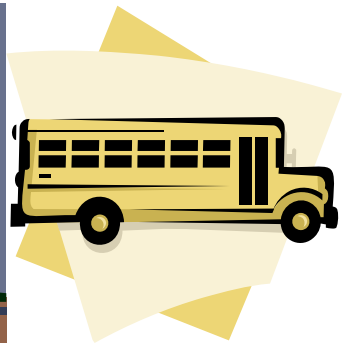


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**eXensys – Business Benefits
for Trading Industry**

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White Paper		W. E. F. dd/mm/yy

Table of Contents

Introduction..... 3

Overview 3

Benefits..... 10

Conclusion..... 10



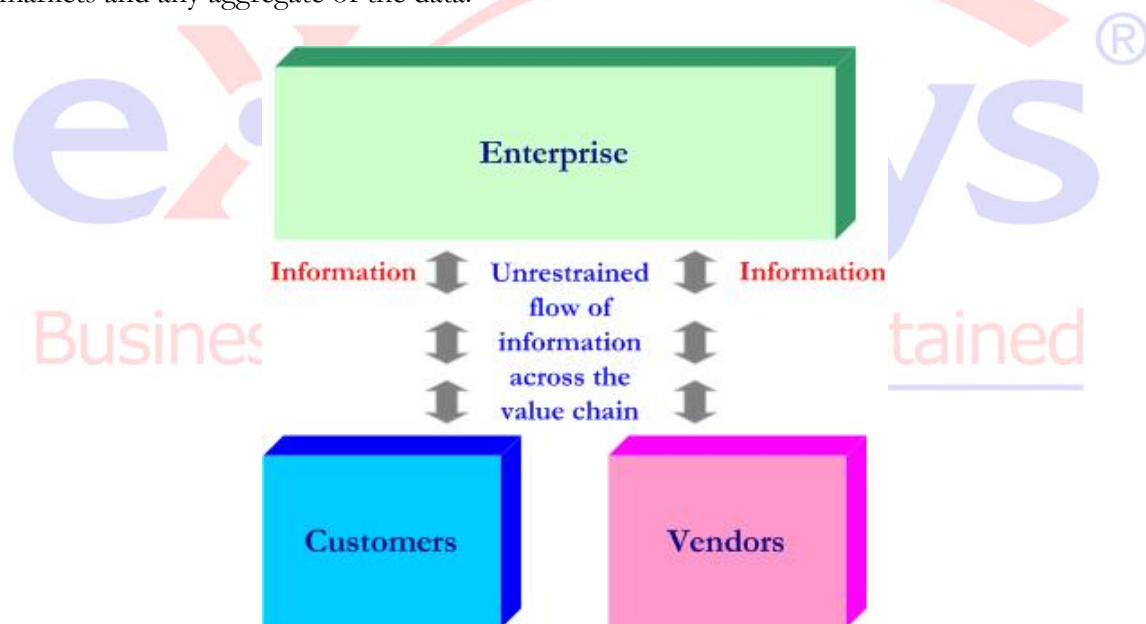
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Introduction

Trading industry operates in an extremely competitive environment striving to meet profitability goals abiding by legal and social standards and regulations. An enterprise can win only when it is capable of delivering products and services on time and at the lowest price. This can be achieved through

- Meticulous inventory planning
- Access to market intelligence and
- Outstanding performance on managing inbound and outbound logistics by focusing on innovative channels of distribution

The above challenges are confronted when the logistics' processes are streamlined and automated and when there is unrestrained flow of information between the enterprise, the customers and the vendors. Further, trading industry must have a collection of tools and information that manages product demand and distribution. Their lies the need of an integrated system which will help in streamlining all the basic operations of an organization. The system must collect global demands, retain local details, and track trends in selected markets and any aggregate of the data.



eXensys equips enterprises with all the critical resources that are required to primarily manage procure-to-pay, order-to-cash and logistics\distribution cycles. eXensys helps enterprises optimize key business functions integrating the customer and the vendor processes across the value chain. eXensys provides visibility across supply chain through its ability to involve suppliers in planning process and continuous monitoring of vendor performance on quality, delivery, service and price. Further, eXensys helps enterprises improve customer responsiveness by facilitating easy sale, processing and execution, back office integration for all sales transactions and enhanced sales team productivity. eXensys

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White Paper		W. E. F. dd/mm/yy

helps enterprises implement the best warehouse, distribution and inventory management practices to lower the operational costs. The other benefits include enhanced transparency, control, agility, communication, and information availability.

The following are the primary benefits of eXensys for trading industries:

- i) Effectively manage inbound and outbound logistics.
- ii) Increase profits from trading business by determining competitive prices for products while integrating the logistics and financial aspects.
- iii) Enhance operational productivity by providing accurate inventory data.
- iv) Improve supply chain visibility through efficient planning on replenishments against customer demands and cross-business communications.
- v) Enhance delivery capabilities implementing decentralized purchasing and capabilities to ship goods from vendor to customer.
- vi) Reduce costs leveraging centralized purchasing and global sourcing capabilities.



eXensys Business Benefits for Trading

This white paper further elaborates in depth of how the bottlenecks in the Trading businesses and the benefits of using eXensys.

Overview

eXensys business benefits for Trading industries are further explained as follows.

1. Manage Inbound & Outbound Logistics

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White Paper		W. E. F. dd/mm/yy

eXensys handles critical inbound and outbound movements in a warehouse with ease. eXensys handles both internal and external movements in a warehouse. All types of internal inventory movements like inter-branch issues and receipts, location-to-location transfers are facilitated through simple-to-navigate screens. External movements are classified as customer and vendor movements and include DN, consignment fill up, pick up, consignment returns, sub-contracting in, sales returns, and GRN, consignment fill up, consignment pick up, sub-contracting out, purchase returns, respectively. Stock ledger updating and the inventory postings will happen automatically based on the type of movement. Thus, eXensys not only streamlines the warehouse logistics, but also simplifies the inventory management processes and increases the inventory accuracy.

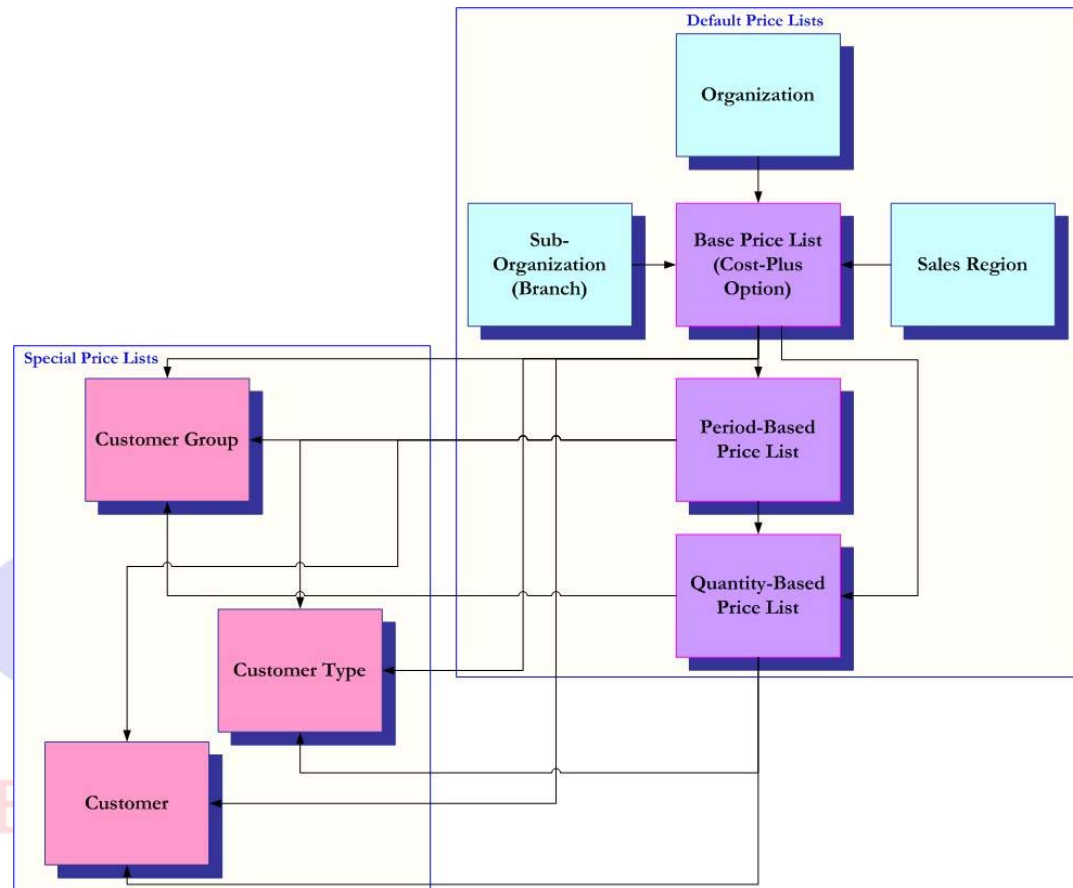


2. Improve Profitability

eXensys integrates logistics, sales and finances, by enabling to fix competitive prices based on cost-plus margin options. Prices can be fixed across the organization, specific to branches or sales regions. Margins can be applied at the product group level or it can be modified specific to each item. Discounted prices can be set for specific quantity slabs or periods. Further, special prices can be defined for customer groups, customer types or customers. For cost-plus option, the inventory valuation, last purchase price or the weighted average calculation can be taken as the base cost to which margins are automatically applied. Across all the sales transactions, the base or special prices get

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automatically applied based on the customer, customer type, customer group, quantity, period, sales region, or branch, respectively.



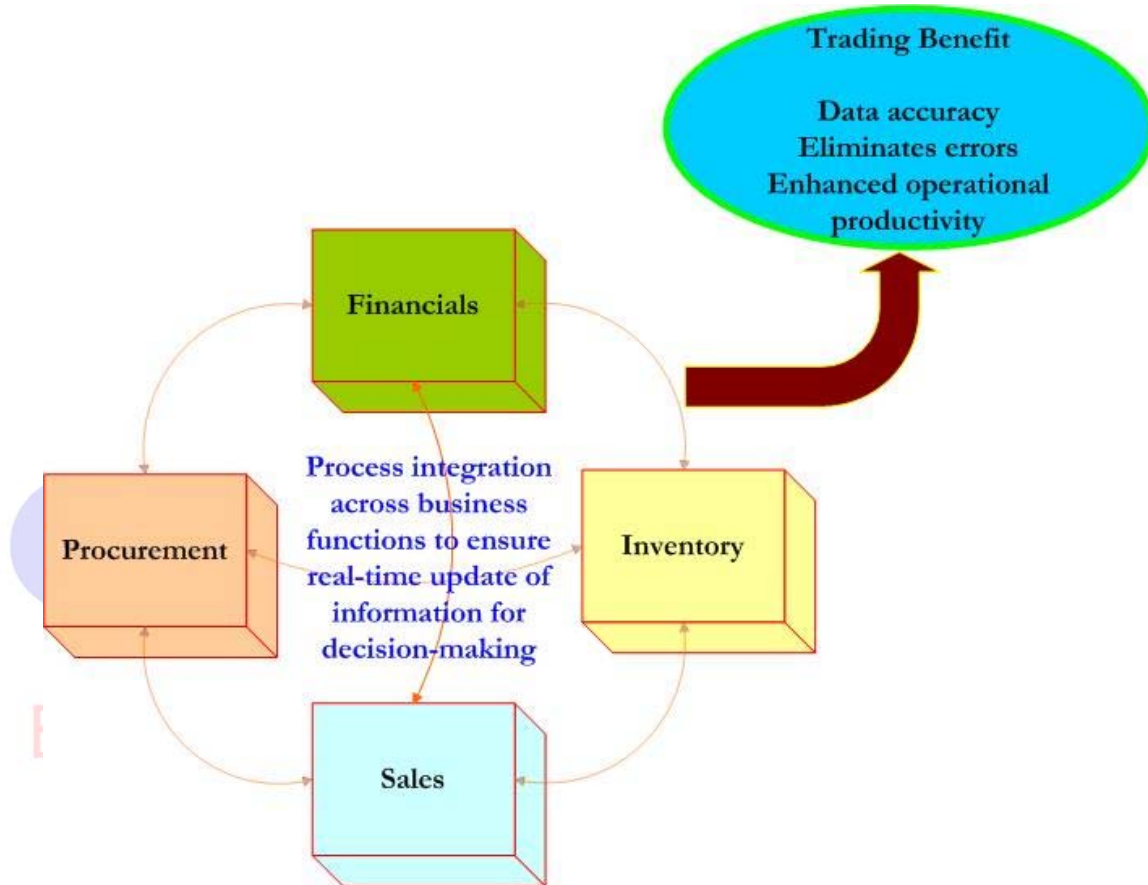
eXensys facilitates request consolidation, faster processing of orders and proper selection of vendors based on their performance on price, quality, delivery and service. Thus it ensures that the purchase costs are low and that the product profitability is maintained while fixing competitive prices and ensuring that the item is bought at lower costs. Further, eXensys supports advanced concepts like drop shipments and consignment\ vendor manage inventory, which lower inventory levels to zero, there by reducing the inventory acquisition and carrying costs and increasing the profitability.

3. Enhance Productivity

eXensys helps to improve the overall operational productivity of an organization by providing accurate data across the business processes. Since, the information available for decision making is timely and accurate, the decisions taken also will be right. eXensys maintains data accuracy by eliminating errors in data entry. Since, all the business process

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White Paper		W. E. F. dd/mm/yy

work in integration, the information available is real-time. For example, stock ledger, financial records and the reference purchase order are updated simultaneously and automatically once the goods receipt is booked and approved. Thus, every stakeholder involved in the cycle including, purchases, inventory and finance has access to real-time information. Since a single transaction updates all the relevant records simultaneously, data is synchronized across the business processes and completely eliminates mistakes or errors. This is unlike in manual systems where information has to be fed in separately in each of these records or books.



Further, eXensys eliminates lengthy manual procedures and reduces data entry into the system to few transactions, so that the user time can be spent on performing core business activities leaving the rest, including MIS to the system. Thus, it improves the overall operational productivity.

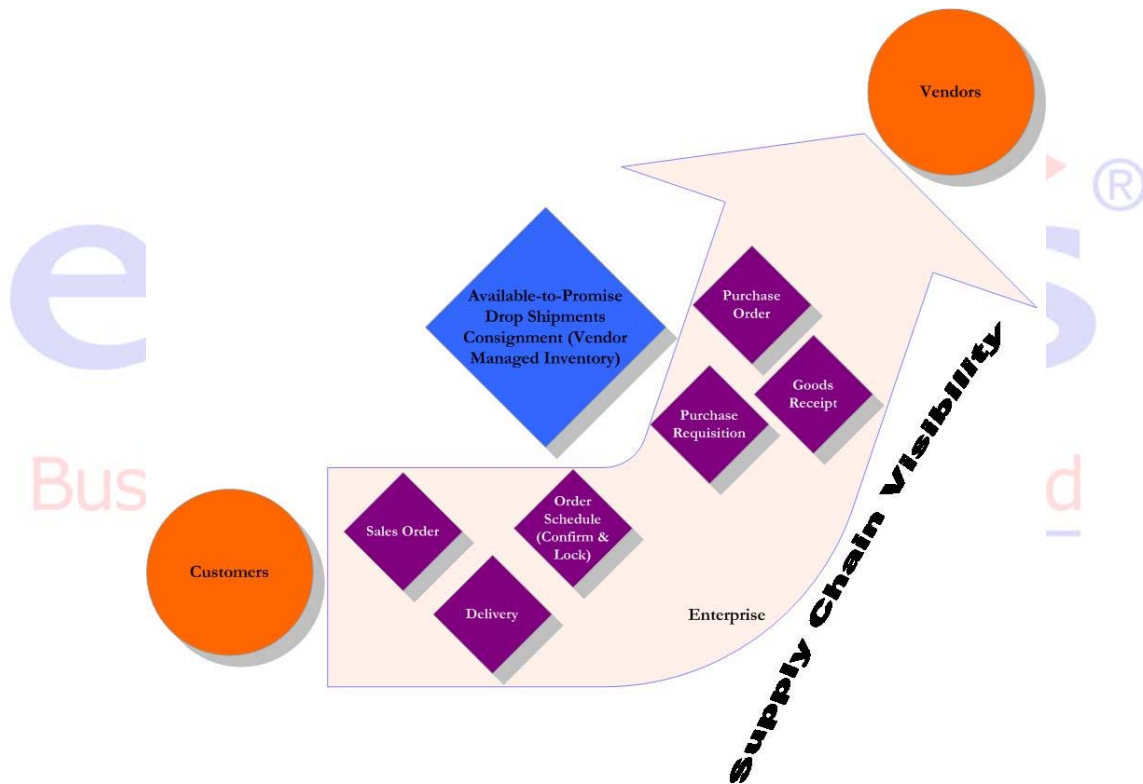
4. Improve Supply Chain Visibility

eXensys improves visibility across the value chain including vendors and customers. Vendors and customers can be including in collaborative planning, so that the customer demands are anticipated accurately and only the required purchases are made. Further, while confirming the sales orders, availability (ATP) check can be performed based on the stock on hand, scheduled receipts (scheduled purchase orders) and scheduled issues

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White Paper		W. E. F. dd/mm/yy

(confirmed orders). In case of any back orders, purchase requisitions can be automatically triggered for drop shipments or to be received in the inventory and then delivered to the customer. Drop shipments reduce the delivery costs and time. Requisitions can be immediately converted into orders. And for drop shipments, on receipt of a shipping notification from vendor, a provisional goods entry and a statistical delivery are booked automatically and the purchase invoice and sales invoice can be raised, referring the same.

Vendor consignments can be managed effectively with the current stock position and the same can be considered while scheduling the customer orders. Similarly, consignment out can be managed effectively and the stock available at the customer can be monitored effectively. eXensys supports complete consignment flow including consignment requisition, order, fill up, pickup, consignment issues, returns and consignment invoice for both vendor and customer flows.



5. Faster Delivery & Customer Service

Primary reasons for delays in delivery are non-availability of stock details, manual customer credit check, and errors in sales order creation. eXensys eliminates these delays by easing the sales cycle right from order creation to customer invoicing and receipts. eXensys automatically checks for the stock availability and customer credit limit while booking the order, so that the customer orders can be confirmed against the customer

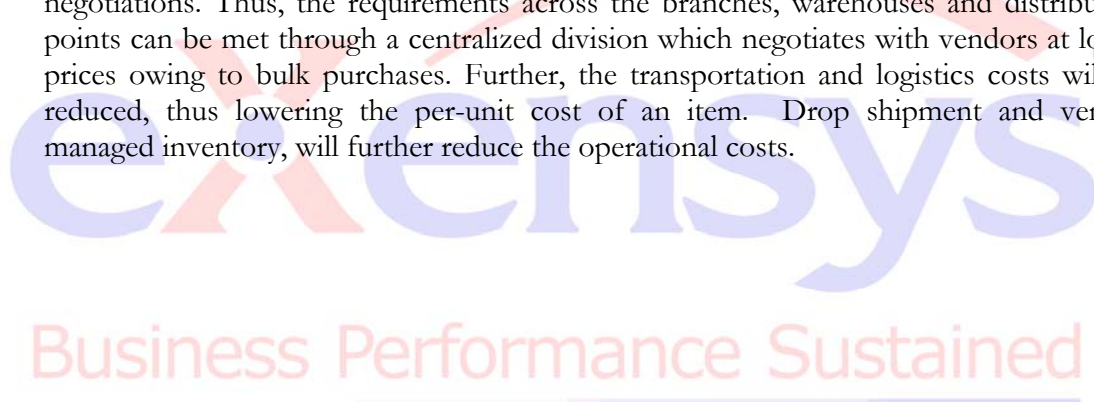
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White Paper		W. E. F. dd/mm/yy

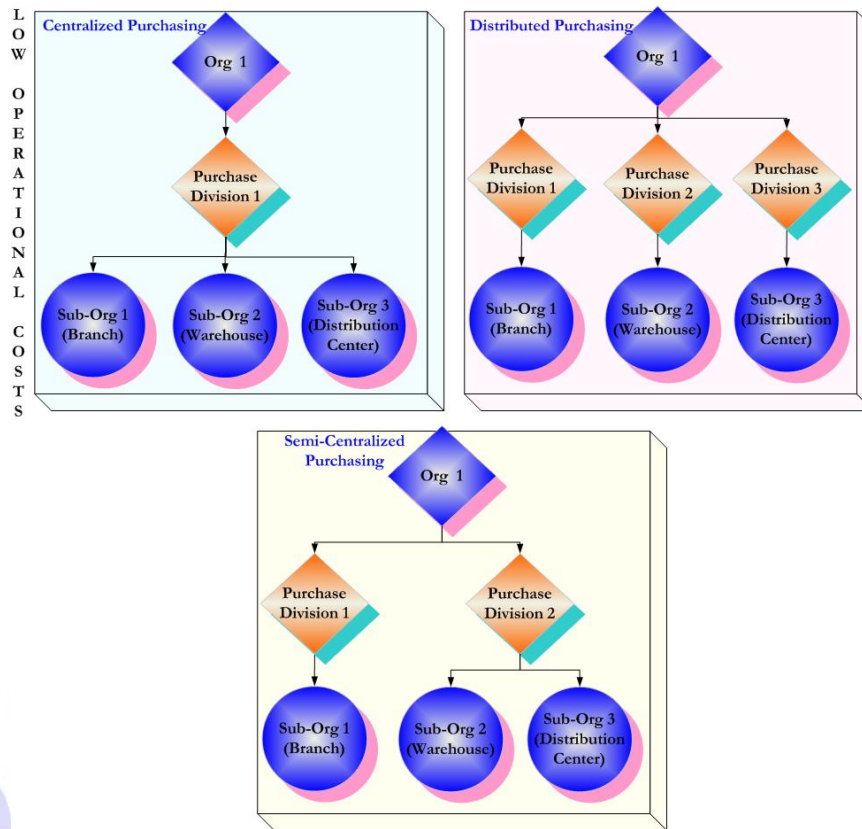
requested dates. While, confirming the customer orders, the stock available in inventory or in-transit is locked against the sales order through ATP (Available-to-Promise). This facilitates timely confirmation of orders and timely delivery of goods to the customers.

eXensys triggers alerts and messages when the sales orders are ready for shipment based on which the items can be picked, packed and delivered on time to the customer. It totally eliminates manual verifications on the sales orders due for delivery. Alerts can be viewed for the respective dates and the items can be delivered on time. Since, the customer orders are booked with ease, confirmed based on the availability and delivered on time, customers are satisfied and hence increases the sales and profitability of the organization.

6. Lower Operational Costs

eXensys supports both centralized and distributed purchasing through division mapping to all the branches including warehouses and distribution points. Centralized purchasing helps in requirements consolidation at the centralized division. Centralized division enters into contracts and agreements with vendors for global sourcing and purchase negotiations. Thus, the requirements across the branches, warehouses and distribution points can be met through a centralized division which negotiates with vendors at lower prices owing to bulk purchases. Further, the transportation and logistics costs will be reduced, thus lowering the per-unit cost of an item. Drop shipment and vendor managed inventory, will further reduce the operational costs.





Benefits

- Inventory accuracy
- Effectively manage inbound and outbound logistics
- Improve profitability
- Enhance operational productivity
- Improve visibility across value chain
- Lower inventory and procurement costs
- Timely delivery and customer satisfaction
- Eliminate data entry errors

Conclusion

- eXensys manages inbound and outbound logistics facilitating all inventory transactions including inter branch transfers, location transfers, goods receipts, customer deliveries, consignments, returns etc. with ease of use.
- eXensys ensures profitability by helping users define competitive prices and manage the sales cycle.

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White Paper		W. E. F. dd/mm/yy

- eXensys eliminates data redundancy and maintains data accuracy there improving the operational productivity.
- eXensys is extended to include vendors and customers in the planning and execution processes so that any wastes in the value chain are identified and removed, ensuring overall efficiency.
- eXensys reduces inventory and procurement costs by implementing some of the best industry practices and concepts like centralized purchasing, global sourcing, drop shipments and consignments.
- eXensys ensures faster delivery to customers by automatic availability checks, customer credit checks, order confirmations and stock reservations. Thus, it improves the customer satisfaction and the sales.

