

EssentialSoft Technologies Pvt.Ltd.

An Essential Change to make your Business Compliance



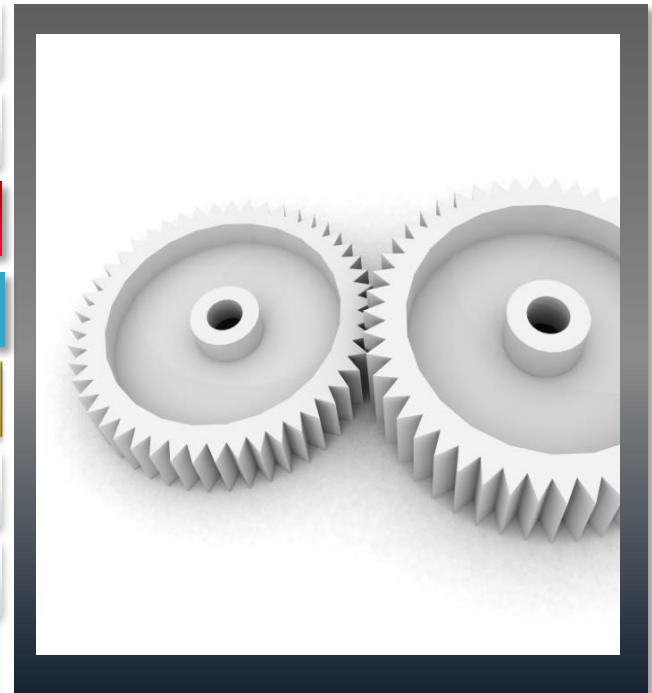
An Introduction to the Sprit of Company.

www.essentialsoft.co.in
www.essentialsfa.com



Agenda

- 1 Introducing Ourselves
- 2 Evolution of ERP Solution
- ✓ 3 Solution Map with Essential-ERP
- ✓ 4 ESSENTIAL-ERP
- ✓ 5 **Modules**
- 6 Salient Features
- 7 Concept of 3 Tier & Cloud Architecture e
- 8 Take the Next Step with Us





Established in year 2000.

In the past Fifteen years We have grown up to be a leading in software and web solutions, Services on Cloud, Software as a Service, Support / Monitoring, thus giving new dimension to the customization of the latest software technology according to the needs of the client. We know today's business needs and how to objectify a complex business pain into a small chunk of pieces and manipulate them into ultimate solutions.



In Darwinian business world, the quality of an organization's nervous system helps determine its ability to sense change and quickly respond, thus determining whether it dies, survives, or thrives.



We have a team of dedicated software professionals having wide exposure working on variety of projects. We have a strong system of accountability, authority and responsibility. We communicate and share information across the organization. We strive for excellence in everything that we do. We provide a superior customer experience in all our engagements. We have an environment of openness, trust and collaboration.



Our Vision is to become the most renowned company by delivering High Quality, Innovative and Reliable Products / Services to our all the customers.

Our Goal is to help customers to achieve their own business goal with the help of technology.



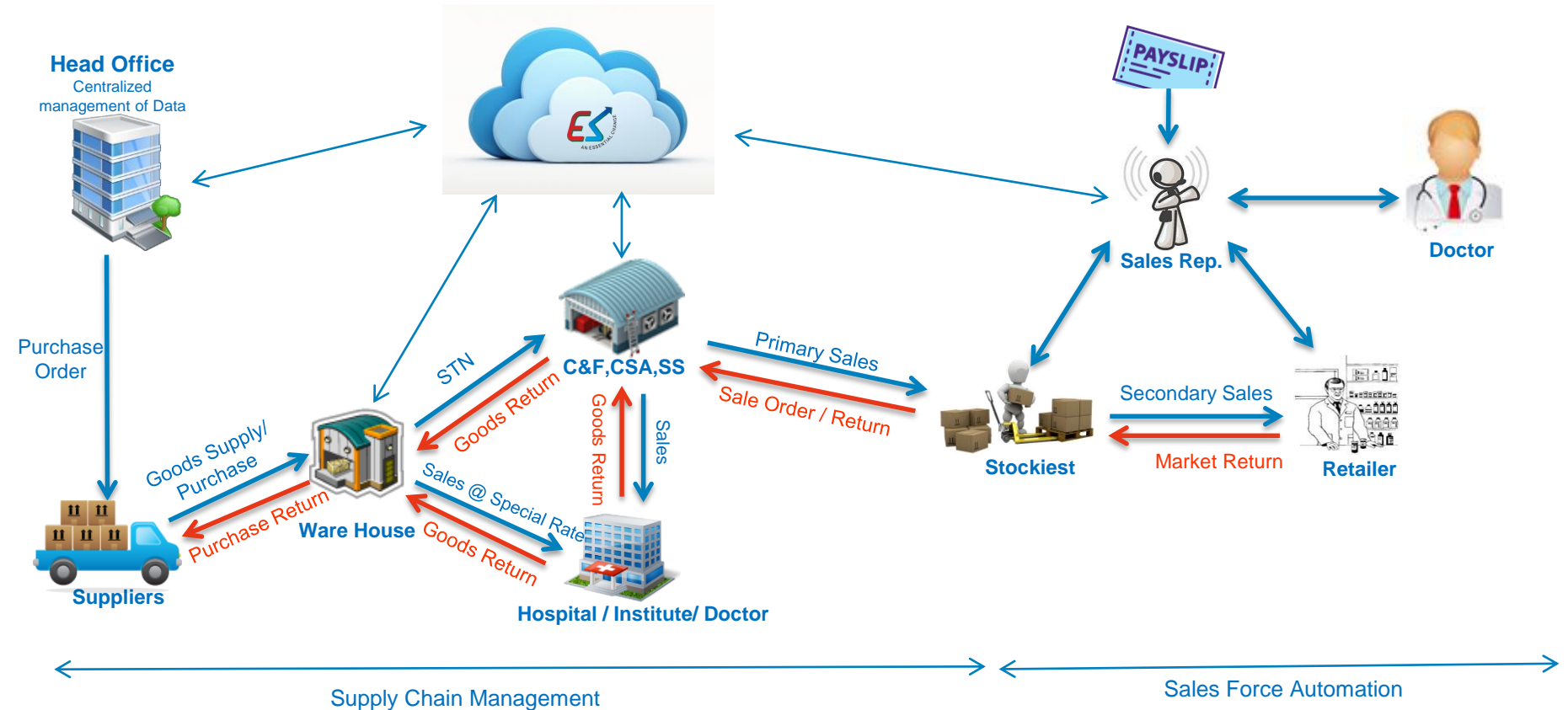
Leading business software services provider that provides high quality and reliable Software Solutions & Services to its clients. Catering majorly Pharmaceuticals , Healthcare , Life sciences , FMCG , Sports & Export Industry. Today, more than 200 clients, including some of the India's Reputed Exporters & Pharmaceutical Industry

- Enterprise Resource Planning (ERP) is not just a software.....but a complete Business Solution integrated across the entire value chain which creates an information infrastructure for efficient planning and effective execution.
- It incorporates best business practices.
- An On-line, Real Time system. This means that when data is entered into the Essential ERP system, it is processed and stored immediately. This “real time” information is up-to-date and available for others to use immediately.
- One source and set of information
- ERP software is available for key business functions such as order processing, supply chain and finance. By using a common technology platform and database throughout the company, small businesses can integrate departmental activities and achieve a range of cost, operational and productivity benefits.
- A key benefit of ERP software is that it provides the various departments of your company with the same snapshot of important business information
- The availability of consistent data improves the speed and quality of decision making.

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Solution Map with Essential-ERP

Solution Components



EssentialERP is a transaction-based system, meaning:

- It facilitates decision making but doesn't decide by itself
- It provides comprehensive information to optimize but doesn't optimize by itself
- It automates & integrates transactions which enables customer care in terms of speed/cost/quality/service but it doesn't delight customers by itself

• **Essential-ERP** solution by EssentialSoft is robust and flexible that control on Inventory Management, Sales & Distribution, Warehouse Management and Sales Force Management. This system will track product sales across Primary and Secondary Sales Channels and provides a consolidated picture of dispersed and complicated sales analysis. This solution has already been implemented in industries like Pharmaceuticals, Healthcare & FMCG.

Strengths :

1. Very User Friendly
2. Configurable thru inbuilt policy.
3. Complete Real-time integration with all the modules.
4. Easy Third Party Application Integration.
5. Transaction as well as information system.
6. Cloud Ready.
7. Robust Track Record.

5 Modules :

1 **SCM (Supply Chain Management or Sales & Distribution)**

It Covers Inventory Purchase Order, Purchase, Purchase Return, Stock Transfer, Stock Inward, Stock Adjustment, Sales Order, Invoices , Sales Return for Saleable & Non Saleable Goods , Scheme Management, VAT Register , Sales Register , Purchase Register , Payment , Receipt, Debit Note , Credit Note , Replacement Note , Party Ledger , Outstanding , Aging etc.

2 **SFA (Sales Force Automation)**

It Covers Tour Program, Daily Call Report, Sample / Gift distribution to Doctors, Expense generation. It also have misc. tools like reminders, B'day & Marriage anniversary of Doctors, SMS to Customers & Employees etc.

3 **HR (Human Resource)**

It covers Recruitment, Appointment, Transfer, Promotion, Employee Details.

4 **Payroll (Human Resource)**

It covers Salary Generation, Loan, Advance , Allowances, Expenses, ESI , EPF etc.

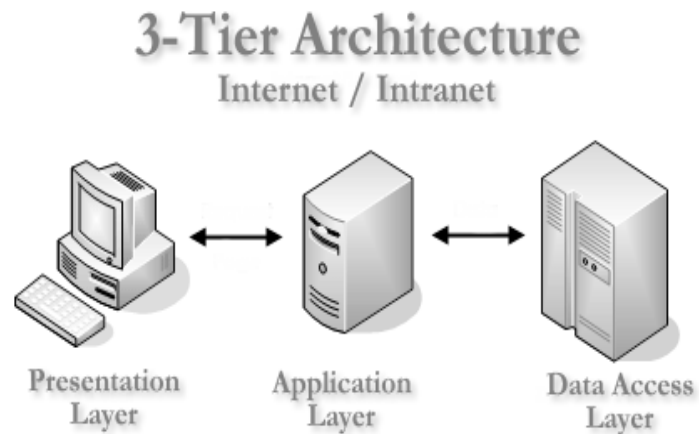
5 **GPS Tracking**

It Covers Mobile GPS Tracking of Field Force in Real Time, Workforce can be seen on MAP in Real Time & Historical Information is also available. Can check field force movement on Map , can save on Expenses as actual distance covered by employee is calculated automatically.



Salient Feature :

- Integrates across the entire Value Chain
- Complete Package with modules (Supply Chain + Sales Force Automation + HR + Payroll + Finance + GPS Tracking)
- Field force can check Primary Sale Data , Outstanding , Collection at their logins.
- Monitoring All India sales, sales returns, expiry, breakage & spoilt goods ,stock, ageing of inventory, stock in transit, near expiry liquidation etc.
- Field sales performance, RBM/ABM/MR targets, pool sales break ups, growth, contribution.
- Maintain Price List CSA Wise Station Wise Stockiest Wise at Head Office.
- Invoice at Special Rate to Hospitals / Institutes .
- Covers all business dimensions, Process, People, Structure, Technology
- Advocates Process View with Industry Best Practices
- All Controls at Head Office End
- Ensures authenticity of MIS
- Provides on-line information
- Flexible, Scalable, Secure, Proven
- Provides effective controls
- All Documents can be Export in Excel, PDF or Word Formats
- Print documents at Both , Dot-Matrix & Laser Printer.
- Integrated With Auto Email & SMS Services.

3 Tier Architecture**Cloud Architecture**

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TAKE THE NEXT STEP WITH US



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THANK YOU!