



Atlantis ERP

Helping Business Get Ahead

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Resume



- ❑ **ALTEC / UNISOFT/ BALKAN SERVICES - strategic partner**
- ❑ **ATLANTIS ERP - description of possibilities**
- ❑ **Security & Tools**
- ❑ **Methodology of implementation**
- ❑ **Advantages of Atlantis ERP**
- ❑ **ROI**



BALKAN SERVICES offers consulting services and software solutions for effective management

BALKAN SERVICES is built on professional experience and proven business applications

Service Areas:

- ❑ **ERP - Design, Implementation and Support of complete Enterprise Resource Planning solutions**
- ❑ **BI/DWH - Design, Implementation and Support of Business Intelligence / Data Warehousing & Decision Support Systems**
- ❑ **Specific solutions for leasing and factoring companies**
- ❑ **IT Audit, Business Continuity Planning**
- ❑ **Specific solutions for construction companies - Project Management and Project Cost Control ERP**



- ❑ **Founded in March 2000**
- ❑ **Focus on business software for middle and large/corporate enterprises**
- ❑ **Member of BAIT**
- ❑ **Staff - 25 highly skilled specialists in the sphere of information technologies, economics and business administration**
- ❑ **Customers of Atlantis ERP - 30**

ATLANTIS ERP



**ENTERPRISE RESOURCE PLANNING
(E.R.P. system)**



Atlantis ERP – Backbone of your business

- ❑ ISO 9002
- ❑ Organizes your activity quickly, flexibly and clearly
- ❑ Provides exact and precise help in the process of decision making
- ❑ Improves Client Service
- ❑ Eliminates mistakes and decreases expenses

Optimal strategic decision



- Facilitates change management**
- Integrates the information you use**
- Standardizes and accelerates business processes**

General characteristics



- Integrated**
- Multi-lingual (BG, GR, EN, RO, TR, SR, RU...)**
- Fully localized according to legislation**
- Multi-currency, Multiple measure units**
- Multi-company, multiple number of branches and warehouses**
- Optimal hardware requirements**
- 3-tier client-server architecture**
- Proved, safe, reliable**
- Open architecture**

Subsystems of Atlantis ERP



- Financial**
- Commercial**
- Production**
- Production Planning**
- Services**
- PAYROLL**
- Leasing**
- Tools**



Customers - Receivables

- Suppliers - Payables
- Cost Accounting
- Banks and Bank operations, other accounts
- General Ledger
- Budgeting - Planning
- ABC Analysis

General Ledger



- Compliance with Local and International Accounting standards /IAS/**
- Accounts with unlimited analytical levels**
- Generation of numerous analytical levels from individual chart of accounts**
- Generation of accounts after creating documents from other modules of Atlantis E.R.P**
- Possibility for generating different types of accounts**
- Automatic calculation of exchange rates differences**



General Ledger



- ❑ **Cost Accounting:**
 - **Cost distribution among cost centres**
 - **Distribution of accumulated costs in Cost Centers**

- ❑ **Automatic creation of accounting items in the beginning and end of financial periods**

- ❑ **Tracking the account objects in more than one currency**

- ❑ **Providing all standard reports required by the law**

- ❑ **Generation of extra account reports from the user**

- ❑ **Automatic generation of VAT report, Receivables and Payables report**



Fixed assets



- Management of Fixed assets
- Financial data
- Purchases - Sales of fixed assets
- Improvements - Additional features
- Management of fixed assets in use
- Profits and losses
- Different methods of amortizations
- Management of amortizations for month or year
- Depreciation plan



Commercial Management



- Warehouse
- Purchases
- Sales
- Services
- Cost price
- Planning



- ❑ **Multitude warehouses /branches**
- ❑ **Parametric codification of the articles**
- ❑ **Factory and subsidiary codes**
- ❑ **Groups, Categories, Forms /unlimited number/**
- ❑ **Trace through articles:**
 - **Partitions / Lots**
 - **Serial numbers**
 - **Barcodes / Position**
 - **Colours and Sizes**
- ❑ **8 methods for cost price calculation**



- Active – passive articles**
- Reserve politics**
- History of Purchase/Sales prices for a Customer/ Supplier**
- Multiple measure units**
- Size, Capacity, Weight**
- Photos**
- Attaching unlimited number of documents (files) to the item**



Purchases



- Import - customs duty
- Formation of import cost price
- Purchase planning:
 - Customer's orders
 - Planned sales
- Agreements with suppliers /tracing/
- Quantity expected
- Compliance - Open items /invoices- payments/
- Subcontractors
- Currency differences
- Expenditure management



Sales



- Orders Analysis and processing
- Data conversion (1:1, 1:N, N:1)
- Contracts for regular sales
- Quantity reservation
- Sales costing
- Transport documents
- Salesmen - percentage
- Credit control - authenticity



- **Management of commercial policies**
 - **Definition of**
 - **Discounts for a product or a document**
 - **Prices**
 - **Gifts, Samples, Bonus, Promotions**
 - **Dependency on:**
 - **Customer, Customer's group, Geographic region...**
 - **Article, Article's group, Category...**
 - **Transportation, Payment manner...**
 - **Day, Hour (happy hour), branch, warehouse, ...**
 - **Turnover /product, document, month.../**

Production



- Production phases
- Technical specifications /Bill of materials/
- Orders for production
- Cost distribution among cost centres
- Production Cost price /cost accounting/
- Cost accounting



Production



- Automatic analytical cost calculation
- Cost control
- Manufactory costs
- Management of shortages / surpluses
- Accompanying manufacturing
- Sub products tracking



Planning- Budgets



- Planning Sales, Purchases, Costs
- Planning according to:
 - Models
 - Data from past periods
 - According to Customer's criteria
- Comparison between planned and actual
- Graphical visualization of data
- "What if ?" scenarios
- Unlimited number of scenarios
- Automatic insertion of actual data
- Generating expected data based on previous periods

Production planning



- ❑ **Resource Management**
 - **Materials**
 - **Machines**
 - **Human Resources**

- ❑ **MRP (Material Requirements Planning)**

- ❑ **MRP II (Manufacturing Resource Planning)**

- ❑ **CRP (Capacity Resource Planning)**

- ❑ **Automatic generating orders for materials or production documents**

Activity-based costing



- ❑ **Connection Cost – Incomes**
- ❑ **Commercial cost calculation**
- ❑ **Distribution on cost elements**
- ❑ **Differentiates separate business units, aiming expense distribution among them**
- ❑ **Differentiates separate procedures for calculation of the expenses for every department**
- ❑ **Differentiates separate cost objects**
- ❑ **Calculation of separate cost objects profitability**



Security



- Restricted access to Database**
- User/password, user groups**
- Rights to accessible screens**
- Rights to operations /document types/**
- Rights to objects /customers, suppliers, articles, warehouses, payment types , etc./**
- Rights to execution / report correction**
- Customized Forms**
- Specific restrictions trough VB Scripts, triggers ,etc**
- Complete Audit / Trace of operations**



Tools



- Customization Language
- Forms Designer
- Reports Designer
- M.I.S. OLAP Cubes
- Visual Basic Scripting Language
- Import - Export (Internet, eCommerce, WEB)
- 3rd party DLLs
- Database Explorer



I. Implementation preparation

- Preliminary analysis and project organization
- Definition of the work team - key users
- Installation of the configured software and Database
- DIAGNOSTICS and analysis of the processes
- Pilot project Preparation and presentation of the project
- Project approval
- Initial user training



Project schedule Methodology of implementation II



- I. Real implementation**

- 3. Software and hardware set-up**
- 4. Final parameterization**
- 5. Data migration**
- 6. Data security**
- 7. Set up and access rights**
- 8. Organizing of end users training in their daily work environment**

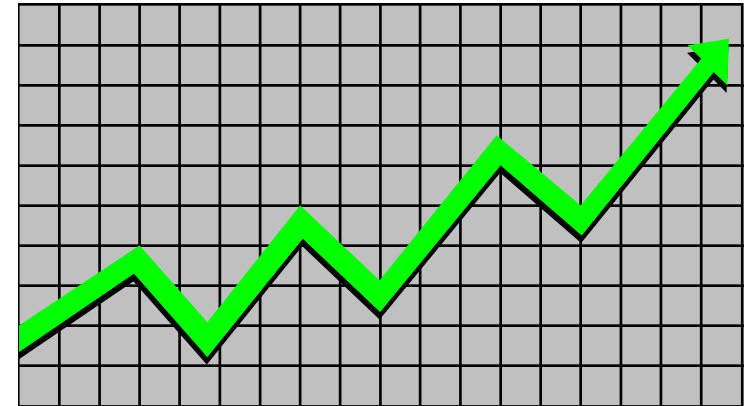
- 7. Preparation of an end user documentation**
- 8. System put in operation - parallel work**
- 9. Project optimization and M.I.S**



ATLANTIS ERP - Advantages



- ❑ **Balkan Services -strategic partner**
- ❑ **Best Value for money**
- ❑ **Company management**
- ❑ **Centralized management**
- ❑ **Expansion Possibility/Integration**
- ❑ **Customization - without programming**
 - **WEB application (e-Commerce)**
 - **Embedded VB script**
 - **DLLs**
- ❑ **Unlimited information capacity**
- ❑ **Remote work stations with minimum communication speed (min 33.6 Kbps)**





ROI



- Fast management decisions**
- Optimal resource planning (warehouse availability, machines, people, money)**
- Fast, straight , single time introduction of information**
- Improved customer service**
- Improved gathering of receivables**



ROI



- Last allowed day obligation payment**
- Decreased information loss risk and downtime**
- Fast and easy integration with other applications**
- Scalability - the system grows together with the company**
- Existing hardware use**
- Easy back up**



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