scale up its operations, Blue Rhine was looking for an ERP solution that would be easy to use and would also help streamline its operations and business processes. After evaluating a number of ERP solutions in the market, the company decided to implement Focus Softnet's next-generation ERP - Focus 8.

"Our relationship with Focus Softnet goes back to 2002, where we began using Focus 5, which was basically used for invoicing, accounts and inventory and served its purpose at that time as the company was small. However, as our business grew and we had a number of branches, we decided to deploy an ERP solution from another vendor in 2006. Though we used this solution for a number of years, we did not use it to its optimal level and were only able to use 40-50% of its modules even though we paid significantly for it. There were a number of issues and mismatches in the inventory and our staff wasted significant time sorting these issues. Hence, we felt it was time to upgrade to a new scalable ERP solution and invited top vendors to present their solutions. Focus Softnet did a demo for us on Focus 8 and we were convinced that we found the right solution for our business, which was cloud-based and scalable," Mr. Veloor explained.

"Since we had worked with Focus earlier, our staff were familiar with the software. Focus 8 is very flexible, customizable and user-friendly when compared to other solutions and the fact that Focus Softnet has strong operations across the GCC was an added advantage as we got better local support and service in the countries we operate in. At the end of the day, the service is the differentiator. We can call Focus anytime and they respond on time too," he added.

Blue Rhine appointed an independent consultant to ensure that they chose the right solution and got the best from the ERP solution. The company customized Focus 8 to their requirements and are deploying it across their operations to bring uniformity to their operations in terms of systems and reports.

Currently, Blue Rhine is deploying all the modules of Focus 8 from accounting to inventory, HCM, invoice, sales, CRM and purchase. The solution will make it easier as the people will be able to retrieve reports and view what they want. Focus Softnet was also able to integrate the third-party BI reporting tool called Qlik view into Focus 8.

> ***Earlier, our team used to handle pre-sales requests outside the system and used to spend a lot of time analyzing information from different branches from diverse systems, which was not only time-consuming but ineffective. Hence, we did not have clear visibility into client history.***
>
> **Mr. Jayashankar R.**
> Manager – Business Technologies, Blue Rhine

"Earlier our systems were on premise and with Focus 8, we are now on the cloud. Initially, it was hard to manage the migration as we had volumes of transaction and data but the Focus team was very supportive and flexible and helped us manage this challenge. The solution is definitely helping us streamline our operations, enhance our business processes, get a clear view on our inventory and get real-time visibility into the business with timely and accurate reports. We are confident that it will help us save time and costs," said Mr. Jayashankar R., Manager – Business Technologies, Blue Rhine.

"Earlier, our team used to handle pre-sales requests outside the system and used to spend a lot of time analyzing information from different branches from diverse systems, which was not only time-consuming but ineffective. Hence, we did not have clear visibility into client history. But now with Focus 8 and Centra CRM, we are managing to bring everything under one system, where we will be able to get visibility into each client, their buying patterns and what level each sales person is targeting. We also have a web version too, which we plan to implement to ease movement of our sales team on the move. Apart from real-time visibility on our business and inventory, the decision making will also be much quicker with top quality customer service and experience," Mr. Jayahankar concluded.

As the next steps, Blue Rhine is now implementing Focus 8 across all its branches, which should go live by mid-2018. The company is also gearing up to deploy its ecommerce platform to offer customers a chance to choose products online from anywhere.

FOCUS SOFTNET'S VAT-READY ERP RECEIVES TREMENDOUS RESPONSE AT GITEX TECHNOLOGY WEEK 2017

The Focus team at GITEX Technology Week 2017

Focus Softnet introduced the latest version of Focus 8, its flagship ERP, which has been upgraded with multilingual capability, GCC VAT readiness, and cloud platform enablement at GITEX Technology Week 2017. The company also showcased its vertical -focused solutions, mobile apps and cloud-ready business software solutions at the region's premier ICT event.

From an operational point of view, being VAT-ready is slated to become a mandatory compliance requirement by the end of 2017. By having both multilingual and VAT readiness capability built into Focus 8, its next-generation ERP solution, Focus Softnet generated significant interest and inquiries from enterprises and SMEs during the exhibition.

"VAT will impact both consumers and businesses in the UAE and wider GCC. Focus Softnet has been working closely with customers to prepare IT managers and CIOs to assess their readiness for VAT implementation. They also need to update and upgrade their systems to ensure smooth implementation and prepare themselves in advance for any possible challenges they could face ahead. Focus Softnet has the experience and expertise of implementing VAT and GST for our customers in other countries and we are using this experience to help our GCC customers become VAT-ready as well," said Ali Hyder, Group CEO of Focus Softnet.

Focus Softnet's VAT compliant ERP solutions are comprehensive BI equipped business software with unmatched flexibility, unbeatable security and a surprising ease of use. Focus Softnet is an accredited provider of VAT compliant business solutions and has prepared multiple business solutions for different tax rules across several countries, making it an experienced and trusted provider of tax compliant business software. Through its solutions, the company helps business establishments in applying accurate VAT tariff, generating invoices in compliance with VAT rules, standardizing reporting requirements, supporting inter-GCC taxation, handling VAT adjustments on returns and automating filing of VAT returns.

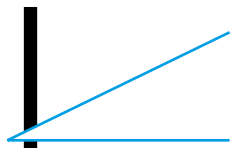
Technology experts from the company held demonstrations for cloud-ready version of Focus 8, the company's flagship product, which integrates business intelligence tools, and provides real-time reporting using multi-dimensional posting of transactions. Focus Softnet also showcased Focus i, a middle-tier ERP solution with well-integrated business intelligence tools, and complete range of ERP solutions, including financials management, supply chain, and other modules.

In addition, the company demonstrated its vertical market capabilities including Focus RMS (Retail Management Suite), Focus WMS (Warehouse Management System), Focus MRP (Material Requirement Planning), and Focus e-RMS (Restaurant Management System).

With small and medium businesses taking increasing interest in adopting Software-as-a-Service (SaaS) solutions, Focus Softnet has optimized its flagship products for mobile and other connected devices, including thin-PC type terminals. The company is offering its large installed base of regional customers, the option to migrate to the cloud using a choice of single and multi-tenant options. Enterprises with large volume of transactional data that require a dedicated hosting infrastructure, will be able to select the Focus Softnet's single tenant SaaS option.

"Commercial establishments are keen to drive down their total cost of ownership around PCs and are preferring to move to thin-client based cloud solutions. Our new Focus 8 ERP version is cloud ready and built on thin-client architecture, which will help customers to access their data remotely, increase productivity, save on IT infrastructure costs, and deliver enhanced security for their data," added Mr. Hyder.

Other Focus Softnet solutions on display included Focus CRM Suite, facilities management, property management, Focus Retail Suite, Focus Point of Sale, Focus Restaurant Management Systems, amongst a few others.



VAT will impact both consumers and businesses in the UAE and wider GCC. Focus Softnet has been working closely with customers to prepare IT managers and CIOs to assess their readiness for VAT implementation...

Mr. Ali Hyder
Group CEO,
Focus Softnet

FOCUS SOFTNET EXPANDS OPERATIONS TO NEW ZEALAND

SIGNS FRANCHISEE AGREEMENT TO PROMOTE FOCUS SOFTNET'S ENTIRE RANGE OF ENTERPRISE AND VERTICAL-SPECIFIC SOLUTIONS TO CUSTOMERS IN NEW ZEALAND

As part of it global expansion plans, Focus Softnet, the leading software development company, today announced that it has signed a franchisee agreement promising ICT professionals Syed Safdar Ali and Fateh Ali to launch Focus Softnet New Zealand, which will act as a hub to promote the company's entire range of enterprise and vertical-specific solutions as well as offer a full range of services to customers across New Zealand.

Fateh Ali, Director (left), and Jawad Ali Khan, CEO, North America and APAC of Focus Softnet after signing the agreement in Dubai.

Speaking on the launch of their New Zealand operations, Mr. Mohammed Jawad Ali Khan, CEO, North America and APAC of Focus Softnet said, "As part of its growth strategy, Focus Softnet has been continuously expanding its market presence on a global scale and is now entering the New Zealand market, which is a new market for us. We felt it is important to have a local team with a tremendous wealth of experience in the ICT and software industry and Fateh Ali and his team were a perfect partner to drive our business in the country. Hence, we signed a franchise agreement with them to launch Focus Softnet New Zealand as a franchise entity under the Focus Softnet umbrella."

"Syed Safdar Ali and his team have the market knowledge, experience and expertise in deploying enterprise and mid-market software solutions across verticals such as government, manufacturing, retail, trading, healthcare across New Zealand. We are confident with their experience and expertise powered by Focus Softnet's customizable range of best-in-class solutions, Focus Softnet New Zealand can change the landscape of business administration in the country," Mr. Jawad Ali Khan added.

Focus Softnet offers a wide-range of solutions that integrates people and technologies to deliver quality products and innovative solutions to business challenges across the world. Focus uses the latest technologies to develop their products and customizes them by offering regional specific features, which reduce the time of implementation.

The company's latest versions of its products boast of state-of-art features such as integrated mobile Apps, integrated CRM, multi-server synchronization, highly customizable MRP to Retail POS and many more modules in between. With Focus' solutions, customers are guaranteed high return on investment with low total cost of ownership, solutions to strengthen core functions for greater impact, on-time and on-budget project delivery, 100% total maintenance support and customizable solutions.

Commenting on the launch of Focus Softnet New Zealand, Fateh Ali said "We are happy to sign this franchise agreement with Focus Softnet, which is a reputed developer of business software solutions. The company understands the challenges of today's competitive business environment and the need for innovation, and to help address those challenges, it offers custom-built IT solutions to help organizations focus on what they do best - to drive business and accelerate their success. This combined with their dynamic team was the primary reason we signed on Focus as we were confident that we will not only get top-notch business software solutions but also a solid support system to help in seamless deployments for our customers. This will play a pivotal role because many local businesses do not have great support on their existing solutions and with Focus, we can offer that support system integrated within their whole sales channel."

As New Zealand tops "World Bank's ease-of-doing business" in 2017, there is high probability of Focus Softnet to get an environment which is more conducive to starting and operating a local business within New Zealand. A healthy business environment which is a key initiative of Focus Softnet has a strong effect on economic growth of the country. Syed Safdar Ali with his constant demand to deliver new prospects and generate leads, will dedicate proper amount of focus, time and effort to his clients.

Focus Softnet New Zealand will promote the brand through participation in exhibitions, vertical-specific events, road-shows, seminars and through digital marketing and social media. "Through our participation in events, we will showcase Focus Softnet as an established global brand, which has been serving customers over the last 25 years. So, from that perspective, our customers in New Zealand will have an assurance that they are dealing with a global leader that is bringing their global expertise with solid local support," Mr. Jawad Ali Khan concluded.

FOCUS ON NEW FEATURES

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

FOCUS 8 | FOCUS POS | FOCUS eRMS

FOCUS 8

• Selection of Alternate Item in Vouchers

An option is provided to select alternate item in the vouchers by pressing F4 in item cell, which will display a popup containing alternate items for selection.

• Field Level Security for Product Query

Focus 8 now provides field level security in Product Query screen for controlled access to stock and relevant numbers specialty costing.

• Monthly and by-department Option added in Vertical Balance Sheet

The user now has the option to view the balance sheet by month or tag in the vertical format.

• Display of Balance Amount in Account Selection is filtered based on the Accounting Tag Selected

With this new feature, the user will be able to view the balance amount as per the tag/department selected in the voucher while selecting the accounts from the dropdown list.

• Option to generate trigger alerts on approval/saving

This feature will enable the user to trigger an alert or SMS or Email on saving or upon approval of the vouchers. This trigger is sent to user(s) or to customer/vendor selected in the voucher.

• Customs Sort option in Reports

Earlier the user can sort the columns in the reports in alphabetic order but a newly added feature lets the user to sort the report by multiple columns at the same time.

• Indonesian language Support

Focus 8 has added a new remarkable feature where it provides the user to access the application in Indonesian language.

• Multiple Price Book Import from excel

With this newly added feature, the user can import multiple price books from a single excel file.

• Partial Quantity User allocation for RTS and Pick list

In Warehouse module Partial Quantity Allocation can be done for multiple users. Based on the allocation, different users can receive/pick the quantities assigned to them for same product.

• Displaying batch number in the Bin Enquiry screen in HHT

With this added new feature in the HHT in bin enquiry screen, the user can now view the batch number along with the other product information.

• In Sales Order Confirmation, after authorization the Reason Code

Earlier the authorization reason was displayed even after the voucher was authorised. This has been modified and the user cannot view the authorization reason after the voucher is authorised.

POS

• Displaying Product alias in Sales Return

In Sales return screen along with Product name, Alias name will also get displayed. User must login with alternate language selected and alias will be displayed in alternate language

• Printing Denomination in Cash In/Out/Collection:

Provided option to print the denominations entered through Cash in, Cash Out, Cash Collection, Body grid has to be added in the print layout and denominations variables to be added in the layout.

• E- Payment Master

A New Default Master is added where user can define all the E- Payment types ex: Zomato, Paytm etc. These defined payment types will come in the bill settlement screen when E- Payment mode of payment is selected. Based on the payment type customer is paying cashier can select the option.

• Sales account by Product

Based on the Sales account selected for each product we can customize sales account and there is an option to post the sales account by product.

• Descending Order Schemes

If Enabled based on the scheme definition, the lowest product will be given free.

Ex: Buy 2 get 1 free, the entered items are A-500, B-400, C-300, D-200, E-100. By enabling descending order for Buy 2 get one scheme for A & B, C will be free.

• Employee discount Restriction:

A new screen is added where user can select the employees and restrict the discount based on percentage or amount. If discount exceed more than the defined value then system will pop up a message “Discount Exceeded”.

• Rate implementation in Barcode definition

Now user can define the barcodes by including rate in the barcode, when barcode of a product is scanned it will load the product rate included in the barcode.

When rate is defined in the barcode, system will pick the rate from the barcode. If rate is not defined in the barcode, it will pick from selling price book.

e-RMS

• Member points posting by GL Account:

Now Members can have their own accounts, each member can be assigned with an account. In Stock ledger user can select the member account and view the points which are redeemed and balance points available for a member

• Pre-order implementation in e-RMS:

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

• Search Waiter by Barcode

Provided shortcut to select the waiter, here user can scan the barcode of the waiter and select him. Barcode will be the Waiter Employee code.

• Added Rate, and search box in free item selection pop up

In Free item selection pop up, earlier it was displayed product name and quantity to enter but now it will also display the rate and user can also search the free item

• Member type implementation in Normal Schemes

It will allow to define ‘On Item schemes’ for specific Member type, so that it will multiply according to Quantity criteria. It will apply for Member of that particular specified ‘Member type’. If any member type is not selected in Scheme definition screens then it will apply for any transaction.

FOCUS ON FOCUS 8 - SECURITY FEATURES

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. The product 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	Communication Tools
CRM Integration	Advanced Report Writer
	Advanced Security

Focus 8 comes with advanced and robust system security feature that allows an organization to setup a system driven process thus enabling enhanced and efficient corporate governance. Focus 8 "user privilege parameters" are used to personalize features and security to individual users or user roles. Further Focus 8 architecture supports user-specific data sources. This security feature is similar to row-level security, but on a database level. It means the customer can build a single application that accesses different data sources depending on the user. This security feature provides flexibility, as the workflow can dictate which database each user can access.

Focus 8 supports multiple application authentication sources along with a single sign-on engine. For instance, the CRM or MRP system might authenticate users against certain parameters, while the ERP might use a completely different authentication source. Therefore, flexible authentication options lets users authenticate their applications using whatever authentication sources they already in place, while single sign-on authenticates the user for all the applications they are authorized to access and eliminates login prompts when switching between applications in a single session. Single sign-on reduces the number of passwords end users must remember, and cuts down on "forgotten password" support requests. It also improves end user productivity as users no longer need to log in to each new application.

Focus 8 is designed and supports Row-level security, which is a critical aspect of Business Intelligence and reporting engines where multi-tenant security lets the user control data access within a single application at the row level. This means that multiple users can access the same application, but only view the data they are authorized to see.

Focus 8 goes a further mile by supporting field level access security for users, where the system can be configured to give view, add, edit or delete rights to each data field in a form. Most applications give such access controls at a form level and very few including Focus 8 gives this functionality at a field level thus enabling enhanced security and integrity of data.

To implement advanced security in an ERP, one has to understand various aspects of internal IT Security policy, departmental and modular integration across different workflows and various roles and functions of users across various departments thoroughly.

Password Policy: The password policy in the enterprise security include defining the minimum password length, the password complexity and includes next password change prompts, no repeat of previous passwords, actions on successful or failed login attempts. If the application allows OTP based SMS input then time of expiry for OTP.

Single Sign-On Policy: Single Sign-on is a feature that allows user to sign-in once mostly into the operating system using domain controller defining the security of the user through LDAP database stored on the server.

Department Based Profiles: Gives access rights of various departments with access to modules and workflows of specific department(s) across the enterprise.

Roles: Detailed security rights are defined in the role and user creation which are linked to profile. While profile gives a broader access rights, fine-tuning and adding/removing of specific actions in the forms and reports can be achieved in the roles definition.

User Creation: The final function who actually gets access to the application is a user. The users personal details like email id and mobile are entered in the user details to allow him/her to change password or get OTP SMS.

FOCUS SOFTNET WINS SME ERP VENDOR AT ACN ARAB TECHNOLOGY AWARDS 2017

THE COMPANY WAS RECOGNIZED FOR ITS INNOVATIVE SOLUTIONS, CUSTOMER SERVICE AND STRONG SUPPORT ACROSS THE MIDDLE EAST REGION

Focus Softnet, the leading software development company, announced that it has won the SME ERP Vendor of the year award at the 13th annual Arabian Computer News (ACN) Arab Technology Awards 2017, held recently at the Conrad Hotel in Dubai. The award was presented to Mr. Ali Hyder, Group CEO of Focus Softnet in the presence of senior management of the company.

The ACN Arab Technology awards are one of the most prestigious technology industry awards that recognize outstanding work in the field of Information Technology carried out in the Middle East region. The awards celebrate world-class projects and implementations, leading vendor contributions and outstanding individual efforts. The 13th edition of the awards saw over 300 of the industry's top C-level executives, industry leaders and leading IT executives attend to celebrate the achievements of their peers.

Commenting on their achievement, Ali Hyder, Group CEO, Focus Softnet said, "We are proud to receive this award, which is recognition of our best-in-class ERP solutions, value-added services and strong support that we offer our Middle East customers. At Focus Softnet, customer feedback is important to us and we are always keen to consistently advance our portfolio by adopting the latest technologies and offer customers a range of options from on premise, vertical solutions, cloud solutions and mobile apps."

"This award is very special to us as it is recognition of our efforts in providing continuous innovation in the business and ERP solutions space and a testimony of our team's commitment to providing the highest-level expertise, excellence, customer service and support to our customers and partners in the region. Focus Softnet holds a significant market share in the SME space in the region and being recognized for our efforts is definitely a huge achievement. We look forward to surpassing our customers' expectations with continuous innovation, service and support," Mr. Hyder added.

Focus Softnet strives to consistently provide solutions and products using emerging technologies with high quality standards and zero errors. With a strong emphasis on R &D, the company has been constantly innovating and developing new technologies and solutions. Focus Softnet's ERP solutions are tailored to suit requirements of Enterprises as well as SMEs. The company's enterprise solutions are enhanced for mobile and other connected devices further moving to thin-client based cloud solutions. In addition to its ERP solutions, the company also has other industry specific solutions primarily addressing the need of Retail, Warehousing, MRP and Restaurants.

Apart from its solutions, Focus Softnet also offers its customers services including managed services, business process consulting, implementations services, amongst others available across the region

Over the last 25 years, Focus Softnet has seen consistent year on year growth with respect to product innovation, revenue and market share. Many of Focus Softnet's customers have been with the company since its early days upgrading to newer versions of its solutions. With more than 10000 customers in the GCC, Focus Softnet stands as a veritable force in providing the best solutions to companies operating in the Middle East region. Some of Focus Softnet's regional customers are Gulf Graft, Taaleem Schools, Khimji Ramdas, Skyline University, Barakat Group, Sharjah University, Sharjah Taxi to name a few.

FOCUS HOLDS SUCCESSFUL SEMINARS ON VAT AND BEYOND

EVENTS IN DUBAI, ABU DHABI AND SHARJAH HAD A TREMENDOUS TURNOUT

As part of its Value Added Tax (VAT) awareness initiative, Focus Softnet held a series of seminars on 'VAT and Beyond' for customers at the Fairmont Hotel in Dubai, Hilton Hotel in Sharjah and Dusit Thani in Abu Dhabi. With the GCC VAT expected to be implemented in the UAE from January 1st, 2018, Focus Softnet felt it was important to educate and inform their clients on the different aspects of GCC VAT and its implementation.

Mr. Vivek Batra and Mr. Pankaj Jain, tax consultants spoke the rules and regulations of VAT, clearly demonstrating the procedures and controls that should be in place to ensure accurate and on time regulatory compliance. Ali Hyder, Group CEO of Focus Softnet touched upon the overall integration of VAT into the ERP systems, explained how VAT regulations are mapped in ERP to help users to ease and automate entire VAT process starting from input credit, VAT collection till VAT return submissions. The seminar gave attendees a complete understanding of VAT, covering all the essential topics and giving them the confidence to deal with its procedural challenges.

"With the introduction of VAT by regional governments, the business models of many companies will also be tested and hence they need to work on revising their strategic and operational planning to deal with these challenges. The seminar aimed to give customers an insight into the upcoming challenges in the implementation of the GCC VAT, changes in accounting procedures, record maintenance, invoicing, financial liquidity, profitability, cost structure and more. We were impressed with the huge turnout at each of our seminars and we happy we could clear some doubts with our presentations," said Mr. Ali Hyder, Group CEO, Focus Softnet.

The seminars shared the key terminology and must-know elements of GCC VAT in a nutshell, sector-specific impact of VAT, how to plan for VAT and align it with the organisation's business strategy, understand the VAT framework and how to define a roadmap for implementation.

Attendees included Chief Finance Officers, Finance Managers and Directors, Entrepreneurs, Senior accounting staff, Department heads, IT Managers and Tax managers of diverse companies including enterprises, SMEs and start-ups. Through the seminar, they gained knowledge of key elements of GCC VAT and its impact on their business, which in turn, will help them in designing the strategy to deal with related challenges well in advance. The attendees also got a chance to interact with well-trained Focus Consultants working on VAT and learned more about maintaining required records and documents, timely submissions of returns and errorless submission of Refund Claims.

Focus Softnet is a leading ERP solution provider with 25+ years of business excellence, a presence in 17 countries through its 26 offices and over one million users worldwide. Focus Softnet's VAT compliant ERP solutions are comprehensive BI equipped business software with unmatched flexibility, unbeatable security and a surprising ease of use.

Focus Softnet is an accredited provider of VAT compliant business solutions and has prepared multiple business solutions for different tax rules across several countries, making it an experienced and trusted provider of tax compliant business software. Through its solutions, the company has help business establishments in applying accurate VAT tariff, generating invoices in compliance with VAT rules, standardizing reporting requirements, supporting inter-GCC taxation, handling VAT adjustments on returns and automating filing of VAT returns. Focus's ERP solutions are fully compliant with FTA and offers VAT return submissions in English and Arabic.

SOME OF THE TOPICS COVERED WERE:

- **Understanding the meaning of VAT**
- **Planning for GCC VAT**
- **UAE VAT framework**
- **Regulations, scope of services and goods covered**
- **Registration and administration**
- **Statutory compliance, documentation & record keeping and submissions**
- **VAT Accounting and invoice calculations**
- **Business impact and challenges**
- **Mapping the change in your IT and ERP system**

ADVANCED FOCUS MRP II

FOCUS SOFTNET'S UPGRADED MRP APPLICATION BRINGS IN VARIOUS NEW FEATURES MEANT FOR COMPLEX PRODUCTION ENVIRONMENTS INCLUDING MATERIAL PLANNING, FORECASTING, MULTIPLE JOB SCHEDULING AND FINITE AND INFINITE CAPACITY PLANNING.

A Material Resource Planning or MRP application is a production planning, scheduling, and inventory control system used to manage manufacturing processes. A MRP system is expected to meet various objectives including ensuring materials are available for production and products are available for delivery to customers; maintaining the lowest possible material and product levels in store; optimum capacity utilization of machine/work center, planning manufacturing activities, delivery schedules and purchasing activities.

Along with tailored ERP solutions, manufacturers' need more advanced MRP systems to support complex manufacturing environment. Enterprise Resource Planning software is typically a set of integrated applications used to collect, store, interpret and analyze data of various departments of the organization to improve business process and flow of data within all departments of the organization. Whereas, MRP system helps manufacturing organizations to compute more accurately what material they need, when and how much.

Advanced Focus MRP II is a state-of-the-art application, which performs extensive material planning as well as planning of other resources like men and machines, capacity planning, scheduling, shop floor planning, in the manufacturing plant. The application compares forecasts with actual data and evaluates existing performance, upgrades operating policies and achieves optimal efficiency.

In general, MRP II applications are intended to replace the previous generation of MRP application by incorporating integrated financials. An MRP II system can include finite and infinite capacity planning and also includes costing. In MRP II, fluctuations in forecast data are taken into account by including simulation of the master production schedule, thus creating a long-term control. A more general feature of MRP2 is extension to sales and operations.

Advanced Focus MRP II tackles the fundamental problem faced by manufacturer, which is how to plan and control the complexities of multiple manufacturing jobs, each composed of a series of operations, while using limited resources under one roof.

Inside the application

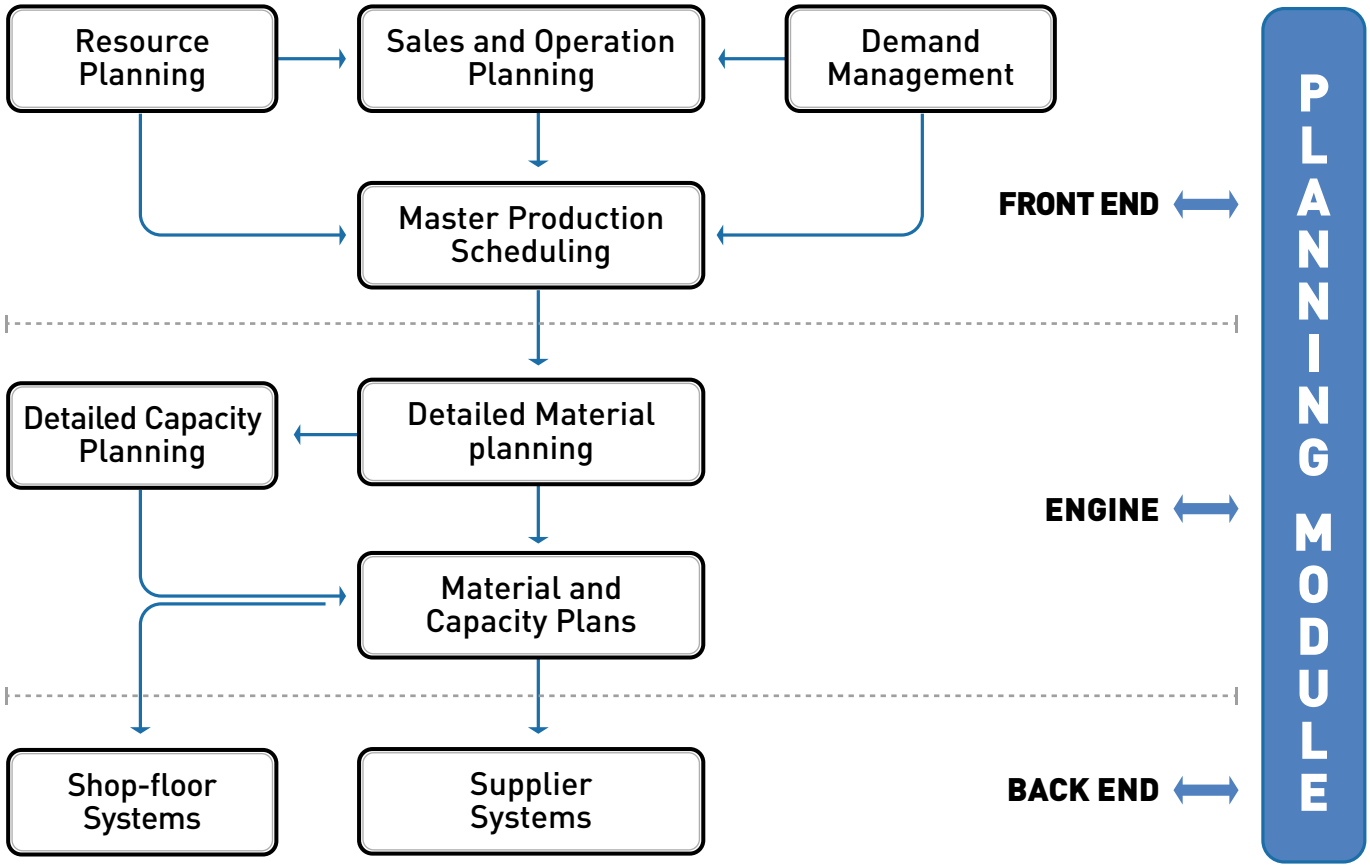
Advanced Focus MRP II uses three separate procedures to plan the utilization of materials. These include finite capacity planning; infinite capacity planning; and delivery date estimation. Finite capacity planning produces an accurate, feasible and efficient manufacturing plan. Infinite capacity planning is useful for determining long term bottlenecks by simulating extended periods of manufacturing. Delivery date estimation provides a quick and powerful means of arriving at realistic delivery dates for new orders taking into account current workload and material availability.

Advanced Focus MRP II looks at the current demand including planned orders, actual orders, forecasts and schedules, using a rough-cut capacity planning approach, to group families of products and ensure that the organization has production capacity to achieve its medium and long-term plan.

Advanced Focus MRP II ensures that component parts and materials are available in the correct quantities at the correct times to satisfy the requirements of the principle manufacturing plan. Working calendars are used to reflect the working week and holidays. Automatic placement routines are provided to ensure that manufacturing parts are sourced as works orders, and purchased parts may be raised as either discrete purchase orders or handled by the purchase schedule system.

> ***An MRP II system can include finite a nd infinite capacity planning and also includes costing. In MRP II, fluctuations in forecast data are taken into account by including simulation of the master production schedule, thus creating a long-term control. A more general feature of MRP II is extension to sales and operations.***
>
> **Mr. Shabeer Abu Backer**
> VP, Enterprise Division
> Focus Softnet

▶ **Mr. Shabeer Abu Baker**, VP, Enterprise Division, Focus Softnet



▶ INTEGRATED VIEW OF MRPII MODULE

End users using Advanced Focus MRP II will be able to access the following modules

- Production Control
- Requirements Planning
- Capacity Planning
- Preventative Maintenance
- Production Process and Routings
- Shift Management and Calendars
- Quality Control

Key elements of Advanced Focus MRP II include

- Bill of Material or BOM
- Routings
- Work Centers
- Sales & Operations planning or SOP
- Master Production Scheduling and Capacity Planning
- Materials Requirement Planning or MRP
- Shop Floor Control or SFC
- Production orders
- Product costing, activity-based costing
- Work in process
- Re-Planning
- Repetitive Manufacturing

How is production scheduled

This is an important tool for manufacturing and engineering, where it can have a major impact on the productivity of a process. In manufacturing, the purpose of scheduling is to minimize the production time and costs, by telling a production facility what to make, when, with which staff, and on which equipment. Production scheduling aims to maximize the efficiency of the operation and reduce costs.

Production scheduling tools now outperform older manual scheduling methods. These tools provide the production scheduler with graphical interfaces, which can be used to visually optimize real-time workloads in various stages of the production. Pattern recognition allows the software to automatically create scheduling opportunities, which might not be apparent without this view into the data.

Companies use backward and forward scheduling to allocate plant and machinery resources, plan human resources, plan production processes and purchase materials. Forward scheduling is planning the tasks from the date resources become available to determine the shipping date or the due date. Backward scheduling is planning the tasks from the due date or required-by date to determine the start date and any changes in capacity required.

NEW CUSTOMER WINS FOR FOCUS

HIGHLIGHTS OF RECENT SUCCESSFUL BUSINESS WINS

MKV Engineering & Trading Pte Ltd

Based in Singapore, MKV Engineering & Trading Pte Ltd was setup in 2007 as a civil & electrical engineering company. The company has 160 employees and a number of big clients like Ministry of Education (MOE) for supply, installation and maintenance oriented projects. The company has selected Focus8, CRM and HCM for operational efficiency and scalability.

SMS Traders Pte Ltd

Founded in the 1940s, Sayeed Muhammad & Sons Traders Pte Ltd is a Singapore based import export wholesale and retail trading company, dealing in large range of commodities such as rice, almonds, walnuts, cashews, spices, dates, grains and lentils. The company chose Focus8 for its flexibility, modular structure and enhanced features.

Hajjan Trading & Industrial Services Company Ltd. (HATCON)

Established in early 1980's, HATCON specializes in providing industrial equipment, materials and services in the field of surface preparation and coatings. The company represents some of the world's most renowned international companies in Saudi Arabia across the oil & gas sector. HATCON selected Focus i and CRM for its features, flexibility and customization that fit the business requirements.

Teamwork Glass Solutions Pvt Ltd

Teamwork Glass Solutions Pvt Ltd provides complete end-to-end solutions from design, engineering, fabrication to the installation of glass and aluminium products for both interior glass as well as exterior façade applications. Currently there are four offices and two fabrication plants. The company was looking for a customized solution which is user friendly and can be easily adopted to their business process and Focus 7 fit the bill. Another deciding factor was the local support and Focus' expertise in infra-related vertical.

Livon Paints Private Limited

Livon Paints Pvt Ltd, a startup company, is the manufacturer of Automotive Industrial Paints, Emulsion Paints, Epoxy Paints Coats, Wall Paints and Metal Paints in Hyderabad. The company was looking for a cost effective and easily adoptable ERP application to start their business process from day one. They selected Focus RT as it is a cost effective solution with advanced features that could be customized according to their business needs.

Alfaneyah Electromechanical Company

Alfaneyah M&E division is one of the leading contracting companies in Saudi Arabia since its inception in 1979. The company offers a wide range of services such as design, supply and installation of air conditioning, sanitary, plumbing, fire protection, electrical, low current systems, etc. The company selected Focus8 for its functionality, customization and extensive features that would also allow the company to be both competitive and cutting edge by maximizing operational efficiency and minimizing operating costs.

Ajmal And Sons

Ajmal and Sons is a leader in the Indian manufacturing and supply industry of attars and perfumes with a presence in India and the Middle East. Ajmal and Sons selected Focus7 due to its functionality and flexibility and mainly to streamline the business operations.

Total Shipping & Logistics Pvt Ltd

Total Shipping & Logistics Pvt Ltd, a part of the Total Group, is a leading integrated logistics company in India. The company provides logistics support in transportation, custom clearance, freight forwarding, warehousing/ distribution and has its presence across India and also in Hong Kong, China, Shanghai, Singapore and Bhutan. The company chose Focus 8 to aid its future growth plans.

Jaddaf Communication

Established in 2000, Jaddaf Communication is a mid-sized electronic parts and equipment company based in Riyadh, Saudi Arabia. The company chose Focus 7 for its extensive features that would help in the growth and scalability of the business. Another major factor for Jaddaf Communication selecting Focus was a strong recommendation from one of their clients, who has been using Focus 7.2P.

Abdul Mohsen est

Abdul Mohsen est is a mid-sized retail and wholesale company based in Riyadh. The company chose Focus 7.2P for its enriched features, flexibility, ease-of-use and customization.

FOCUS
Solutions that move business

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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Focus ERP is compliant with the GCC VAT regulations!

- **Apply accurate Tariff**
- **Standardize reporting requirements**
- **Raise invoices without any error**
- **Support electronically prepared return submissions**
- **Automate Filing of tax returns**
- **Claim the right input credits, quick vendor data & reconciliation**

FOCUS
Enabling You!

Transforming Business

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- iOS & Android Compatibility
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