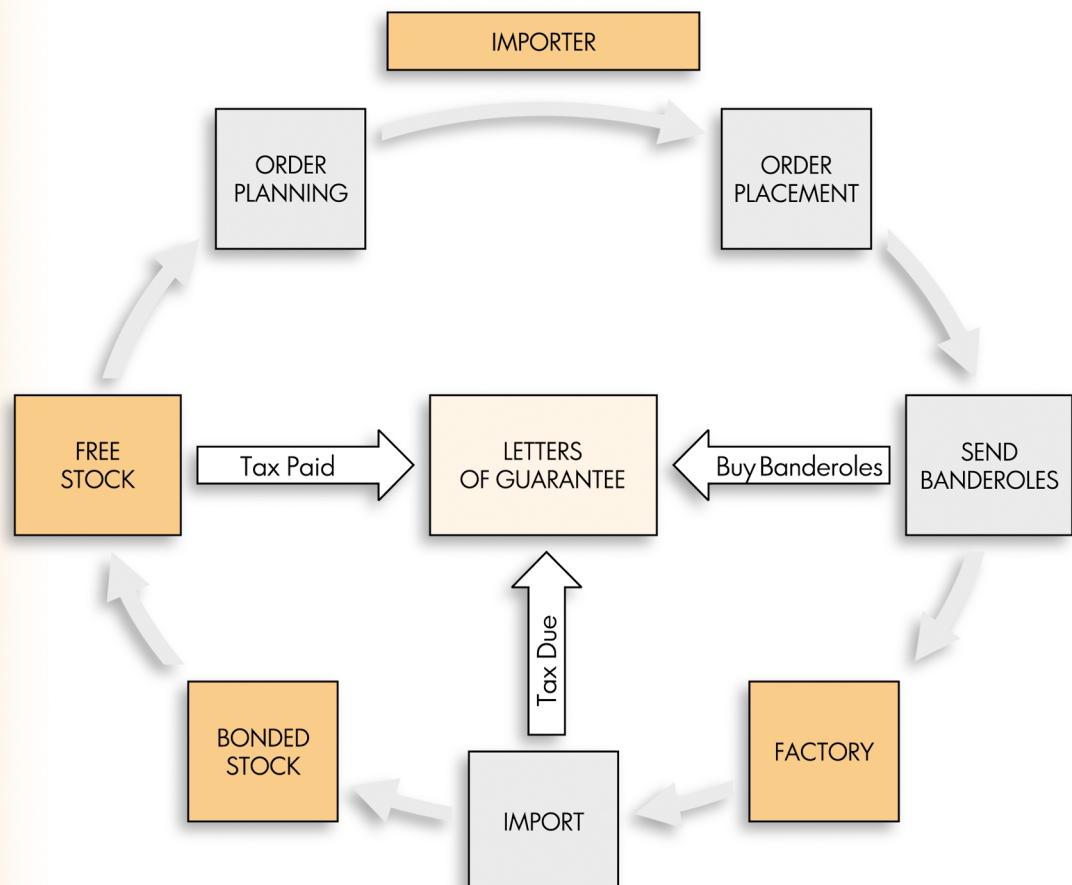




**A powerful Imports Cycle Management system
specialized for the tobacco business in Greece**

The Imports Cycle Manager is a modular ERP-companion, designed to satisfy the needs of the finance department. You can use it to handle every aspect of the cigarettes import and taxation procedure. You can use it to:

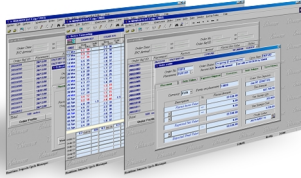
- Manage the full orders' life cycle, from placement and partial executions to balance and closing.
- Monitor stock, both bonded and free, according to the double warehouse system established for tobacco industry in Greece since the year 2001.
- Schedule the imports on a 12-month basis, using automated or manual forecasting procedures.
- Control the tobacco-specific taxation procedures, including banderole shipments, import taxes and corresponding letters of guarantee.



OMS

The **Orders Management System** provides complete monitoring over the full lifecycle of an order, including:

- Forecasting
- Placement to Factory
- Shipments from Factory
- Cancellations or overexecutions
- Balance and Closing



Actual Orders

The powerful order-entry system is designed to ease the data-entry operation and help the responsible personnel concentrate on supervising the actual imports process. It extends beyond the typical capabilities of similar systems in the market, providing:

- A flexible and fast Query-By-Form system, that allows filtering based on almost every data field in the order profile: Order Number & Date, Status, Factory, Item, Shipment Date, Arrival Date etc.
- A robust and efficient Order Balance system, to control what has been ordered against what is already imported or expected.
- Multiple calendars, allowing you to define specific working days for factories, banks, carriers, customs etc. Any date that is important in the order process workflow, may be estimated automatically.
- Built in support and automatic conversions for cigarette specific units of measurement: sticks, packs, tax-units, palettes, containers etc.
- A pricing history tracking system is available, to store and utilize multiple (past and future) pricelists. Totals and aggregates are calculated in respect to the pricing history.
- An open database design, capable to accept multiple factories or currencies.
- A flexible system design, that allows for easy integration of future changes in Greek laws and company habits.

Orders-planning

The unique orders-planning system simplifies the whole imports forecasting procedure. Specifically designed for the tobacco industry, includes features like:

- A sophisticated mechanism to generate automatically daily imports schedule, on a 12-month basis, using internal or external sales and stock data.
- Support for a variety of tobacco-specific forecasting parameters. They can be used to describe the order rules, habits and limitations by item, factory and shipping method and warehouse conditions.
- In order to present information as efficiently as possible, multiple custom views are available for displaying the forecast sheet. Any problems or difficulties encountered in the forecast generation procedure are highlighted to the user.
- Manual editing or automatic revisions of the forecast-sheet are allowed at any time of the year. Short/long term planning and revisions are reported on a monthly basis to the factory.
- An automatic procedure is available to transfer the orders from the forecasted database to the actual one.

TCS

The **Taxation Control System** provides fully automated control over the three basic aspects of cigarette taxation:

- Automatically calculate and balance tax amounts and banderoles quantities/costs for every phase in the orders' lifecycle.
- Maintain multilevel live aggregates for tax values, banderoles quantities and cost.
- Tight integration with the Letters Of Guarantee module, described below.

Banderoles Lifecycle Control

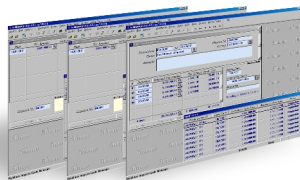
Seamless automation of the whole banderoles dispatch procedure, according to the laws and procedures in Greece:

- Estimate monthly banderole requirements and associated costs, according to orders schedule.
- Handle banderoles buying and shipments to the factory, according to the plafonds specified by the courier or the insurance company plus the rounding rules and habits by factory.
- Integration of all the banderoles related tasks in the order monitoring system and a strong balance system, providing control over quantities and costs of the banderoles bought and sent to the factory against losses, damages etc.

Letters of Guarantee

A complete monitoring system to track letters of guarantee over their full lifecycle. An automated mechanism collects and displays every affecting transaction from this or any satellite system, including:

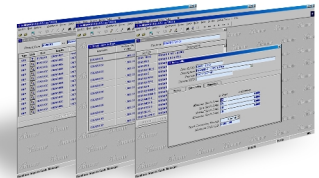
- Opening, closing, value changes, effects of imports or bonded stock release, etc.
- Automatic generation of any Letter of Guarantee required by the cigarette taxation procedure, from tax-stamps buying to taxes payment.
- Multiple banks support, with special consideration to avoid exceeding the maximum plafond.
- Future extension for letters of guarantee cost estimation, based on bank specific parameters, in order to provide data for the cash-flow system.



WMS

The **Warehouse Monitoring System** enables tracking over both types of stock: *bonded* (tax-due) and *free* (tax-paid), supporting automatic updates of the double warehouse. Connected to the OMS system, uses custom bridging procedures to get sales data from the existing ERP or other satellite systems. The following transaction types are already predefined:

- actual, planned and forecasted imports
- actual and forecasted sales
- returns of sales and imports
- bonded stock release
- stock damages, losses, withdrawals, surplus or deficit quantities etc.



The warehouse database is not limited by the 12-month period, as the usual ERP systems do, thus allowing for future extensions to support multi-year planning, statistics and comparisons.

Forecast of Bonded Stock Taxes

This is a special forecasting system, designed to simplify estimation of the cash-flow requirements for the daily procedure of releasing bonded stock quantities. It integrates to the order planning system, using its data to:

- Estimate the daily bonded stock forecast for a 12-month period. Combines any available actual and forecasted data, like:
 - actual daily sales
 - sales forecast
 - daily arrivals to warehouse
 - imports forecast
- Calculate the 12-month tax-forecast plan based on the daily bonded stock. A useful tool to estimate the cash-flow requirements for letters of guarantee and taxes payment, during the whole year.

General features and benefits

- **Flexible:** Following the RAD paradigm, it allows for fast adopting of every change of the Greek taxation system rules, factory habits etc...
- **Easy to use:** It is designed as a user-oriented tool, in order to simplify and automate the whole imports/taxation procedure. Fast navigation from one to the other subsystem: you may simply "zoom" from a warehouse transaction to the affecting order and import, view pending remainder, then "zoom" to the corresponding taxes and find out what happened to the missing banderoles.
- **Fast Access:** It is simply fast: In few key strokes, you can quickly access orders, shipments, letters of guarantee, product or stock information, and then "zoom" into more details. Apply filters on the fly to choose and focus on specific ranges. Invest the time saved, to analyze business information.
- **Powerful Security:** Robust and elaborate security framework to protect program, data and user access. You may have layered security schemes to protect software, databases, work units or modules and users. Facilitates to tackle user groups, users and user rights.
- **Portable & Interoperable:** The development platform allows for low time/cost porting across most of the popular platforms.. Windows PC to Networks Windows NT/2000, Novell, Unix, Aix, Solaris, AS400 ... and so on. You can even operate with a mix of heterogeneous environments simultaneously.
- **Rapid Customization:** In addition to our custom development, we provide a special licensing scheme for RADD toolkit (Rapid Application Development and Deployment). You can do this without upsetting core design and standards features when used with discipline. A fast way to adapt to change!

Technical specifications

- **Platforms:** Win9X-NT-200X-XP, ability to port across other platforms
- **Licensing model:** Site deployment license, per station, development license
- **Databases:** Bundled database (free), Pervasive SQL, MSSQL, Oracle
- **Support:** Deployment and user training, developer training, customization, maintenance,
- **Development platform:** *e-Developer* is a unique application development environment that allows the rapid creation and customization of large-scale and complex applications. Complete application functionality, including data structures, business rules, program logic and presentation, is developed entirely in a table-driven, point-and-click programming environment. Being in the RAD-tools market since 1987 and adopting new technologies right on time, has been proved to be an extremely productive tool for developing and deploying client/server solutions across the enterprise.