

ANNEXURE A

SYSTEM COMPONENTS of NEWTON ERP for Back-end

NEWTON salient features

- Covers entire functionality for a RETAIL and Distribution company
- ROBUST system built on ORACLE. Capable of handling huge volume of data like millions of skus, transactions, etc.
- STRONG security through easy administration to control access to transactions and reports and limit each user according to roles and privileges.
- integration of every business activity till finance ensuring controls and a full-proof system against any errors or manipulations which is very important for growing organizations
- Instant profit and loss statements for any STORE/H.O.
- Enforce controls and business policies leaving senior management and others use their time effectively towards on strategies, planning, etc.
- Ensure ROI by addressing management objectives like reduce inventory costs, reduce finance charges, reduce overheads, reduced obsolete inventory through on-line ageing of stocks, etc.
- Effective Assets Management
- Tight Security Control based on roles and privileges which goes upto transaction mode and field level to manage geographically spread and growing organizations
- Complete Audit trail
- Highly parameterized
- Effective decision making based on as-of-moment financial data
- Seamless integration between STORE (POS) and ERP
- Automatic Material Reconciliation
- Complete Audit trail
- Sales Analysis as of moment
- Strong Credit Control
- No room for mistakes, transactions tightly integrated till finance

And many more

A. SYSTEM COMPONENT

MASTER MAINTENANCE

Functions

User Definable Multi-level Intelligent coding for merchandise,
Items etc.
Size – colour item GRID
Multi Location
store grades
Drawings/sketches can be stored with item codes
seasons/periods
One step creation of multiple colors/size using size color grid
Number of user defined attribute fields
Attribute Hierarchy filtering at the time of Item creation
Control for duplication
Differential prices/costs for same item
Same product/brand/Vendor - different terms
Differential pricing for different SKUs in same time
Vendor Masters Management
Vendor creation and registration
Terms , margins, rights, category/formats wise spread
Integration with Vendors for Master interchange
Barcode Printing integration
Multiple UOMs
Batch management
Active/Inactive & Open/Closed Items
Multiple Bar-coding
Etc.....

INTEGRATED WITH ALL OTHER MODULES

B. SYSTEM COMPONENT

PURCHASE

Functions

- Vendor Management
- Vendor to product relationship
- Vendor item codes
- Vendor Registration
- Vendor Rating
- Centralized and decentralized purchasing
- Indents
- Consolidation of Indents
- Multi-level authorization
- Quotations
- Comparisons
- PO (auto calculation based on Cost break-up)
- Amendment of PO
- PO status tracking
- Copy whole or part of PO into new PO
- Cancel whole or part of PO
- Pending Indents
- POs with delay delivery
- Track PO amendments and cancellations
- Multiple Delivery Schedules and delivery locations
- Automatic Distribution of PO to respective stores/warehouses
- Integration with other systems
- Pending Order Status
- Multiple PO status reporting—Vendor-wise, item-wise, store-wise, etc.
- View on-hand, on-order inventory from PO screen
- View inventory quantities, costs, prices etc. "on the fly"
- Raise POs from remote locations (Int. with central PO module)
- Tolerance levels in PO for accepting merchandise at
warehouse/stores
- Integration of STORE (POS) data for PO delivery status
- Etc.

INTEGRATED WITH ALL OTHER MODULES

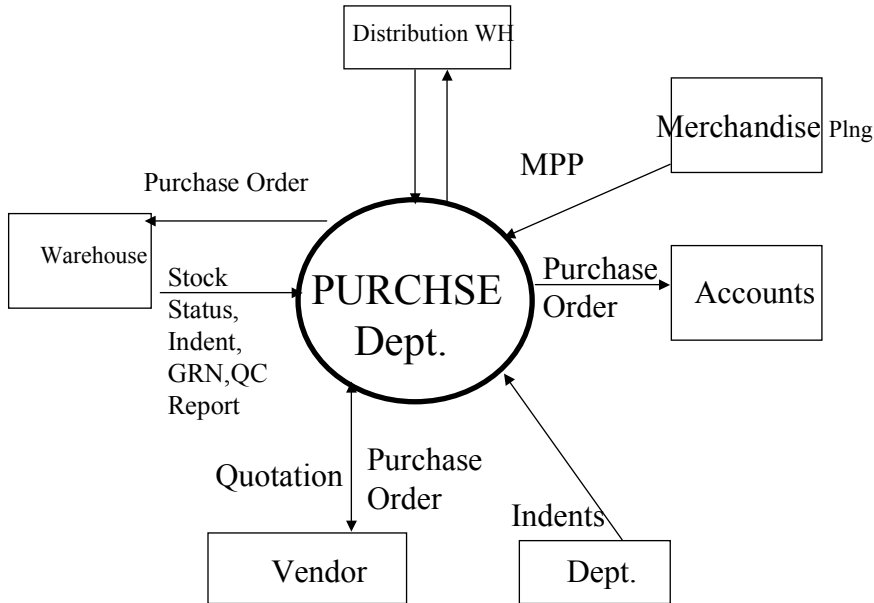
PURCHASE SUB-COMPONENT Margin and MRP Definitions

Functions

- Vendor price lists
- MRP for each merchandise
- Cost schedule for each store given different tax rates
- Track and record taxes and Margins
(discounts) store-wise/brand-wise/category-wise, etc.
- Automatically pick-up costs in outgoing Pos based on Cost schedule (break-up) and Margins
- Track and record order cost
- Track and record franchisee/ commission
- Supports various types of markdown -amount, percent store specific, etc.
- Analyze markdown by store, region, category, vendor, item
- Markdown Reason code maintenance and analysis
- Store original price and price change history
- Change Price based on various filter criteria
- Location wise Cost/Valuation handling
- Etc.....

INTEGRATED WITH ALL OTHER MODULES

PURCHASE DEPARTMENT



C. SYSTEM COMPONENT

Functions

IMPORTS

- Calculate Import requirements
- Enlist suppliers
- Invite quotations
- Analyze quotations
- Place Purchase orders
- Foreign Exchange Fluctuation impact handling
- Monitor shipments
- Insurance
- Customs Clearance
- Landed costs

INTEGRATED WITH ALL OTHER MODULES

D. SYSTEM COMPONENT

Warehouse

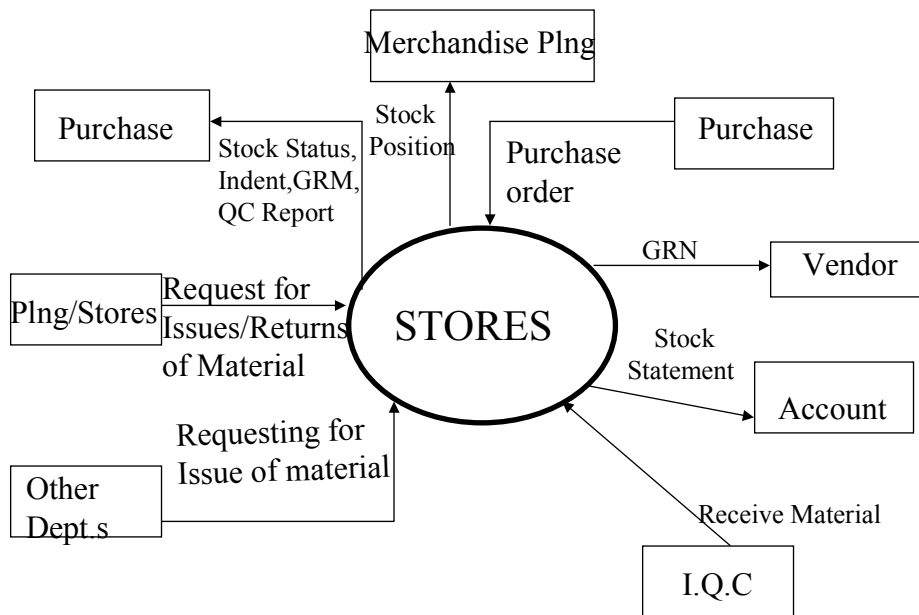
Functions

Stock Receipts and Dispatch
Maintain Stocks of different types of items sale/non-sale, etc.
Allows multiple logical/physical inventory locations definition
Receive material from Vendor
Present for Inspection
Prepare MRN/GRN (Local, Import, Jobwork, stock transfer, sales return etc.)
Multiple receipts against the same PO
Tolerances
QC approval Cycle
Returns/rejection management
Maintain and analyse rejects by reason code
Short/Excess Memos to suppliers
Maintain any no. of logical/physical stores
Rejected Stocks
Rejected stocks return with MEMO
Dr/Cr vouchers for cost/Qty correction
Inter Store receipts tracking (Store Returns)
Track freight, insurance, handling, etc. costs separately
Space Planning - Bin Management
Stock Adjustment
barcode
Physical Stocktaking and Variance
Inter-item transfer
Stock Transfer Notes
Dispatch against Distributor and similar orders
Maintain Logical inventory at each consignment agent lot-wise
Dispatch Mgt. - tracking and monitoring stages of the process packing list
Generate Stock transfer order for multiple stores/warehouses at HO
Automatic Material Reconciliation with transfers and receipts at destinations in case of Stock transfers and Receipts against POs
Option to add transfer costs
Track in-transit inventory
Interdivisional transfer
Allocations
Cost-center-wise issues
Replenishment From Central Warehouse (DC) To Stores
Automatic POs based on min/max
System generated min/max

Mark items as re-orderable or non-reorder able
 Base stocks
 Supports Multiple DCs
 Ability to receive goods at one warehouse and distribute to other WH/Stores
 Replenishment from Vendor to DC / Stores
 Multiple Logics for diff categories/vendors
 Stock Ledger
 Maintain Stocks Batch-wise
 Stock Ageing lot-wise, merchandise-wise
 Inventory valuation
 Maintain Logical STORES at H.O. for each POS Store
 Etc.....

INTEGRATED WITH ALL OTHER MODULES

WAREHOUSE/INVENTORY



E. SYSTEM COMPONENT

QUALITY CONTROL

Functions

Inward Quality Inspection parameters

Attach the parameters with items
Rejection of Material
Advise supplier on rejected material
Analysis
Etc.....

INTEGRATED WITH ALL OTHER MODULES

F. SYSTEM COMPONENT

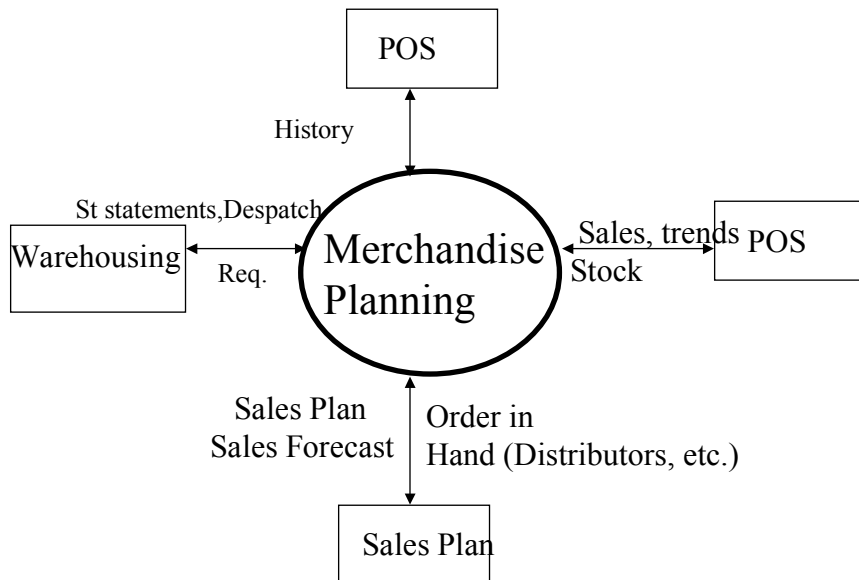
MERCHANDISE PLANNING

Functions

Sales Plan v/s actuals
Review performance vs budgets
Review Sales
Capability to maintain entire STORES (POS) data for as long as required in the back-end
Inventory in hand STORE-/Warehouse-wise category-wise/brand-wise/style-wise, etc.
Integrated with Budgeting (top down/bottom-up)
Generate Merchandise mix based on Sales plan/trends
Merchandise Assortment Planning and OPEN-to-buy

INTEGRATED WITH ALL OTHER MODULES

MERCHANDISE Planning



G. SYSTEM COMPONENT Sales and Distribution

Functions

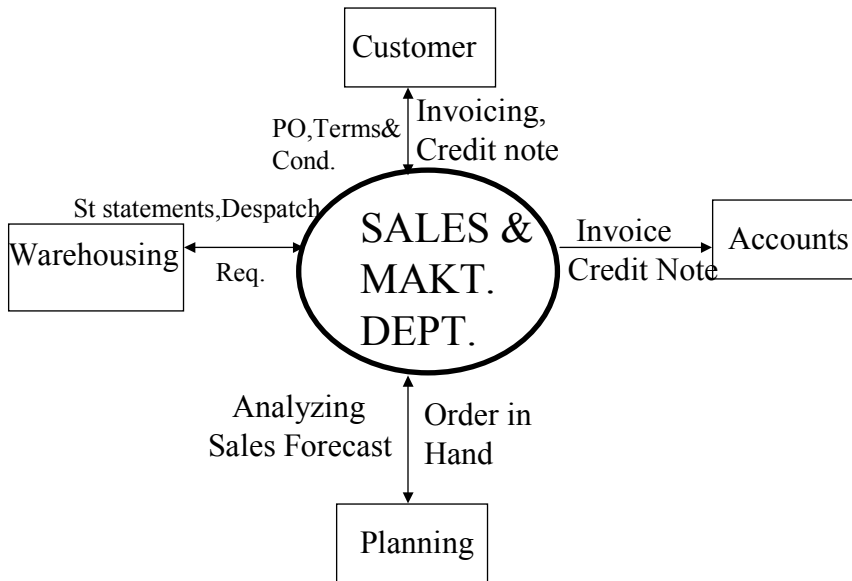
- Receive orders from Distributor/Consignment Agent/Dealers, etc
- Maintain Cost Built-up for each party brand-wise/category wise,
- Process Orders
- ORDER Status
- Sale Status
- Customer details
- Price Master
- Consolidation of STORE(POS) sales at H.O.
- Analysis of Sales
 - Brand-wise
 - attribute-wise
 - customer-wise/customer-attribute-wise

region-wise
industry wise

Dispatch Advice/Details
Invoicing / Test Certificates
Stock Transfer Note to Distribution Centers
Define Schemes like Product Schemes, Qty schemes, Amount Schemes, etc.
Staff and vendor Discounts
Track cost of promotional schemes and events
Track and record sales and margin by promotion
Set up and communicate promotion schemes from HO
Analyze effectiveness of promotional events
Sales tax matrix by product type and store
Support multiples sales tax options with date tracking
Support VAT
Statutory reporting - Multiple valuation methods
Etc.....

INTEGRATED WITH ALL OTHER MODULES

SALES AND MARKETING



H. SYSTEM COMPONENT Customer Loyalty/ Relationship Management

Functions

Standards fields for customer data
User defined fields for customer data
Ability to link customer fields to purchase history
Print customers lists based on filter criteria
Filter customers & Print lists based on purchase history criteria
Manage loyalty card program
Customer behaviour analysis
Customer scoring to identify prospects for marketing campaigns
Measure and track key customer value metrics and retention.
Define loyalty programs and schemes
Customer Complaints
Points redemption
Integrate Customer record from Store(POS) to H.O.
Etc.....

INTEGRATED WITH ALL OTHER MODULES

I. SYSTEM COMPONENT Budgeting

Functions

Define Budgeting Heads
Link with Actuals
Budget v/s Actual Analysis
Adjusted Budget (based on actual sales) v/s actual analysis
Etc.....

INTEGRATED WITH ALL OTHER MODULES

Credit Note Book
General Ledger
Sub-Ledger
Unit-wise trial balance
Consolidated Trial
Profit & Loss
Balance Sheet
M.I.S.

Dr/Cr Notes
Consolidation of STORES (POS) accounts into HO
System
Etc.....

INTEGRATED WITH ALL OTHER MODULES

L. SYSTEM COMPONENT

BUSINESS ANALYTICS

M. SYSTEM COMPONENT

Integrator

Functions

POS INTEGRATION (PUSH and PULL)
PUSH MASTERS
PUSH SCHEMES and PROMOTIONS
PUSH PO details
PUSH customer data
Etc.
PULL SALES and Sales return data
PULL local Pos

PULL Customer Data
PULL Material Receipt Data
Etc.

N. SYSTEM COMPONENT

STORE CONTROLLING

This module helps organization to consolidate all STORES/WAREHOUSE data to a central location either on-line or off-line. It works as part of Business Analytics. In on-line scenario SOTRE units are connected to central server and controlling updation takes place automatically to get any information at organization level on instant basis.

In an offline scenario, the data from different branch locations is uploaded into controlling system at a defined periodicity using NEWTON INTEGRATOR to provide overall view of the organization from Sales, Purchase, STORES and Finance point of view.

All the modules of the system are tightly integrated. The tight integration enables controls and eliminate redundancy of the data .

In a geographically spread organization it is important to enforce controls and policies through system to achieve management objectives like reduced costs, improve efficiency, manage growth and to gain an edge over the competition.

B. SYSTEM COMPONENT

PURCHASE

There is facility to do local purchase if required or permitted. Otherwise, it integrates with the Pos placed from HO.

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INTEGRATED WITH ALL OTHER MODULES

PURCHASE SUB-COMPONENT Margin and MRP Definations

The Margins and Prices are pushed from HEAD OFFICE.

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- Etc.....

INTEGRATED WITH ALL OTHER MODULES

C. SYSTEM COMPONENT Warehouse/Inventory

The Material at STORE is received against POs placed for the STORE at HO or against stock transfers made from other STORES/DISTRIBUTION CENTERS. This facilitates automatic material reconciliation.

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Etc.....

INTEGRATED WITH ALL OTHER MODULES

D. SYSTEM COMPONENT POINT OF SALES (sale to customer)

Functions

BARCODE Integration
Lookup if barcode lost/damaged, by description, vendor, brand etc.
Tenders accepted- cash, credit/debit card, gift vouchers, coupons, cheques, customer credit, foreign currency
Multiple tenders in single receipt
Maintain foreign currency exchange rates
Check customer credit limit
Ability to handle multiple units for items
Canceling cash memo with audit trail (if allowed)
Print Duplicate Cash Memo with authorisation, and "Duplicate" notation
Direct Billing- Record Invalid Item sales
Schemes/Discounts Integration
Alterations Management,
Records of preferences/measurements of Loyalty Program members
Hold/Suspend Billing
Services - delivery, alteration, gift wrapping, etc
Flexibility in sales invoice design
Capture lost sales information
Checks and alerts for active promotions / discount levels
Print taxes, discounts, other charges on customer receipt
Issue samples/free gifts
Price and stock look up query
Void current item; previous item in current transaction

F. SYSTEM COMPONENT

CASH MANAGEMENT

Functions

Day Beginning/Day closing
Credit Card Management and Integration and Reconciliation
Enter physical tender at end of day to tally with system receipts
Petty Cash Management
track cashier-wise collection by tender type
Cash Lift with authorisation (Grab)
Cashier/terminal-wise Settlement support
Gift voucher Serial No Tracking
Advance collection and tracking against GV 'sale'
INTEGRATED WITH ALL OTHER MODULES

G. SYSTEM COMPONENT

Merchandise Planning

All Inputs for this function at HO are provided.

INTEGRATED WITH ALL OTHER MODULES

H. SYSTEM COMPONENT

Finance & Accounts

Functions

Cash Management
Credit Card Account maintenance
Credit Notes Accounting
Gift Vouchers Accounting
Facility to maintain entire books of accounts if required
Integration with HO Accounts

Consolidation of STORES (POS) accounts into HO System
Etc.....

INTEGRATED WITH ALL OTHER MODULES

I. SYSTEM COMPONENT

Employee Management

Functions

Employee Records
Time and Attendance
Etc.

PULL SALES and Sales return data
PULL local Pos
PULL Customer Data
PULL Material Receipt Data
Etc

J. SYSTEM COMPONENT

INTEGRATOR

Functions

Pull and Push Data with HO