



vienna
advantage ERP & CRM

Enable and Empower Business

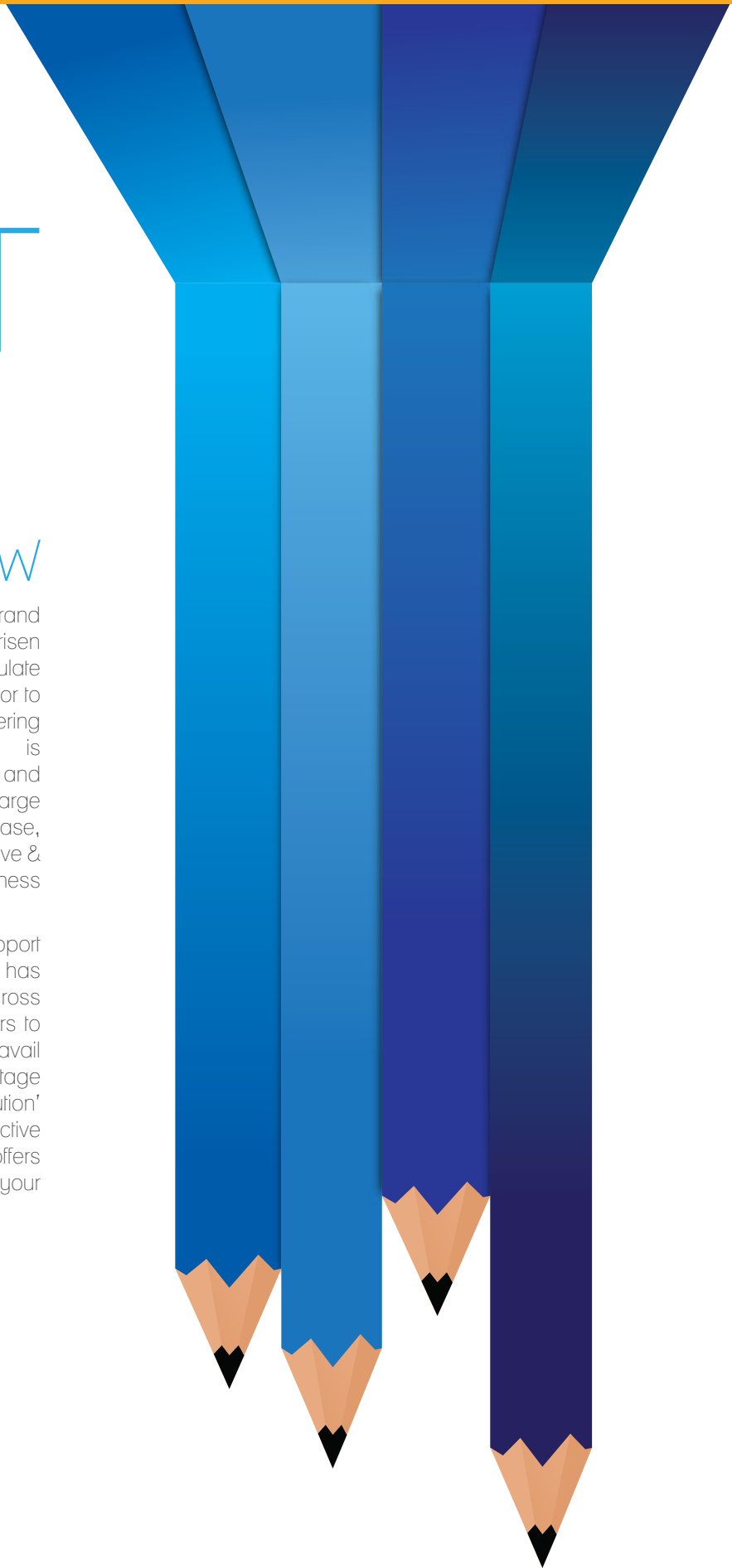
ABOUT

 **vienna**
advantage ERP & CRM

SOLUTION OVERVIEW

VIENNA Advantage ERP is a popular & sought-after brand across a variety of businesses world-wide. It has risen within a short span of time and has over 800 immaculate product implementations, to emerge as a top contributor to the global ERP and CRM market. Proffering pioneering market-oriented solutions, VIENNA Advantage is sought-after across geographies, industry-verticals and customer segments. With small enterprises to large corporations & government sectors as its customer base, VIENNA Advantage takes pride in offering comprehensive & leading-edge business solutions to augment your business furtherance.

Based in Germany, with the development and support centers all over the globe, VIENNA Advantage has succeeded in developing a strong partner network across geographies. Its partner eco-system assists customers to adopt localized versions of VIENNA Advantage and avail local support right at their door-steps. VIENNA Advantage uses a 'future-oriented structural design and solution' approach to deliver a precise blend of unique, productive business features. VIENNA's product portfolio range proffers all the solutions that you would need to equip your enterprise with.



THE NEW TECHNOLOGY CONCEPT

SOLUTION OVERVIEW

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AND BENEFITS**

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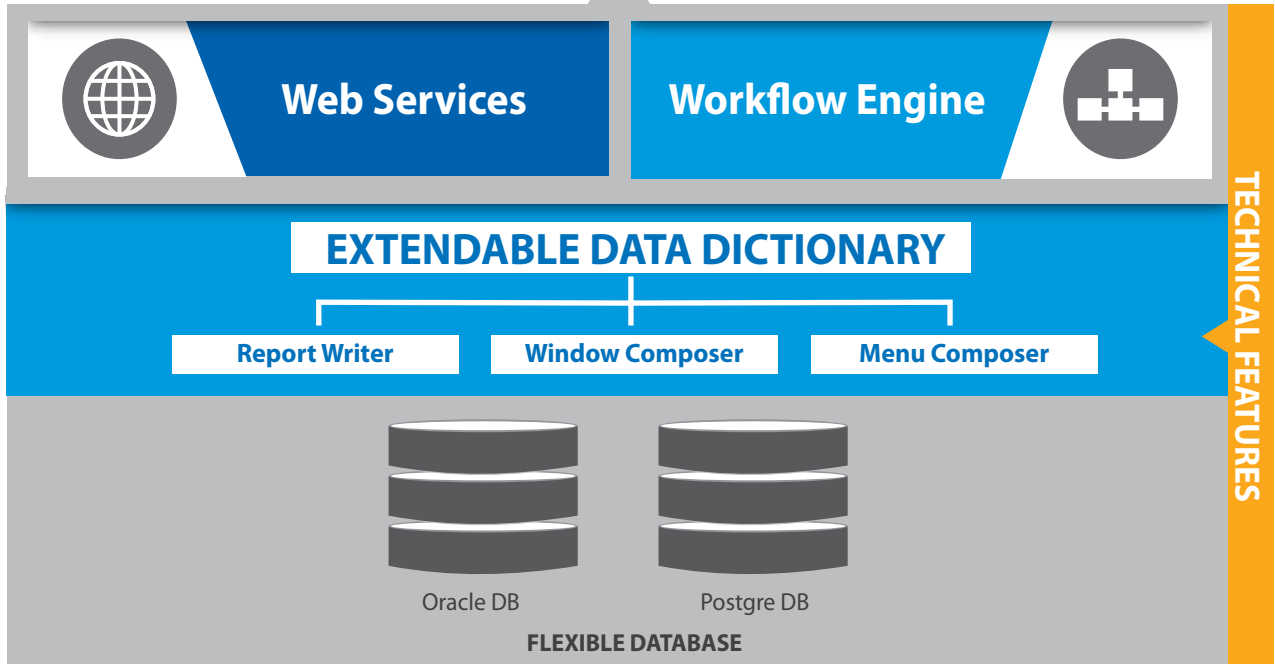
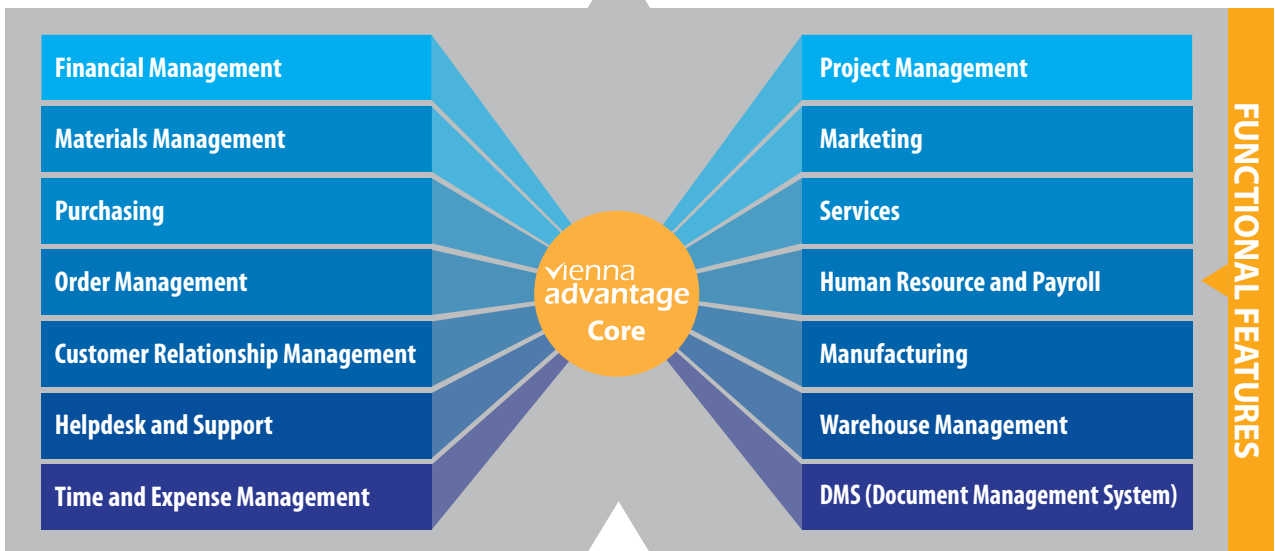
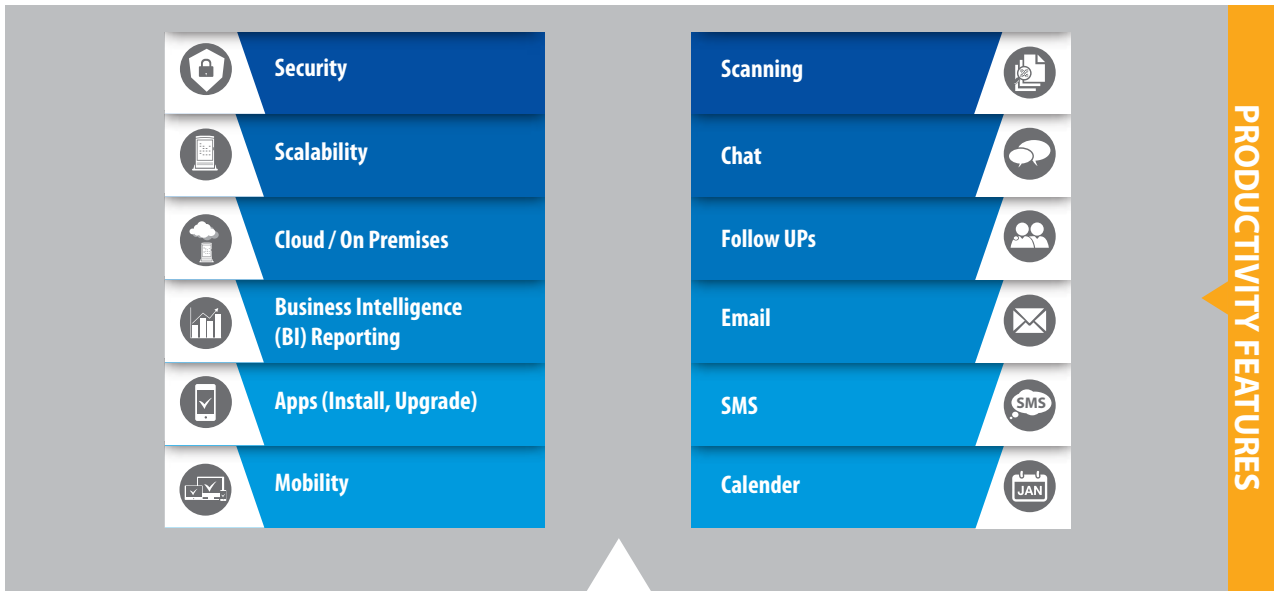
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SOLUTION OVERVIEW



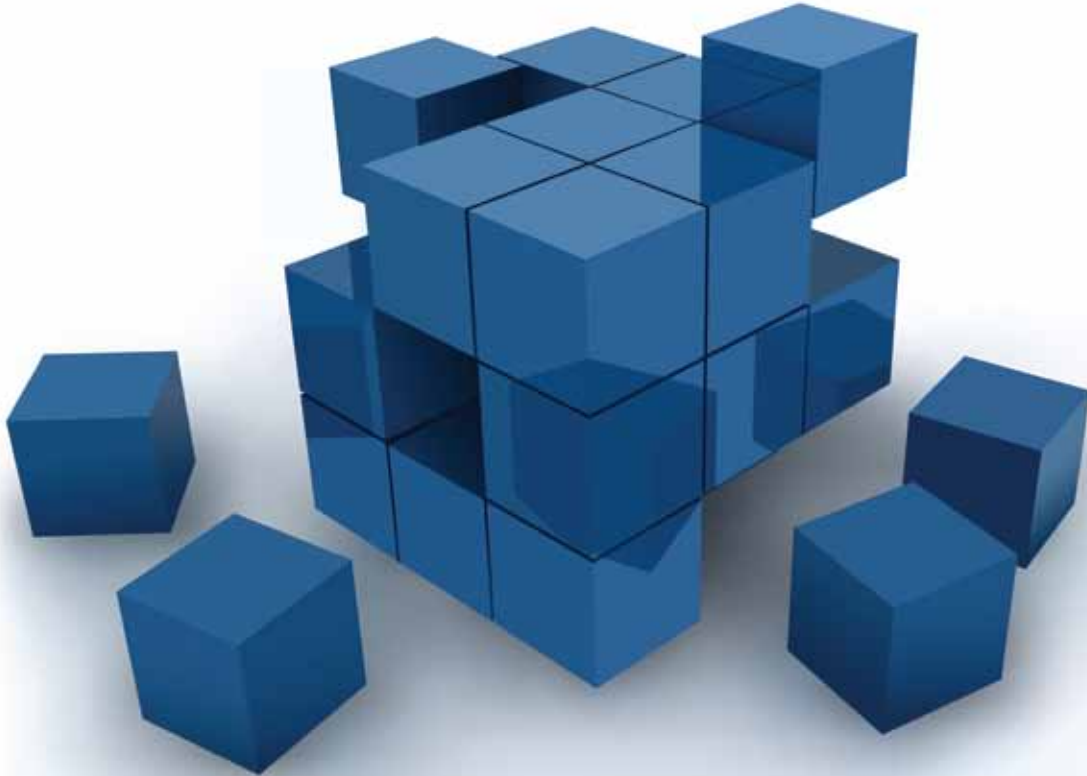


KEY DIFFERENTIATORS AND BENEFITS

There are umpteen reasons for choosing VIENNA Advantage; however, here are 20 of the most compelling!

- ✓ A complete product covering all functional obligations of an enterprise
- ✓ An extendable and open source architecture
- ✓ A complete open source invention that is relevant to your business
- ✓ Inbuilt Productivity Features including Email, Calendar, Dashboards, Tasks, etc.
- ✓ Inbuilt Workflow Management System fully integrated with ERP functionality
- ✓ Inbuilt world-class Document Management System
- ✓ Multi-Lingual, Multi-Tenant, Multi-Organization, Multi-Accounting Schema, Multi-Currency, Multi-Units of Measurement (UoM)
- ✓ VIENNA Market proffers numerous add-ons
- ✓ Self-upgrade mechanism to the latest product version
- ✓ Web and Mobile based User Interfaces
- ✓ Fully Web Services based Architecture
- ✓ Extendable without Coding via Windows Composer and Report Writer
- ✓ Business Intelligence features
- ✓ Strong role-based security attributes
- ✓ Highly Scalable
- ✓ Ground-breaking Product Roadmap
- ✓ Numerous Industry Templates easily available
- ✓ Quick Implementation
- ✓ Extensive Support and Training
- ✓ Integrated with other popular systems such as CMS, eCommerce, BI and many more

FUNCTIONAL ATTRIBUTES



1

Multi-Dimensional System

Crucial for both today and tomorrow

- ✓ Multi Lingual
- ✓ Used by multiple tenants and organizations
- ✓ Works with a number of currency documents and accounting platforms
- ✓ Multiple Accounting Schemas
- ✓ Availability in multiple locations
- ✓ Manifold Accounting Dimensions

2

DOCUMENT MANAGEMENT

Eco-friendly (encourages paperless operations) and organizes enterprise-wide information efficiently

- ✓ Facilitating digitization and archiving of documents
- ✓ Versioning, Checking-in and Checking-out
- ✓ Proffering document access and rights management
- ✓ Document Search is as easy as pie
- ✓ Document Routing made simpler
- ✓ Enhanced Workflow Integration and Alerts
- ✓ Very Secure Document encryption

3

GLOBAL FINANCIAL MANAGEMENT

For a better hold on your finances

- ✓ Supports Accounting Standards of all countries
- ✓ Maintains Separate Document and Ledger level Posting
- ✓ All sorts of financial statements and reports generated
- ✓ Standard and Alternate Reporting Hierarchies
- ✓ Dimensions based reporting such as Projects, Sales Regions, Products, Campaigns and many more.
- ✓ Automated postings for your convenience
- ✓ Enhanced Approvals and Alerts
- ✓ Receivable and Payable Intelligent Accounts
- ✓ IFRS compliance

4

BUDGETING AND CONTROLLING

Stay on top of your business using tools for budgeting and control

- ✓ Allows you to create and track Cost Centre, Organization, Project Budgets
- ✓ Maintain Periodic and annual Budgets
- ✓ Perform budget-check at document approvals
- ✓ Uphold Standard and Alternate Budget
- ✓ Scrutinize Budget versus Actual
- ✓ Flexible Budget Control
- ✓ Avail Budget Approvals with Precise Alerts and Notifications

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PRODUCT COSTING

Inquisitive to know what your products cost you?

- ✓ Automated calculation of cost of raw materials and finished items
- ✓ Track cost of your services
- ✓ Run various costing methods simultaneously



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ASSET MANAGEMENT

For better management of your valuables

- ✓ Manage your Asset Purchase
- ✓ Activate self-created Assets
- ✓ Issue assets to various own or customer's locations
- ✓ Handle your Asset Maintenance Management
- ✓ Automatic Fixed Asset Depreciation
- ✓ Re-sell Assets
- ✓ Asset Disposal

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HUMAN RESOURCE MANAGEMENT AND PAYROLL

For an effectual management of talents with lesser administration

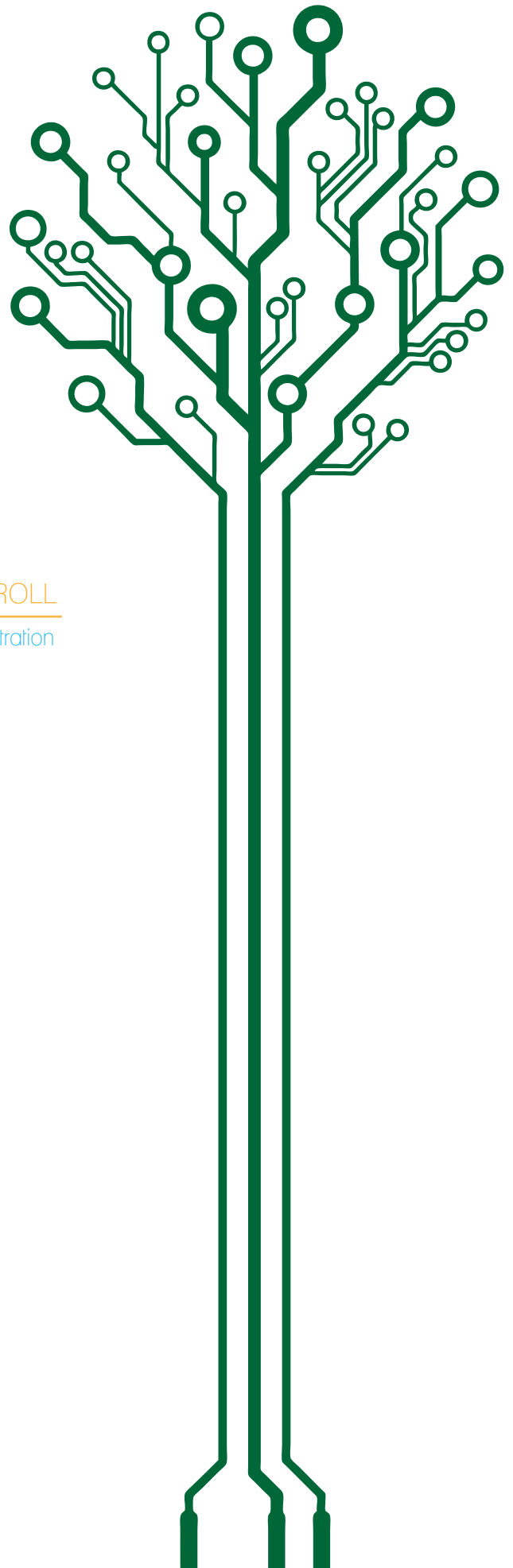
- ✓ Recruitment
- ✓ Appraisals
- ✓ Employee Administration
- ✓ Pay-roll
- ✓ Termination
- ✓ Penalty and Increment
- ✓ Training
- ✓ Retirement
- ✓ Attendance
- ✓ Leave Management
- ✓ Suspension
- ✓ Employee Loan

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CUSTOMER RELATIONSHIP MANAGEMENT

Know your customers better and boost sales

- ✓ From Lead to Sales
- ✓ Comprehend customer preferences
- ✓ Channelize your customer contact
- ✓ Get to learn from previous contracts
- ✓ Better organize your sales force
- ✓ Manage your campaigns more efficiently
- ✓ Supervise resellers and channel partners



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E-COMMERCE

Advanced management of your store-front from the ERP-backend

- ✓ Integration to Magento Web-Store
- ✓ Multiple Web-Store management
- ✓ Web-Store Pricing from ERP
- ✓ Stock updates from ERP to Web Store
- ✓ Order Imports and Processing
- ✓ Updates to customers control-panel

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PROCUREMENT

Avoid falling short of items when you need them most

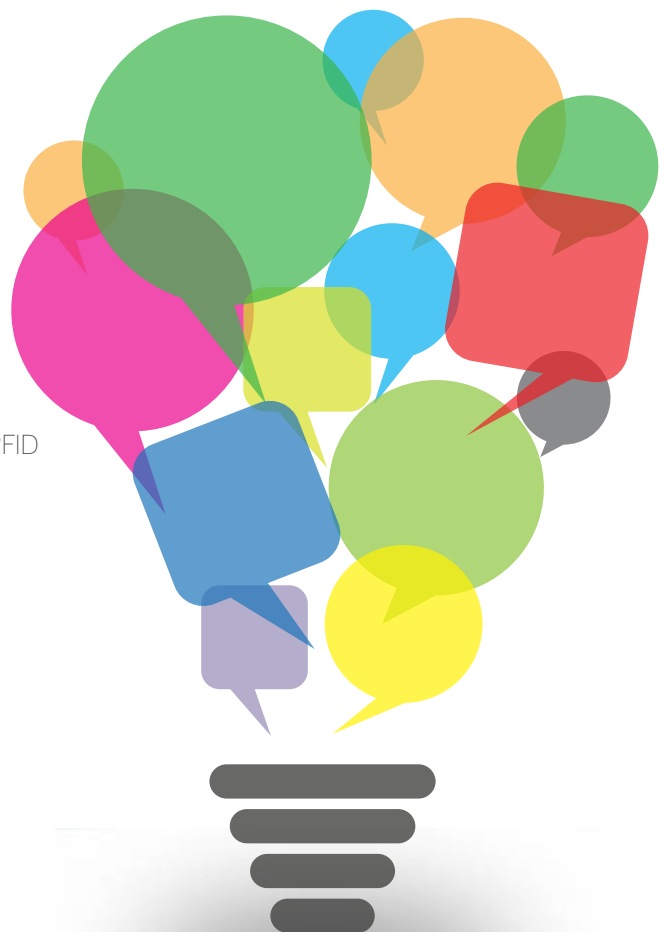
- ✓ Set rules for Procurement
- ✓ Generate requisition manually or automatically
- ✓ Set Purchase Approvals across various levels
- ✓ Manage multiple Purchase Price Lists
- ✓ Invite suppliers for Tenders
- ✓ Automatic Quotation Comparison
- ✓ Generate Purchase Order based on requirements
- ✓ Match PO to Receipts and Invoice

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SUPPLY CHAIN MANAGEMENT

Optimize your storage and logistics

- ✓ Create your very own storage and supply structure across Warehouse and Locators
- ✓ Get access to real time updates on your storage details
- ✓ Optimize your stock level and storage cost
- ✓ Conduct incoming and outgoing material using Barcode, RFID
- ✓ Manage Shipment Documents
- ✓ Handle Stock Transfers with Quality Control
- ✓ Receive Storage Alerts
- ✓ Automate Storage Valuation
- ✓ Maneuver the business with various supply chain concepts
- ✓ Handle Drop Shipments, Logistics service providers



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ORDER MANAGEMENT

Deliver against orders within the shortest time span

- ✓ Intelligent order prioritization
- ✓ Generate shipment automatically
- ✓ Generate Purchase Order from Sales Order
- ✓ Drop Shipment
- ✓ Blanket Orders
- ✓ Sales Orders, Pickup Orders, Warehouse Orders, POS Orders and many more
- ✓ Generate all documents on the fly

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MANUFACTURING

Replicate your shopfloor process to utilize your resources and manage your operations efficiently

- ✓ Handle 'Make to Order' and 'Make to Stock'
- ✓ Multi-level Bill of Material (BOM)
- ✓ Flexible Routing Sequence
- ✓ Track Product cost in manufacturing process
- ✓ Manage Job Work
- ✓ Integrated with Material Requirement Planning (MRP) and Order Management

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WAREHOUSE MANAGEMENT

Never lose track of materials in your warehouse

- ✓ Manage complex warehouse operations
- ✓ Automated Pick-up and Put-away
- ✓ Get the right directions from the system
- ✓ Optimized Procurement and Storage
- ✓ Warehouse Management Work-bench
- ✓ Warehouse Task-Lists
- ✓ Wave Planning
- ✓ Easy integration with Radio Frequency Identification (RFID) & Bar-Coding



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MATERIAL REQUIREMENT PLANNING

Consolidate your actual material needs

- ✓ Assists in Procure or Manufacture Decisions
- ✓ Calculates your net procurement demand
- ✓ Generates Manufacturing and Purchase Orders automatically
- ✓ Supports multi-level BOM and multi-UOM
- ✓ Integrated with Order Management, Purchase and Manufacturing

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TIME AND EXPENSES

Track your resources effectively

- ✓ Records time on assignment
- ✓ Records expenses for reimbursement
- ✓ Generates invoices for reimbursements automatically
- ✓ Assigns resources to projects
- ✓ Invoice customer-invoices based on time recording

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PROJECT MANAGEMENT

Keep a tab on projects-costs and enhance revenue

- ✓ Project Planning in Phases, Tasks
- ✓ Budgeting of Projects and Milestones
- ✓ Record cost and revenue against projects
- ✓ Invoice based on Project milestones
- ✓ Generate Project profit and loss statement
- ✓ Add resources, items, expenses to projects
- ✓ Set-up various project templates

PRODUCTIVITY FEATURES



MOBILITY

Have access from anywhere on any device at any time.

Our latest HTML5 User Interface runs flawlessly on all mobile devices and proffers you the same scalability, coupled with an attractive user interface.



CLOUD COMPUTING

Choose between cloud deployment and on-premises deployment. You have the options to choose from either your private cloud or to deploy on our certified and secure cloud environment.



DASHBOARD AND ALERTS

Our self-configurable management dashboards proffers the most important business figures, required for quick decision-making.



BI AND REPORTING

VIENNA's Inbuilt Business Intelligence and Reporting has all that it takes to generate powerful reports of different types. All reports are fully customizable and extendable. Any type of data can be compiled into these BI reports.



WORKFLOW MANAGEMENT

VIENNA Advantage Work-flow Management is a first of its kind Business Process Modeling (BPM) tool that offers a tight integration with ERP functionality from its base. It allows you to remodel your business process without writing a single line of code.





EMAIL, SMS, LETTERS

External and internal communication can be supervised from within the system keeping track of all communication related to the records and files.



EXCEL IMPORT AND EXPORT

We help you export all records and reports to excel, and data to any window can be imported from excel.



CALENDAR, TASK AND TIME MANAGEMENT

Manage your time and resources by utilizing VIENNA's inbuilt calendar and time management applications.



MARKET



The VIENNA Advantage Market is the first-of-its-kind market podium that facilitates:

- ✓ Quick upgrading of your system to the latest version, keeping all your customizations safe and secure
- ✓ Installation of numerous of add-ons, localization packs and industry templates on just at single click of your mouse
- ✓ Safeguarding all your customizations and tune-ups as preserved modules for replicating them in to other systems
- ✓ Delivery and transfer of setups, add-ons, components from one system to the another without the need to re-do anything

Employing and upgrading ERP has always demanded considerable efforts. But, because of VIENNA's pioneering approach it has become quite easy to replicate configurations to various clients on a single click of your mouse button.

An upgrade to the latest version is now just a matter of a few minutes of process.

VIENNA Market opens a portal to a treasure-trove of modules, add-ons, configurations, templates and any type of product components that could exist between users and service providers. You can now create your own components and advertise them using the VIENNA Advantage Market, and you can even generate revenues for yourself. So all the efforts, like providing services to a client or implementing VIENNA Advantage in your firm, can be bundled into a module and maintained, reused & distributed, for free or against charges.

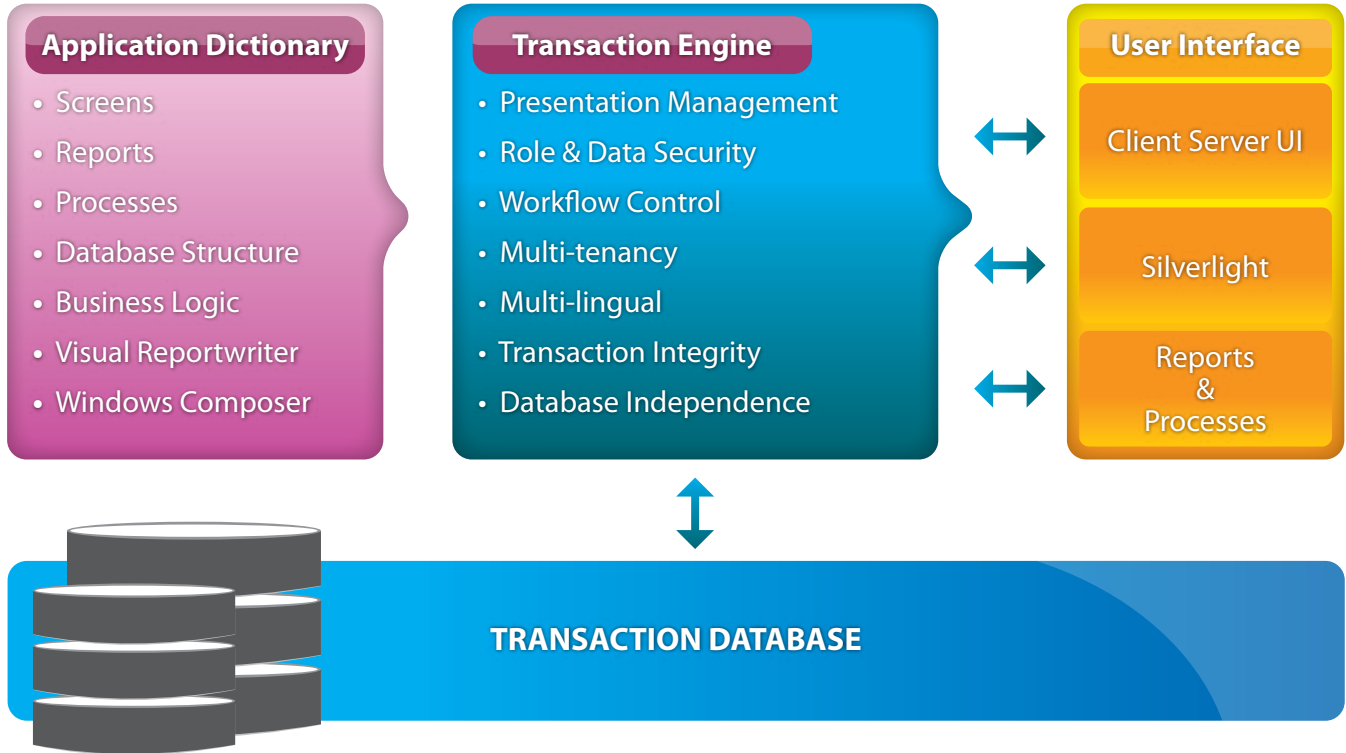
VIENNA Advantage Market includes numerous free and paid modules that enhance the productivity of your system.

Types of modules available on the market are:

- ✓ Functional features in form of Windows, Forms
- ✓ Language Packs
- ✓ Industry Templates
- ✓ Dashboards and Dashlets
- ✓ Reports
- ✓ Workflow Settings
- ✓ System configuration
- ✓ Tables and Views
- ✓ Classes and Coding components
- ✓ Data
- ✓ Web Services
- ✓ Any type of files

ARCHITECTURE

Architectural Diagram Overview



MODEL DRIVEN ARCHITECTURE

VIENNA Advantage delivers a pioneering, future-oriented and scalable business architecture that proffers an enhanced and well-built podium for all type of business applications. The fundamental aspect of its layout is the Data Dictionary that works on a single model to create user interface on the run time, which implies that functional user interface in VIENNA Advantage is not fabricated through coding but generated based on the configurations saved in the database. This facilitates configurations to be altered without coding, in the event of modifying or generating windows, reports, dashboards, menu tree and other components. VIENNA Advantage's open and flexible perspective towards extensions makes it the equitable platform for adapting to any type of functional pre-requisites. The data dictionary is build using several diverse in-built components that enhance the potential of VIENNA Advantage in becoming an enterprise level ERP and CRM.

VIENNA Advantage proposes open web-services for all types of transactional and master data in the system after being through with a security layer based on authorizations. In this way VIENNA Advantage chalks out the path of getting itself linked to any other systems irrespective of their technical platform.

Based on an independent Presentation Layer, the exclusive User Interface choice of VIENNA Advantage ranges from Web Based Silver-light UI, HTML5 Based Mobile UI to C# based Desktop UI, and more.



PERSONALIZATION AND SECURITY

One of the most important features of VIENNA Advantage is the influential security and personalization trait. All components are administrated by the role-based security engine that permits accessibility control up to the optimum granular level of a field or even a record. All accessible components such as Windows, Views, Dashboards and many more can be personalized as per the user's preferences.



EXTENDIBILITY

VIENNA Advantage delivers infinite extendibility, not only by utilizing its data dictionary allowing component development without coding, but also by allowing an open-source platform for integration of external codes, reporting components and applications. Web Services can be implemented to extend its attributes or link it with other systems.



WORKFLOW MANGEMENT

An imperative constraint of every customer is the implementation of Business Process Modeling(BPM). A good ERP should have the credibility to adapt to the business processes of a customer with all the necessary tools for modeling the workflow and business process. VIENNA Advantage Workflow Management is one of the most powerful workflow tools available in the market. Now design any workflow without the hassles of coding or the need for extensive technical knowledge. The VIENNA Advantage workflow management is exceptionally flexible and permits execution of various actions triggered by manual or automated activities. The Workflow Management securely integrates with the ERP functionality, the Security Engine as well as the Document Management System of VIENNA Advantage.



WINDOWS COMPOSER

The Windows Composer acts as a key component in bringing out the extendibility of VIENNA Advantage to its users in an easy but still powerful manner. Comprehensive new forms, even of complex variety can be created with composite logic, linkage and database connectivity without writing a single line of code. A first of its kind component, now design User Interface within minutes without the need of extensive testing and profound technical knowledge. Windows Composer has proved to be a great milestone in the product development history of VIENNA Advantage.



REPORT WRITER

The Report Composer pursues the trail laid by the Windows Composer and proffers a simple yet powerful method of designing any type of report and print format, as easy as creating a simple text document. An inbuilt word processor like Report Writer assists you in formatting reports, linking it with data source, setting report parameters and allowing access to execute the report. It efficiently reduces the implementation time of any project.



SYSTEM ADMINISTRATION TOOLS

Every business, small or big, features an indispensable system that needs to be monitored and controlled over time to time. VIENNA Advantage proffers administration facilities that can help administrators carry out their tasks with more ease within an abridged time span. System Administration can be setup in such a way that the most critical information is visible on a dashboard and automatic alerts are triggered on certain events, for instance, critical data access or changes. Simplified System Audits and the scheduled processes assist you in automating certain routine tasks such as Data Backup, and many more.



TRANSPORT SYSTEM

The days when functionality used to be created on a developer system and rebuilt or manually deployed on Test, Staging and Live environment are the days of the past. With the interceding of VIENNA Advantage Market in the relevant field, shipment of functionality from one instance to the other aided by its inbuilt transport system has cut down manual intervention. This process safeguards against any human errors likely during the deployment of your system.



SCHEDULERS AND PROCESSORS

It is essential for a great business system to be proactive and bring the users to be up-to-date with trends, alerts and critical business data. Schedulers and process engines can assist you with automating such tasks, and notifies the precise audience whenever required. This is one of the most crucial parts of Business Process Modeling that can be accomplished with VIENNA Advantage's solutions.



EXTERNAL REPORTING TOOLS INTEGRATION

Despite being the powerhouse to potential reporting capabilities, VIENNA Advantage proffers all the possibilities needed to generate reports with external reporting tools such as Crystal Reports or even external BI systems. Crystal reports can be generated on VIENNA Advantage data sources and then completely implemented into the ERP environment and security engine of VIENNA. Also VIENNA Advantage offers standard cubes for a wide assortment of BI systems available in the market.



INDUSTRIES

VIENNA Advantage for your Industry

VIENNA Advantage caters to an assortment of industries and their unique requirements, with ease of implementation & customization. With a surplus to the standard modules, VIENNA Advantage proposes industry-specific features for a diverse arrangement of industrial verticals.



RETAIL

VIENNA Advantage takes care of a number of retail businesses associated with food products, luxury, hard & soft goods; irrespective of wherever they are being sold. Departmental stores, boutiques, super-market chains, multi-brand stores, specialty stores, malls, fast-food chains, restaurants, web-stores; VIENNA's retail solutions relevant to all.

Basic features of VIENNA Advantage's retail arrangement are:

- ✓ Fully integrated on-line Point-of-Sale Module
- ✓ Product Promotion & Marketing Campaign
- ✓ Promotional & Customer-specific Pricing
- ✓ Sales Forecasting
- ✓ Multi-location Stock Control & Stock Ageing
- ✓ Staff Performance Analysis
- ✓ Merchandising Management
- ✓ Compliance
- ✓ Management of Channel Partners





WAREHOUSE MANAGEMENT

VIENNA Advantage plays a crucial role in inventory accuracy, inventory storage location suggestions, warehouse space utilization & optimization, cutting down surplus manual processes, picking & put-away optimization, and all that proves essential for a feather-smooth and lucrative warehouse operation.

- ✓ Warehouse Management Workbench
- ✓ Warehouse Task Lists
- ✓ Wave Planning
- ✓ Resource Management & Optimization
- ✓ Trouble-free integration with Radio Frequency Identification (RFID) & Bar Coding
- ✓ Cross-docking
- ✓ Inbound operations
 - Warehouse & Locators
 - Material Receipts
 - Generation of Put-away Lists
- ✓ Outbound Operations
 - Shipment Management
 - Material Issue
 - Generation of Pick lists



DISTRIBUTION MANAGEMENT

VIENNA Advantage helps align your distribution strategy to your business strategy along with a host of other features that warrants success. Some of the vital attributes of VIENNA Advantage's Distribution Management are:

- ✓ Proficient Management of Distributors
- ✓ Sales Order Management
- ✓ Inventory Management
- ✓ Generating Distribution Lists
- ✓ Accounts Payable & Receivables
- ✓ Price List Management
- ✓ Discount Management
- ✓ Credit Management
- ✓ Resource Management





TELECOM

VIENNA Advantage proffers you with the utmost flexibility in configuring complex business processes exclusive to your Telecom business, in association with its modern-day technology framework and its industry-specific features. VIENNA's telecom system facilitates:

- ✓ CRM
- ✓ Customer Billing
- ✓ Contract Management
- ✓ Collection Management
- ✓ Management of Assets
- ✓ Scheduling of Service Resources
- ✓ Spares & Service Management
- ✓ Financial Management
- ✓ Human Resource Management & Payroll
- ✓ Procurement
- ✓ Distribution
- ✓ Order Management
- ✓ Partner Management
- ✓ Project Management



PROFESSIONAL SERVICES

VIENNA Advantage well understands the fact that optimizing assets and resources are the key strokes to profitability in a professional service and hence, we offer a comprehensive application that helps you organize your professional service business while closely controlling costs and efforts.

- ✓ Service Contract Management
- ✓ Renewal of Contract
- ✓ Resource Management & Optimization
- ✓ Billing
- ✓ Time & Expense Management





DISCRETE MANUFACTURING

VIENNA Advantage delivers an effectual manufacturing schema for enhancing productivity by getting rid of all inefficient practices, ensuring adherence to an immaculate manufacturing-plan, identification of bottlenecks, and keeping things organized by ensure processes are completed quickly and correctly.

- ✓ Product master
- ✓ BOM Management
- ✓ Multiple Units of Measurement & UOM Conversion
- ✓ Material Requirement Planning
- ✓ Work Order Management
- ✓ Wave Planning
- ✓ Resource Management & Optimization
- ✓ Human Resource Management & Payroll
- ✓ Reporting & Analytics



TEXTILES & APPARELS

VIENNA Advantage proffers the best comprehensive solutions for the textile industry, right from managing of bulk raw materials to planning & control of complex manufacturing processes, be it, woven, non-woven or knitted textiles. The productivity of an apparels manufacturing unit is pertinent to scheduling of its machines, workmen and high level of coordination within various departments in the organization. VIENNA Advantage's potential textile and apparels manufacturing solutions include:

- ✓ Product Master & BOM Management
- ✓ Pattern Design Management
- ✓ Product Attributes Sets & Set-instances
- ✓ Work Order Management
- ✓ Batch Management
- ✓ Material Management
- ✓ Material Requirement Planning
- ✓ Human Resource Management & Payroll
- ✓ Vendor Management
- ✓ Order Management



CONSTRUCTION & REAL ESTATE

For a construction industry to prosper, coordination, collaboration and cost act as the key success factors, which you can find bundled up in VIENNA Advantage. VIENNA Advantage's project, assets and human resource management features proffer you with a comprehensive, win-win blueprint for your construction firm.

- ✓ Land Management
- ✓ Legal Management
- ✓ Liaison Management
- ✓ Tender Bid Management
- ✓ Budget / Estimation Control
- ✓ Material Management
- ✓ Design Coordination
- ✓ Contractor Billing Management
- ✓ Project Management
- ✓ Labour Management
- ✓ Fixed Asset Management
- ✓ Lease & Rental



EDUCATION

Do away with the perplexity of administration sans any impact on education, assign liabilities without losing control, perk up the competence with the existing number of non-teaching staff, stay competitive by making out the areas for cost reduction, strike a balance between stakeholder interests and educational responsibilities and draw a steady path towards a model organization using VIENNA Advantage Campus Management system. What we offer to you are:

- ✓ Marketing
- ✓ University –External & Internal Communication
- ✓ Students & Parents Management & Services
- ✓ Fees Management
- ✓ Academics Module & Biometric Attendance
- ✓ Hostel Management
- ✓ Staff Management & Payroll
- ✓ Student Portal
- ✓ Library Management
- ✓ Material Management
- ✓ Finance & Controlling
- ✓ Purchasing
- ✓ Collaboration Features





eGOVERNANCE

VIENNA Advantage assists Government Ministries and Departments in reaching out to the citizens, convey enhanced services, provide better accountability, ensure transparency and drive & employ advantageous policies.

✓ Government to Citizen (G2C)

- Citizen records including birth, marriage, divorce & death registration
- Public utility services & request for services
- Grievances
- Voting
- Public Opinion

✓ Government to Government (G2G)

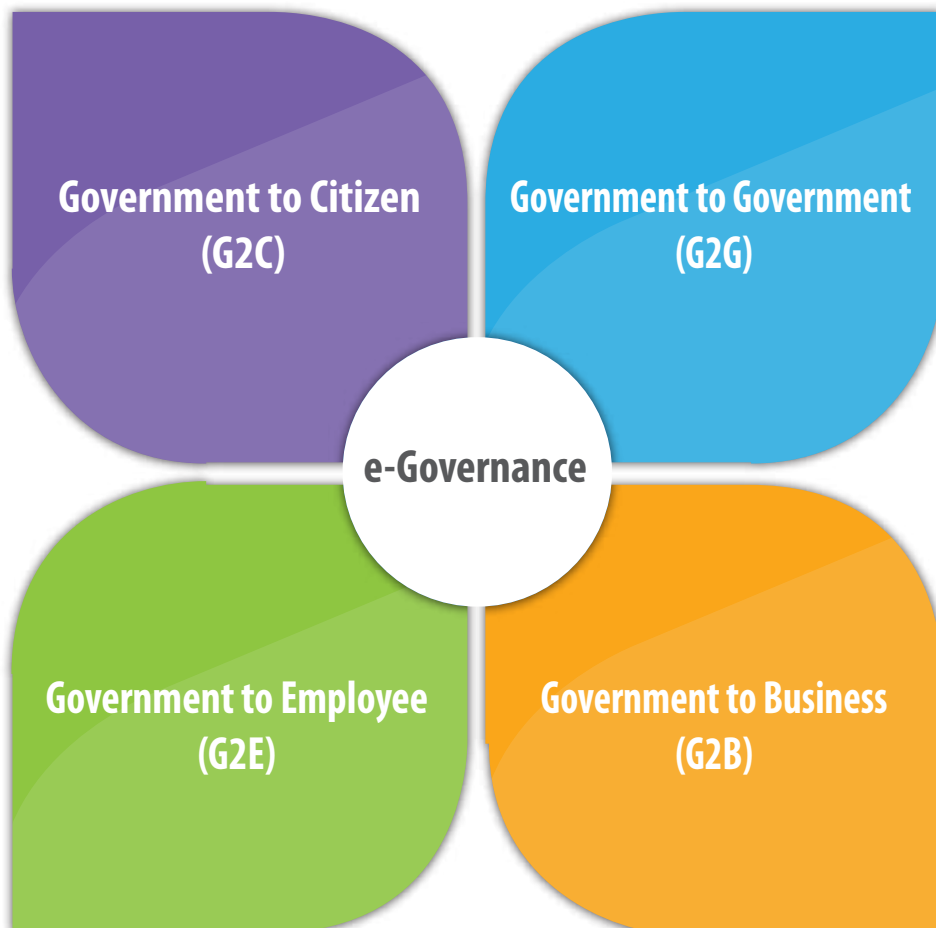
- Budget Management
- Policy Implementations
- Approvals
- Revenue Management
- Trainings
- Notices and Alerts
- Projects

✓ Government to Employee (G2E)

- Attendance
- Policies
- Payroll
- Administration
- Self-Service
- Pension
- Healthcare

✓ Government to Business (G2B)

- Taxation
- Licensing
- Contracting & Procurement
- Subsidies
- Approvals





**✓ienna
advantage** ERP & CRM

GERMANY

**✓ienna
advantage**

Bohlenskamp 21, 26340 Zetel

☎ +49-621-307-80370

✉ info@viennaadvantage.com

🌐 viennaadvantage.com

UNITED STATES

**✓ienna
advantage**

2372 Morse Avenue

Suite #418

Irvine, CA 92614

☎ 1-949-325-0615

INDIA

**✓ienna
solutions**

#493 Phase-9

Industrial Area

Mohali, PB 160062

☎ +91-172-5090-860