

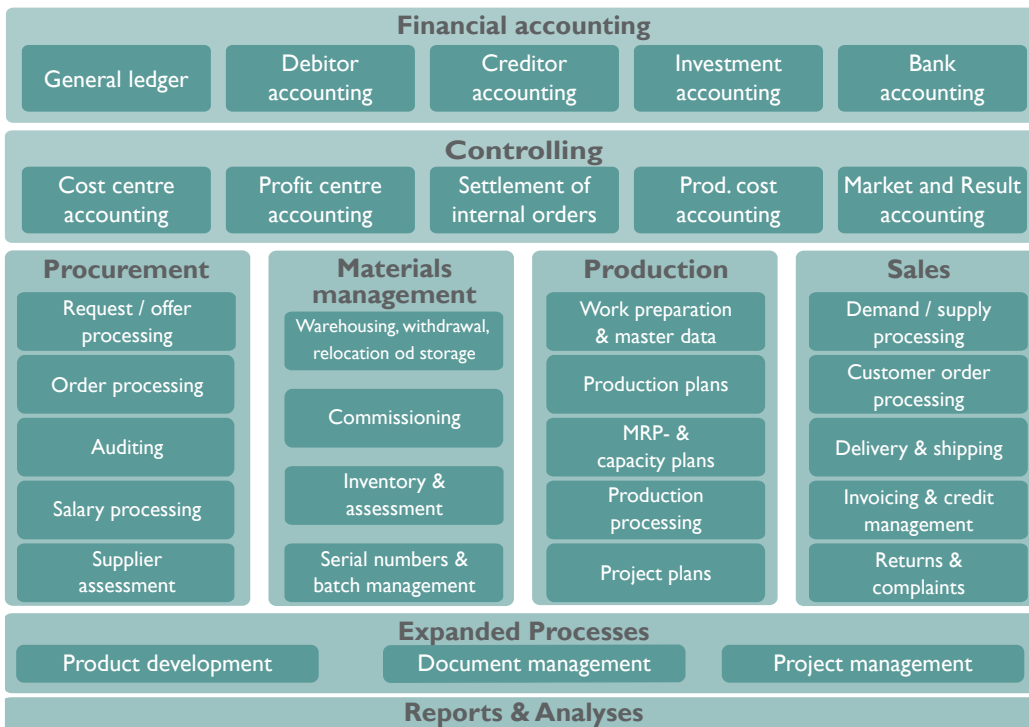
The special competitive situation faced by small and medium-sized businesses requires the ability to adapt quickly in a dynamic business environment, in particular where organizational aspects may be concerned. Your business processes are at your company's heart and therefore key to your overall performance. Current ERP systems support you in your growth and development and make an important contribution to your company's financial success.

ERP does not have to be complicated

These days, ERP systems offer comprehensive standardised functions and processes that can be adjusted quickly to meet individual requirements and there is no reason to make ERP systems look more complicated than they are. The right delivery solution will generate advantages from an ERP system quickly.

ERP covers all core functions , from accounting to logistics

The functional scope covers the complete classic ERP core area. From internal and external accounting –including investment accounting and standard reporting – to the complete logistics for procurement, inventory management and administration, to sales, shipping and invoicing. Full production planning and project management functions are also provided.



Financial Accounting

The functions covered by financial accounting include key company accounting as well as debtor and creditor accounting, as well as functions for investment accounting, asset management and bank accounting. In addition to regulatory compliant bookkeeping, support functions such as payment and invoice reminders and auditing are also available. Reporting functions include not only simple reports such as the ad hoc presentation of a profit and loss statement, but also a clear overview of the company's cashflows and financial status.

Controlling

This module is structured into cost centre and profit centre accounting to clearly assign costs at source when incurred and map against generated revenue making cost/revenue performance visible to management. Furthermore, it includes cost unit accounting with internal orders for which costs can be collected and then settled later. This makes it possible to efficiently plan and trace internal cost flows. Another function of the controlling module is results and market segment accounting for analysing the company's success according to separate market segments.

Materials Management and Procurement

Materials management includes inventory management, warehouse management and inventory evaluation. Material requirements planning (MRP) is also essential for generating procurement and production recommendations in an optimal manner according to the rules and batch size processes defined. The procurement module is used for purchase order processing and supplier management, including performance assessment. Before purchasing, supplier offers can be invited and decisions can be made in a structured manner or an order can be generated directly from the system. Invoices are recorded in the system on receipt and systematically cleared for payment, making the data transparent for audit purposes.

Production

The production functionality covers the preparation of master data for materials, bills of materials and process plans (routings) and also the definition of production resources in work centres. Costs incurred can be settled to cost centres or projects dependant on your particular requirements and as this is done in a real-time basis; it allows customer billing to be performed quickly and accurately. Multiple production scenarios can be implemented from make-to-stock on forecast to make-to-order.

Project Management

With this function, you will be able to control projects according to the classic requirements of standard project management principles; from planning through to successful implementation, execution and project closure. In this case all production, procurement and controlling processes are directly integrated with the project management module ensuring all project operational data is up to date and accurate.



Sales and Customer Service

Customer offers and quotations are made based on the centrally defined material master data. The central function is the creation and management of customer orders and subsequent delivery processing and invoicing. This is possible for services as well as for products. Framework agreements and contracts with customers can be defined, such as maintenance contracts and service notifications.

Support for Internal Processes

The SAP ERP system also automates company internal processes within a company, from digital document management to travel cost recording to service and work time recording. The system includes a workflow system for optimizing and automating internal business processes.

Costs

Costs for the KINAMU ERP appliance can be calculated simply and transparently on a subscription basis with no up-front license costs. The price per user and month starts at € 189.00. This includes hardware, software, maintenance and support.

Interfaces to other Systems

The SAP ERP system can be integrated with and linked to other solutions. KINAMU provides pre-defined standard interfaces. Client specific interfaces can also be implemented on a case-by-case project basis.

Integration of the KINAMU CRM Solution

The KINAMU CRM solution (based on the SugarCRM Open Source solution) is integrated into the SAP ERP system. For processing customer orders invoicing in the ERP system, the central KINAMU CRM solution database can be accessed directly. Please see our other fact sheets for information on our CRM solution.

Partner:

ERP Solution: SAP
SAP ERP 6.0 is the globally leading best-in-class ERP system.

Server: Hewlett Packard
HP Integrity Line servers are optimised and designed for mission-critical applications – regarding performance as well as stability and reliability.