Standard ERP

Functionality

Standard ERP users can run CRM, finance, logistics and/or industry-specific verticals in one, real-time, fully integrated system. Therefore, Standard ERP enables businesses to retain all their company information in one single database. It is therefore the most comprehensive ERP software in the mid-range market.
Users starting out with a specific solution are able to expand the system easily. By using Standard ERP's core database, they can adapt to dynamic needs, change their current configuration and avoid costly interfacing between third-party applications.

Standard ERP is available for all major operating systems, including Windows, Mac, Linux, iOS, and Android. A complete client can be customized for most mobile devices, as opposed to role-based apps. Mobile users can access information such as contact and inventory details, make calls, enter transactions, check schedules, open external files, and more. Mobile allows users to manage business while on the go, secure in the knowledge that if the device is misplaced or lost, data is safe.

Engine Modules

General Ledger: IIncludes transactions (journal entries), simulations (what-ifs), budgets and revised budgets, account reconciliation, error corrections, recurring transactions, transaction templates, financial reports and multi-dimension analyses. Drill-down to the transaction and original ledger records. Analyze multiple profit-and-loss scenarios, balance sheet, key financial ratios and tax reports.

Sales Ledger: Control customer invoicing, receipts and deposits. Enforce rigorous credit controls. Measure staff performance with salesperson commission reporting and track customer and item profitability.

Purchase Ledger: Save time with automatic payment suggestions. Manage accruals and pre-payments, and print checks. Control and match vendor invoices and payments. Receive purchase invoices as e invoices, removing the need for manual entry.

Quotations: Issue professional quotes to prospective customers. Manage your sales staff with sales pipeline management. This module also features forecasting and conversion ratio reporting.

Sales Orders: Track back orders and deliveries. Automate customer invoices. View order status reports with gross profit and margin information and make allocations to orders from inventory or unreceived purchase orders. Offer precise customer service with full control over what is invoiced and delivered and what isn't.

Purchase Orders: Manage the purchasing process from ordering and goods receipts to the creation of vendor invoices. Run deficiency lists and order suggestions while tracking vendor quotes. Multi-location businesses can raise requisitions with central purchasing.

Inventory Control: Real-time inventory data on demand. Use batch and serial number tracking, and/or multi-location inventory management. This module supports multiple costing methods in real time.

Cash Book: A fiscal cash ledger allowing unique identifiers for each transaction.

Server and System: System-wide settings, form designer, and comprehensive user access configuration. Choose from a wide selection of languages to send documentation, such as invoices and purchase orders. Additionally, the system allows staff to log in and use the system in their local language, while enabling managers to run reports in different languages for the same data.

Technics: System-wide technical settings.

Communication center: A hub to handle and view all information for your contacts, from looking up a specific person and chatting internally to calls and SMS. Contact your customers and vendors through VoIP, or use the Skype integration. Each call, inbound and outbound, generates an activity record to manage contact information and log key points from your conversations, such as agreements, orders, decisions, reminders.

1. Communication Center Asterisk: Connect into an Asterisk switchboard for launching outbound calls from Standard ERP records, with Activity pop-ups to record notes and important information during and after the call.
2. 2Communication Center TAPI: Same purpose as Business Communicator Asterisk but for TAPI switchboards.
3. 3Communication Center Intelligent Routing: Create customized routing logic for inbound calls.

Document Management: Document management allows you to store and attach files of any format to any record in the system. organize your files in custom conferences, create libraries of information and determine which conferences each of your employees has access to open, review and share. Attach images to projects, products and item records, contracts to sales orders, supplier invoices to purchase invoice records, and any other file to its relevant activity.

User Licensing

The primary licensing models are 'named' or 'concurrent users'. Let's say your company has 10 employees, all of whom have Standard ERP clients on their machines. If all employees need regular access to the software, use named users. If, however, several of the employees need only occasional access, it may be cheaper to pay for additional enablers to turn named users into concurrent users. If five of these employees are salespeople on the road, it may be sensible for all five to share a single, concurrent user license.

Named Users: The price per user gradually increases as your implementation increases in size (and likely in complexity). If you need 11 users, for example, then three '1-3 Named Users', four '4-7 Named Users', three '8-10 Named Users', and one '11 Up Named Users' would be a likely solution for your business. Each Named User license includes:
- a Mailbox
- a Mobile Device Client Access License and
- a Communication center Client Access License

Standard ERP

Concurrent User Enablers: These turn Named Users into Concurrent Users, which allows employees to share each user license.

POS Device Client Access License: For any computers where usage will be limited to point of sales functionality (Sales Ledger, POS and POS Offline modules), it is possible to obtain cheaper licenses which are charged per cash register, rather than per user. This is an ideal setup for shift work.

Single Function Client Access License: User licenses restricted to single functions, such as Quotations, Orders, Invoices or Single Registers within Standard ERP.

Business Communicator Client Access License: For users restricted to using only the Business Communicator for making and receiving calls from Standard ERP.

Mobile Device Client Access License: For employees needing access to Standard ERP only through a mobile device.

Additional Companies

If your organization has subsidiary companies that keep separate accounts, their data can also be stored in a single database, in separate partitions known as 'Companies'. Standard ERP allows you to enter up to 199 companies in one database.

Additional Company - Multi User, No Consolidation: This is the standard additional company license, where there is no requirement to use Standard ERP's Consolidation features, but when more than one user requires access at a time.

Additional Company - Multi User, Consolidation: This type of company license is issued in conjunction with Standard ERP's Consolidation features. All companies to be consolidated need this company license. HansaWorld offers a simple upgrade from 'Additional Company - Multi User, No Consolidation' to 'Additional Company - Multi User, Consolidation'.

Additional Company - Single User Access, No Consolidation: This license is ideal for companies with lower volumes of transactions, where there is no requirement to consolidate, and there is a maximum of one person logged in at any given time.

Additional Company - Single User Access, No Consolidation, Includes 100 Companies: This license type is designed for a large number of companies in the same installation with no requirement to consolidate, and a maximum of one person is logged in at any given time.

Consolidation: Consolidate any number of companies for group reporting, including multiple Chart of Accounts, different fiscal years, multiple reporting currencies, eliminations and consolidation-only journals.

Basic Features and Modules

Customer Relationship Management (CRM): CRM provides you with tools to store every detail about your contacts, whether they are individual customers or business clients with multiple contacts, and maintain a full history of your communications. Track sales progress and leads to determine their status, source, probability, which salesman is following up and their notes. All data stored in the CRM module can be accessed and used throughout all other relevant components of the system. At any time, new sales orders can be created from quotations with the same details, using an easy menu command. Projects can be created from a quotation as well, along with a detailed budgets and their stages.

Pricing: Store multiple price lists, and discount tables, including those based on dated promotions, inventory and customer specific variations.

Checks: Primarily for use in South America, with full support for check negotiation.

Fixed Assets: Track assets, generate automatic depreciation journals with user-definable depreciation models and run tax reports using a second depreciation model per asset.

Expenses: This allows easy entry of expense claims by staff, with an authorization process for accounts, removing re-keying of data implicit in manual claim sheets. Expenses also manages personnel payments and mileage for regular journeys.

Group Calendar: Schedule staff activities and time and display multiple employee calendars simultaneously. View attendance reporting and employee time statistics. Recorded employee work time can create transactions in job costing.

Task Manager: Organize your tasks and set reminders using business alerts in the task manager and workflow overview. Co-ordinating projects, tasks and routines, and linking your notes, messages, contacts and assigned employees to the relevant task records will maximize productivity while providing a thorough overview.

Resource Planner: Manage machines, rentals, hotel rooms, and training courses, for example, or any other resource you track in the system. Assign assets and schedule tasks and activities to employees. Complex graphical scheduling is made easy with drag-and-drop reallocation. Resources can also be linked to invoices. The resource planner is a powerful tool insuring you have complete control over the moving parts of your business.

Wide Area Network: Businesses looking to cut hardware costs and save time that would otherwise be dedicated to maintenance and IT are best served by Standard ERP's award-winning cloud hosting choices. Our server partners include IBM and Amazon which allow for a secure and reliable hosting environment that can be adapted to your specific business needs.

Internal Email and Conferences: Collaborative email within your organization. Knowledge management with central storage of all data that can be shared across the organization (such as marketing materials, internal news, company policies and routines) including attachments.

Massive Cache: Technical solution to speed up the calculation of reports. Your HansaWorld office or dealer can specify when best to use this, although generally it is recommended for all implementations with more than 15 users.

Additional Mailbox: Provides a personal mailbox to the designated user. Note that you have to have the Internal Email & Conferences module to use email within the organization, and External Email to send emails outside the organization.

Standard ERP

Key Performance Indicators: Get a quick snapshot of critical key performance indicators (KPIs) from Standard ERP's Navigation Center, allowing you to evaluate your company's daily performance. Set up and view KPIs for sales, open sales orders, Sales Ledgers due and inventory value.

Limited Access: Restricts users to subsets of data, such as only quotations issued by their team. Customer and vendor-facing records can be restricted to team level, or down to individual level.

Data Integrity: This provides tools for comparing data between sub-ledgers and the General Ledger.

Vertical Solutions

Job Costing: Record time, expenses, income and measure figures against a project. Issue project quotations, set internal budgets and define project-specific pricing.

Contracts: Includes repeat billing for everything from maintenance contracts to rental demands, memberships and school fees. Contract quotations, contract status and customer contract invoicing.

Rental: Create Rental Agreements to govern the terms and conditions of rental assets. Reserve assets for specific renters, issue documents for delivery to customer sites, book off-hires, and swap-outs. Use rental to raise invoices. Graphically view scheduling, with resource planning, of rental fleet. Rental requires the Internal Inventory module.

Service Orders: Manage the workshop and service team with work orders tracking the repair status of assets and equipment. Check warranties and contract status, and even make goodwill repairs. Track location of customer assets. Service orders require the Internal Inventory module.

Course Booking: Create regularly scheduled training courses and manage bookings for each. View scheduling of classrooms for courses with resource planning. Using webshop, encourage customers to buy/register their attendance online.

Point of Sale (POS): POS links your front office point-of-sales system directly to your back office operations. Access relevant data in real time, or offline if required. Handle cash, credit card and other payments with Point of Sale (POS). Standard ERP is installed onto a PC connected to a network, which acts as the cash register. Additional POS devices can be connected to the PC and Standard ERP system, and used for data entry or output. Choose from three scenarios:

1. Live Sync: Each user works independently from the server but syncs with the server, for example, for close of business at the end of the day.
2. POS Module: An interface designed for use particularly in a barcode-driven environment.
3. Touchscreen Interface: Button-driven for use in touchscreen or mouse environments.

Warehouse Management: Support multiple storage bins per location, pick faces, bulk storage, and forklift driver interfaces.

Production: From raw material and sub-assemblies to finished goods, transform components into products and manage the inventory and manufacturing process. Make to order, make to inventory. Shop-floor data collection from barcode-driven paperwork, scanners or machines. Just-in-time. Rough-cut and finite capacity planning, in conjunction with the graphical resource planning module - view each production order, drag and drop rescheduling between machines, with different costing rules.

Materials Requirements Planning: Automate the creation of a production plan with the ability to make discretionary changes. Produce sales forecasts per SKU. Automate the creation of a purchasing plan using similar logic, then create the necessary purchase orders.

Communications

Additional Print Server: Manage heavy printing requirements and decrease the load on a server to improve speed and performance.

Business Alerts: Automate notifications via emails, text messages and screen pop-ups after specified events. Employees can receive notifications when an invoice is due for example, or when a record needs further approval. Customers can receive alerts for reservation confirmations, order confirmations, and when their product has been shipped. There are many ways to use business alerts to ensure specific business processes flow in a timely and efficient manner.

External Email: POP3 functionality for inbound emails, and SMTP for outbound. This supports the creation and sending of PDFs directly from quotations, invoices, purchase orders, statements, mail shots from CRM, Outlook and iCal invitations, spellchecking.

Local Mailbox: Read messages offline using synchronization to download and upload email.

Technical Solutions

Multiple Additional Language Interface: There are over 30 languages from which to choose. This function provides a single compilation with all available system languages, allowing the user to move between the languages with an easy keystroke.

Additional Language Interface, per language: Set up the system so each user can see their respective language screens. This means, for example, an employee can operate in one language while managers can run reports and analyze data in their own language.

Real-time Interfacing Toolkit: Use SOAP calls to interface third-party applications to Standard ERP.

Report Generator: Create your own reports in any module.

Electronic Data Interchange (EDI): Send orders and invoices to vendors and customers using EDI.

Hansa Application Language (HAL): Use HansaWorld's proprietary programming language to create your own data entry windows, graphical objects, reports, fields, modules and a variety of other processes. Existing source code available on demand after attending the necessary HAL training courses.

Standard ERP

Webshop and CMS: Provide an online front-end to any part of the Standard ERP database. HansaWorld gets your business online easily. The look and feel of our webshop is fully customizable and it has many standard features including product search, news, contact us pages, and much more. Address verification and ready-to-use credit card processing are built into the system. Updating your website is easy. Products, pricing, marketing and content are all maintained within Standard ERP and any saved changes immediately update the website. Processing orders is seamless; as soon as an online sale is made, a sales order is created in Standard ERP. The customer is able to track their order online and can opt to receive a text message when the order is shipped.

Remote Backup: Keep your data safe. Remote backup allows you to store your daily backups automatically on a remote server and you can retrieve the backups at any point in time. HansaWorld server partners include IBM and Amazon.

Database Accelerator: Standard ERP can organize the space inside the HDB file so data is written and, to some extent, read in larger segments. This solution helps to increase the speed of the system, reading records with many lines, such as storing long transactions. Note that the database file is between 1.5 and three times the previous size, thus requiring more space on the hard drive.

SmartApps: A rapid development environment allows porting of the application to handheld devices such as smart phones and barcode scanners, and interaction between customized applications with the rest of the Standard ERP database.

Cloud Services: Add third-party service integrations, without the need for installing additional software, on a pay-per-use basis. Contact your local HansaWorld distributor for a list of available services and their prices. Integrations include e invoicing, credit card processing, address verification, credit checking, automatic exchange rates from central banks, automated tax reporting, text messaging, and connections with transportation companies for printing shipping documents and integrated tracking.

Databases

SQL Shadowing: This allows shadowing of any or all data to MS SQL Server, as well as holding data in a proprietary database - particularly strong for business intelligence or external reporting. Does not include an MS SQL license.

Hospitality Solutions

Hotel Management: Hospitality businesses can access a range of tools to run their establishments, from a hotel with front desk, bar and restaurant to accounts, sales, marketing, inventory, purchasing, online reservations, booking sites and more, all integrated and available in a single application.

Restaurant: Standard ERP is multi-site software accommodating all operational and reporting needs for restaurants and bars. Additionally, this module integrates seamlessly with Standard ERP's Hotel front-desk solution. Standard ERP provides a user-friendly table-booking interface and changes can be made to the reservation at any time. After diners have provided their contact details when making a reservation, that information is then automatically available through CRM.

Resort: Manage an entire resort, including excursions and activities.

Telephony: This allows the establishment to log calls per room.

HANSAWORLD