Standard ERP

One application for all your business processes

■ **True integration**
49 modules tightly integrated

■ **Scalable**
1 to 1000 users on one system

■ **Tried and tested**
More than 79 000 installations worldwide

■ **Global**
Available in 30 languages, installations in 110 countries

■ **Best practice**
Vertical solutions for many industries

■ **Multi platform / Mobility**
Windows, Mac OS X, Linux, Android and iOS

Standard ERP for all companies

Standard ERP is a single application for managing all your business processes, whatever your business.

One application for all business processes

At its core HansaWorld offers the typical Enterprise Resource Planning (ERP) modules of accounts, order processing, stock, manufacturing and job costing. By offering a range of Contact Relationship Management (CRM) modules, such as email, document management, graphical calendars and schedulers, and electronic conferencing, all in the same application, Standard ERP is able to deliver a unique level of interaction between its component elements. HansaWorld also provides a series of modules designed for specific industries, all with the same potential for interaction with other parts of the system.

It uses an unrivaled range of technologies to extend the software availability throughout your organisation and beyond, at the same time reducing reliance on costly interfaces between applications thereby offering the lowest total cost of ownership available in the mid-range.

Single server, single application

HansaWorld's strategy is to put all key business data in one data-file, on one server, rather than interfacing different applications. This approach provides unlimited potential for interaction between different data components - for example a credit controller can view all promises made by salespeople, and the status of deliveries, repairs and production processes, while marketing staff can create mailshots based on who has or has not bought a specific product or service.

It also lowers the investment required in hardware, simplifies reporting across different parts of the business, and keeps down your total cost of ownership by removing the need to maintain and upgrade unnecessary linking programs.

Mixed platform

The server application of Standard ERP can be run either on Linux, Mac OS X or Windows servers, while the client application can be run either on Windows, Mac OS X, Linux or Google Chrome OS, as well as mobile devices running iOS, Windows 8 or Android.
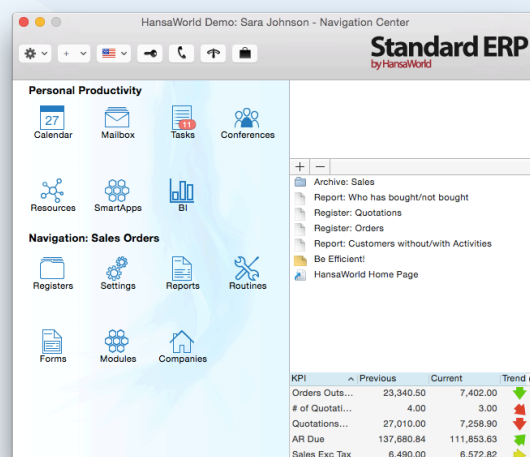
Wide-area networking and mobility

As the fastest modern business management solution on the market, it is simple to run Standard ERP from multiple locations, from home or when mobile, without terminal emulation or other third-party solutions. If you want real-time management reporting across many shops, offices or companies, look no further. HansaWorld runs on mobile devices such as smartphones and tablets across all major operating systems.

These are real-time clients, allowing you to enter and query data on the server by networking over wireless networks including mobile phone networks - although they can also be run locally and have their data uploaded to the server where circumstances require.

Take stock counts, pick and pack, and enable mobile deliveries all through barcode scanners, while traveling managers can use smartphones to check up on the status of their business, and mobile staff can enter time and expenses remotely.

HansaWorld's unique SmartApps language and developer community allows you to create your own applications for handheld devices within hours, and to have these applications interact with any other part of the HansaWorld application.

Standard ERP

Interactive CRM

Remind yourself of outstanding tasks by linking the notes of when the task needs doing to the relevant record, to assist with chasing invoices, following up suppliers, closing sales and working on jobs. Use Standard ERP's integrated workflow to trigger additional working steps such as follow-ups or authorisations, or automated SMS'es, on-screen messages or emails - to highlight exceptions that need authorising, to notify project managers that budget has been used up, or to notify a customer that their order has been shipped.

Standard ERP's graphical calendar and resource planner allow you to allocate tasks to people and machines, and to view reservations for hotel rooms, rental assets and training courses. Manage holidays and meetings, and avoid conflicts over your time.

Store any external file against any record, not just emails, enabling your colleagues to share the same files if they have access to the record. Attach pictures and drawings on products and projects, contracts on sales orders and scans of supplier invoices on the purchase invoice record.

Build effective sales campaigns quickly with Standard ERP's communication tools. Profile your customers with user-definable classifications, such as their marketing sources or even what they have or have not bought from you. Build your message with a simple word processor, and then communicate it via letter, fax or email. Initiate communications using Skype, VoIP or SMS directly from within Standard ERP. Use the Task Manager to record key points from telephone conversations and meetings. Use Standard ERP's integration capabilities to store the outgoing and incoming communication against contacts or other records.

Standard ERP can provide a single view of all such communications with a contact, in conjunction with traditional listings such as items bought. Standard ERP's Conference facility allows you to design a complete intranet (or even an extranet) where external and internal data files can be stored and easily retrieved - for example PDF files of marketing materials can be used on emails by simple drag and drop.

Interactive verticals

HansaWorld has written modules for specific industries in Standard ERP code, so that each specialist component can interact with the standard ERP and CRM features.Consolidation and international features

Enter transactions in any currency you like; Standard ERP supports not only Multi Currency but also Dual Base Currency. The difference between Multi Currency and Dual Base Currency is the fact that with a Dual Based system each transaction will be stored in two different Base Currencies with the exchange rate at the date of the transaction. This allows companies to report on transactions without revaluing the transactions in the secondary currency.

Dual Base currency handling is useful for companies that have offices in multiple countries where a common reporting currency is required; for companies where there is a second common currency used in addition to the national one.

A requirement of this process is that all transactions should be expressible in both the home currency and the transition currency with the exchange rate and conversion at the date of the transaction.

With the relevant cloud service, the exchange rates can even be updated automatically.

Standard ERP handles the realised exchange rate gains and losses on transactions automatically, and provides revaluation possibilities for unrealised differences. Standard ERP can send documents such as invoices and purchase orders in a number of languages. It will also allow staff to log in and use the system in their local language, while still enabling managers to run reports in different languages on the same data.

Multiple companies are catered for within a single data-file. It's possible to trigger one or more inter-company entries from a single source. Use the Consolidation module to perform consolidations in real-time, without messy exporting of data or expensive third-party software.

Analysis and Business Intelligence

Mark each line of every transaction with anything up to 15 levels of analysis. This enables you to measure the turnover and profitability of almost every conceivable facet of your business, from the marketing source of business through sales and profit by region, customer type, shop, profit centre, job, product range, and individual product. With such rich data, it makes sense to have graphical analysis and dashboards, which HansaWorld offers through the SmartView module - this provides real-time business intelligence without the need for lengthy data preparation.

eBusiness

Standard ERP has a real-time web engine that allows you to create websites quickly, and make changes to the content in minutes. There are templates for text and picture-based websites and webshops, supporting customer-specific views of the website, flexible product categories, and even multiple languages. Other external parties can be given web browser access to any part of the system, for example to allow subcontractors to complete timesheets. The web engine exploits Standard ERP's single server, single data-file architecture: enter an item into stock, give it pricing, details and a picture, and it's live on the web.

With Standard ERP's integrated email and workflow, orders placed on the web can trigger email acknowledgements or SMS'es back to customers, notify warehouse of stock shortfalls, and even trigger a list of best selling items back on the website.

Customisation

Let our professionals adapt Standard ERP to your specific requirements using HansaWorld's Hansa Application Language (HAL).
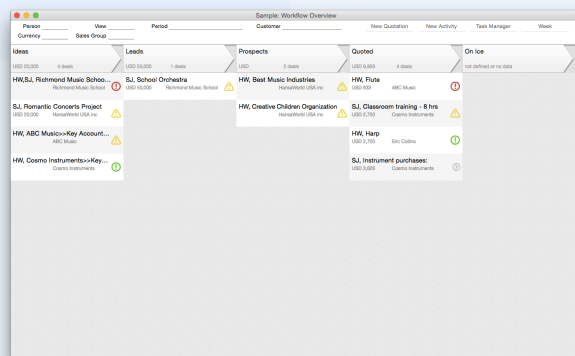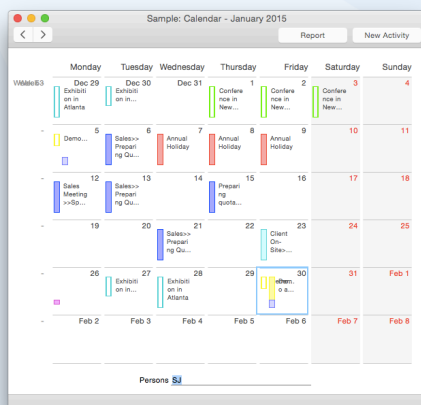
These changes are made directly in the application rather than using a toolkit to link a separate application - consistent with our overall strategy of enhancing the level of interaction between each component of the software.

It is possible to rename or move fields on screens, add new fields to the database, create or amend reports, exports and imports, add buttons and menu items, and even change any of the logic of the system.

Third-party services and hosting

HansaWorld offers to its customers a unique combination of third-party services, without the need to install external software. HansaWorld has installed these services on its own servers, and has developed technology for allowing your server to use these services on an as-needed (per-click) basis. For example, use these services to:

- process credit card transactions
- process integrated EFTPOS payments
- track the progress of deliveries via your shipper
- send SMS'es
- export ABA Files
- host your Standard ERP server on the cloud

Standard ERP

Standard ERP for your company

Standard ERP has in-depth functionality for the vast majority of companies - as shown by the examples below.

Distribution

- from Quotation to Invoice in under a minute
- size, colour and unit handling
- dimensions, packaging and supply chain management
- flexible pricing and discounting
- multiple locations
- real-time and batch barcoding, with printing
- serial and batch traceability

Professional Services and Creative Companies

- fixed price and per diem invoicing
- milestones, deposits and discretionary invoicing
- scheduling and budgets
- time entries from calendars and timesheets
- rechargeable expenses
- work in progress reporting and job bag

Maintenance/Repair Companies

- asset management
- items under maintenance
- flexible frequency of invoicing
- batch invoicing, automatic deferred income
- warranty checking and cross reference to sale
- allocation to engineers
- costing of labour and materials
- tracking of repair item locations

Retail

- fast transaction entry
- interfaces to scanners, cash drawers, till roll printers, touch screen and EFTPOS terminals
- real-time multi-location handling or automatic sync offline
- process sales with handheld devices from anywhere in the shop
- picture support for data entry and document printing
- varieties

Manufacturing

- multi-level Bill of Materials
- Just-In-Time purchasing and production
- purchase and production planning (MRP)
- graphical scheduling of machines
- routing and shop floor data collection
- disassembly

Hotels

- graphical reservation system
- touch-screen for bar and restaurant
- switchboard interfaces, calls costed to rooms
- interfaces to web TV, telephone data entry
- concierge, cleaning and maintenance

Rental

- open-ended and fixed date hires
- rent of unique items and accessories
- collections and swap-outs
- graphical view of rental assets and status
- invoicing by calendar day or working day

Training Companies

- repetitive training or one-off courses
- scheduling of classrooms, facilities, staff
- participants, joining instructions
- standard pricing tables per customer

At the heart of Standard ERP

Standard ERP is perfect for most companies, from small first-time users to large companies needing an integrated solution for all their business requirements - it's as simple or as sophisticated as you make it.

Built-in

- Contact Relationship Management (CRM)
- email
- Intranet
- Document Management
- Webshop
- Multi-user calendar

Wide-Area Networking

- Fast, even over the Internet
- No special hardware or third-party software
- Works real-time over GSM/GPRS/3G
- iOS, Android and Windows 8 clients
- Hosting

Open

- Mixed Windows, Mac OS X, Android, iOS and Linux clients
- Scalable servers
- Real-time interfaces to external software packages
- Database Options: Object (proprietary) or Relational
- External Business Intelligence tools available

International

- Multi-currency
- Dual reporting currencies
- Multi-language forms, data and reporting
- Screens in 29 languages
- Localised for major countries

Easy to use

- Large library of standard reports
- Full drill-down/drill-across
- Editable document forms and Financial Reports
- Drag and drop, including multiple selections
- Consistent layout, design and architecture

Fast to implement

- Proven technology that works
- One database, less interfacing
- Deep standard functionality
- Less need for customisation

Future-safe solution

- Mixed platform on servers and clients
- Standard technology
- Hundreds of thousands of user years
- Simple to upgrade

The HansaWorld product range is designed for all your company's needs and abilities. Companies of all sizes and in most industries can find an affordable solution that meets specific business requirements and supports individual processes with a low cost of ownership. This is why more than 77,000 companies have chosen HansaWorld software to run their businesses.

Standard ERP

Modules

- Business Alerts
- Cash book
- Checks
- Conferences
- Consolidation
- Contracts
- Course Booking
- Credit Management
- CRM
- Customs
- Data Integrity
- EDI

- Email
- Expenses
- Fax
- Fixed Assets
- General Ledger
- Group Calendar
- Hotel
- Human Resource Management
- Internal Inventory
- Inventory
- Jewellery
- Job Costing

- MRP
- Payables
- Point of Sales
- POS Offline
- Pricing
- Production
- Purchase Orders
- Quotations
- Receivables
- Rental
- Report Generator
- Resort

- Resource Planning
- Restaurant
- Sales Orders
- Service Orders
- Share Trading
- SmartView
- Business Intelligence
- Task Manager
- Telephone Log
- TimeKeeper
- Warehouse Management
- Webshop and CMS

Technologies

- Business Communicator (Asterisk, Skype and TAPI)
- Forms Designer
- HAL Customisation language

- Intelligent Routing
- Interfacing Toolkit
- Massive Cacheing
- SQL Shadowing

- SmartApps Designer
- Wide-area Networking

Cloud Based Services

- Address Lookup
- Credit Card Payment
- Credit History

- E-invoicing
- Electronic Bank Services
- Electronic VAT Return

- Exchange Rate Lookup
- Postcode Lookup

Company profile

HansaWorld is the first major software house to provide a full suite of Enterprise Resource Planning, Financials and Customer Relationship Management as well as a wide selection of industry-specific solutions on tablets and smartphones. HansaWorld shows continued technological leadership in the international business software industry.

The group employs around 300 staff in a strong network of daughter companies and distribution partners covering over 110 countries on all continents, allowing HansaWorld to offer international implementations with a single point of contact across many countries. The solutions are available in more languages than anyone else, run on all major platforms and support mobility via laptops, the latest tablets and smartphones. More than 79,000 installations world-wide reinforce us as a global leader.

HansaWorld continuously invests in R&D to provide innovative and future proof solutions to help businesses run efficiently and smoothly, combining over 30 years of experience with global knowledge and local representation.

Product Strategy

Standard ERP's advanced and successful user interface was first developed for Apple Macintosh in 1988. In 1994, when the program was ported to Windows, it had already been proved by thousands of users. HansaWorld's experience with international sales and modern technology puts it in the perfect position to meet the challenges of the next decade.

HansaWorld provides a wide range of technologies for e-business including internal and external email, several webshop solutions and PDA support. In addition, HansaWorld can help to build a corporate portal. Standard ERP is developed using C++ as its programming language, and proprietary technology for database design and for network communication. This allows HansaWorld to have the same products available for several different operating systems, each version optimised for maximum performance.

Currently, Standard ERP is available for Windows Vista and later, Mac OS 10.7 and later, Linux and AIX, with smartphone and tablet versions for Android, iOS and Windows 8.