



**85%**

lower return rate

**70%**

less invoicing time

**40%**

shorter order  
processing time

**30%**

higher employee  
productivity



# ERP

## THE CORE SYSTEM OF YOUR BUSINESS

## ERP

Intuitive interface | Reduced implementation time | Excellent value for money

Powered by Senior Software



# What do you get with SeniorERP?

A single system where you can manage and control all the company's activities and processes, from issuing sales documents and accounting records to making purchases, inventory and delivery management, tracking balances and more.

## ALL YOUR EMPLOYEES WORKING IN A CONSISTENT WAY

- A single application with a single database
- Perfectly integrated functional areas
- Online working mode
- Highly intuitive interface

The Senior Software solution convinced us due to its remarkable adaptation to the Romanian legislation and to the realities of our local business environment. SeniorERP is a complete, efficient, fast, integrated and, last but not least, extremely user-friendly solution.

”

Radu Muntean

Baneasa Moara & Baneasa Paste

## AUTOMATION OF OPERATIONAL PROCESSES

- Generate all subsequent documentation with a single click: orders out of quotes, delivery notices out of orders, invoices out of delivery notices, etc.
- Automatic generation of accounting notes
- Predefined or customised workflows

We saved at least 70% of billing time after implementing the ERP solution, and we also reduced the number of errors to less than 2%. Furthermore, the sales area received a lot of support as a result of the new information swiftly received. Thanks to ERP data.

”

Sorin Felea

Atu Tech

## MANAGE THE ENTIRE SALES PROCESS

- Complete workflow: quote, order, delivery notice, invoice
- Managing sales opportunities and converting them into sales
- Allocate stocks from multiple locations
- Integration with online stores
- Integration with POS - for retail

We saved time, no doubt about it. An automated and streamlined online order flow and processing is a real help and a requirement when it comes to managing a modern online store.

”

Gabriel Tofan

AnveloShop

## TRANSPARENT MANAGEMENT OF TRADE POLICIES

- Fixed value or volume-based discounts
- Payment deadlines and credit limits
- Customised price lists

## COMPLETE STOCK TRACEABILITY

- Real time stock tracking
- Barcode management
- Unique product codes
- Management of batches and expiration dates

With ERP, we saved a good few hours in a day's work. If before we managed to have an exact vision on the previous day and the stocks only at lunch time, now we follow everything early in the morning.

”

Liviu Semenescu

Pangram - Monte Banato

## STOCK ROTATION MANAGEMENT:

- Various stock rotation methods: FIFO, CMP
- Freight transportation between inventory management operations
- Reception of goods by scanning barcodes
- Entry notes, consumption notes
- Optimised inventory



### EFFICIENT CASH FLOW CONTROL WITHIN THE COMPANY

- Management of cash register / banking operations
- Forecast management: checks, promissory notes
- Full record of advance payments and settlements

### ABILITY TO MANAGE LARGE AMOUNTS OF DATA

- Increased operation speed, regardless of the number of products, customers/suppliers, locations or warehouses
- Unlimited number of users simultaneously using the system

With ERP we process hundreds of invoices and orders daily and manage a considerable list of customers and articles. Due to the integration features with courier services, the order processing time decreased by 30 -40%.

————— **Ovidiu Bodea**  
ApiLand

### INTEGRATION OF PRODUCTION OPERATIONS

- Advanced production recipe management
- Multiple versions of the same recipe
- Manufacturing final products by orders of composition/decomposition or production
- Management of production operations through wizards: consumption distribution, generating production orders, etc.

We had delays in tracking the evolution of costs and we had delays up to a month in updating production costs, while presently this is done in real-time and we have an immediate overview of variations.

————— **Liviu Semenescu**  
Pangram, Monte Banato

### TRANSPARENCY OF INFORMATION AND DAILY ACTIVITIES

- Full audit of user activity with the exact date and time of operation
- Included calendar and options to record tasks and set notifications

SeniorERP helped us to increase our employee productivity by developing an efficient working environment and promoting communication between departments on planning each step of the work process.

————— **Adrian Buica**  
Sano Vita

### SECURITY OF ALL DATA GENERATED BY THE ORGANIZATION

- Role-based access to data
- Advanced back-up system

### RESULTS IN RECORD TIME

- A team of IT & finance specialists with extensive experience
- Know-how from more than 500 implementations
- Standardised implementation process

ERP's flexibility and the experience backed up by multiple projects carried out by Senior Software's team allowed for an implementation in record time, and from the very first day, the ERP solution was operating at full capacity.

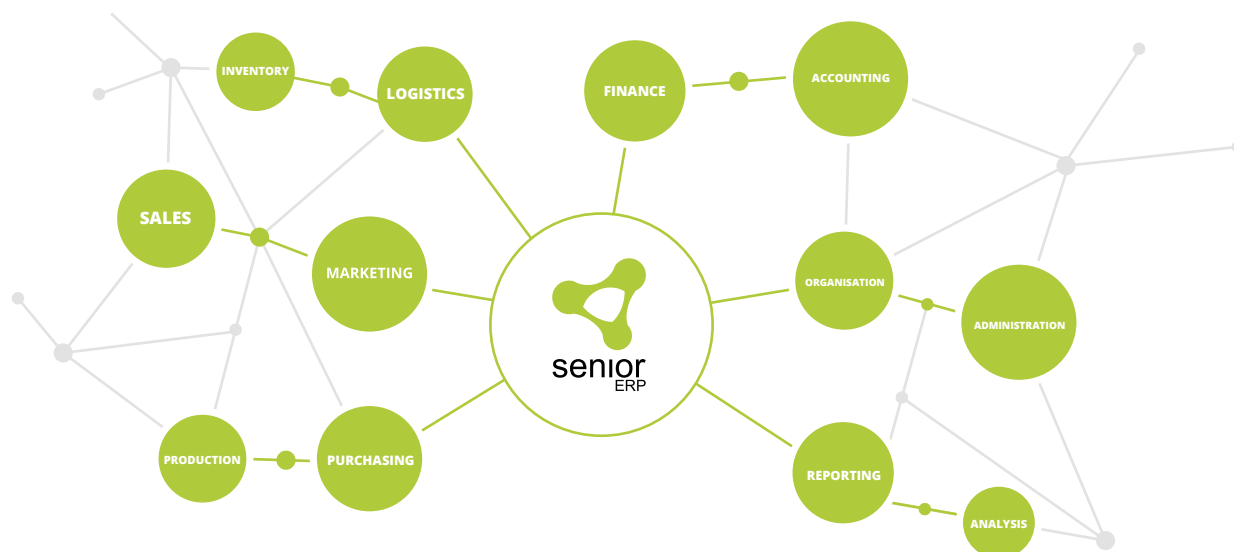
————— **Corina Calin**  
Cyrom

### VALUE-ADDED FEATURES:

- Bank import, to input banking transactions directly into SeniorERP, based on account statement, in the standard format issued by the bank
- Integrated email service to send and track emails in SeniorERP
- Checking the company tax data directly in the application
- Upgrading to new releases in just a few hours, with minimum effort from the IT department
- CloudBridge Senior Service for application maintenance and remote technical support



## SeniorERP system structure



### PURCHASING & PRODUCTION

- Estimate supply requirements
- Complete purchasing flow: order, notice, invoice, payment
- Production management: recipes, production orders, distribution of services
- Stock operations: composition/decomposition, entry/consumption notes, transfers

### REPORTING & ANALYSIS

- Interactive Dashboards
- Financial and accounting reports
- Operational reports
- OLAP Cubes
- Integrated Business Intelligence

### MARKETING & SALES

- Web & mobile SFA: customer visit planning, equipment management, sales automation
- Web & mobile CRM: leads, opportunities, sales orders
- Collecting market data through forms
- Full sales flow: offer, order, invoice, notice, receipt
- Invoices from internal & EU/non-EU suppliers
- Agents, divisions, sales areas
- Price List Management





## INVENTORY & LOGISTICS

- Barcode management
- Inventory by barcode scanning
- Traceability, batches, expiration dates, warranties
- Returnable packaging
- Web & mobile WMS: barcode scanning at reception, delivery, inventory, return
- Delivery planning, transport order
- Vehicle fleet

## ACCOUNTING & FINANCIAL

- Automation of general accounting operations
- Define accounting notes templates
- Fiscal years management
- Generate financial and accounting reports & statements
- Income and expenditure centres
- Forecasted expenses, budgets
- P&L tracking, cash-flow
- Planning the company's financial indicators

## ORGANISATION & ADMINISTRATION

- Calendar, tasks, alerts, chat
- Organisation chart, approvals
- Office integration
- List of references
- Role based access
- Document traceability
- Back-up

### ERP add-ons:

#### SENIORVISUALBI - ADVANCED REPORTING AND ANALYSIS

- Developed on the Tableau Software platform, the world leader in providing IT solutions for data analysis and visualization
- Self-service Business Intelligence
- Business analysis just one click away
- Dashboards, geographic analysis, KPI analysis, forecasts, what-if analysis, interactive graphics
- Automatic alerts, chat, web functions

#### HR & PAYROLL — THE COMPLETE HR MANAGEMENT SOLUTION

- Aligned to global HR process management standards and practices
- Integrates state-of-the-art HR management tools and technologies
- Includes best practices tested in companies such as Dacia, Kaufland, Dedeman, Enel, Engie
- Supports a large amount of data: 500+ users, 40 geographic locations, 1 million CVs simultaneously


#### EDI — ELECTRONIC DATA INTERCHANGE

- Replaces sending physical documents created on any commercial interaction, with XML formats, based on widely supported standards
- Automates processes and information flows with partners
- Removes errors caused by document handling
- Streamlines communication with partners



## Licensing options according to your company's needs


1



**SeniorERP Express**

for start-up companies,  
up to 5 users


2



**SeniorERP Online**

monthly subscription  
licensing, instalment-based  
payment for services

3



**SeniorERP Enterprise**

on-demand deployment,  
unlimited number of users

### WHAT BENEFITS CAN SENIORERP BRING TO YOUR BUSINESS?

- Automation of operational processes
  - Reduced working times
- Increased employee productivity
  - Reduced risk of human error
- Increased data accuracy related to items, prices, stocks
  - Improved efficiency across the supply chain, from import to picking, production, handling and delivery
  - Reduced order delivery time
- Increased operation transparency
- Simplified communication between departments
- Reduced response time to customer requests
- Real-time access to information
- More time for result analysis and making the right decisions
- Getting the necessary reports four to five times faster
- Safety of a job well done



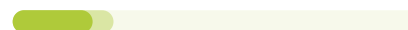
**30-40%**



order processing time decrease



**20-25%**



efficiency increase in the acquisition process



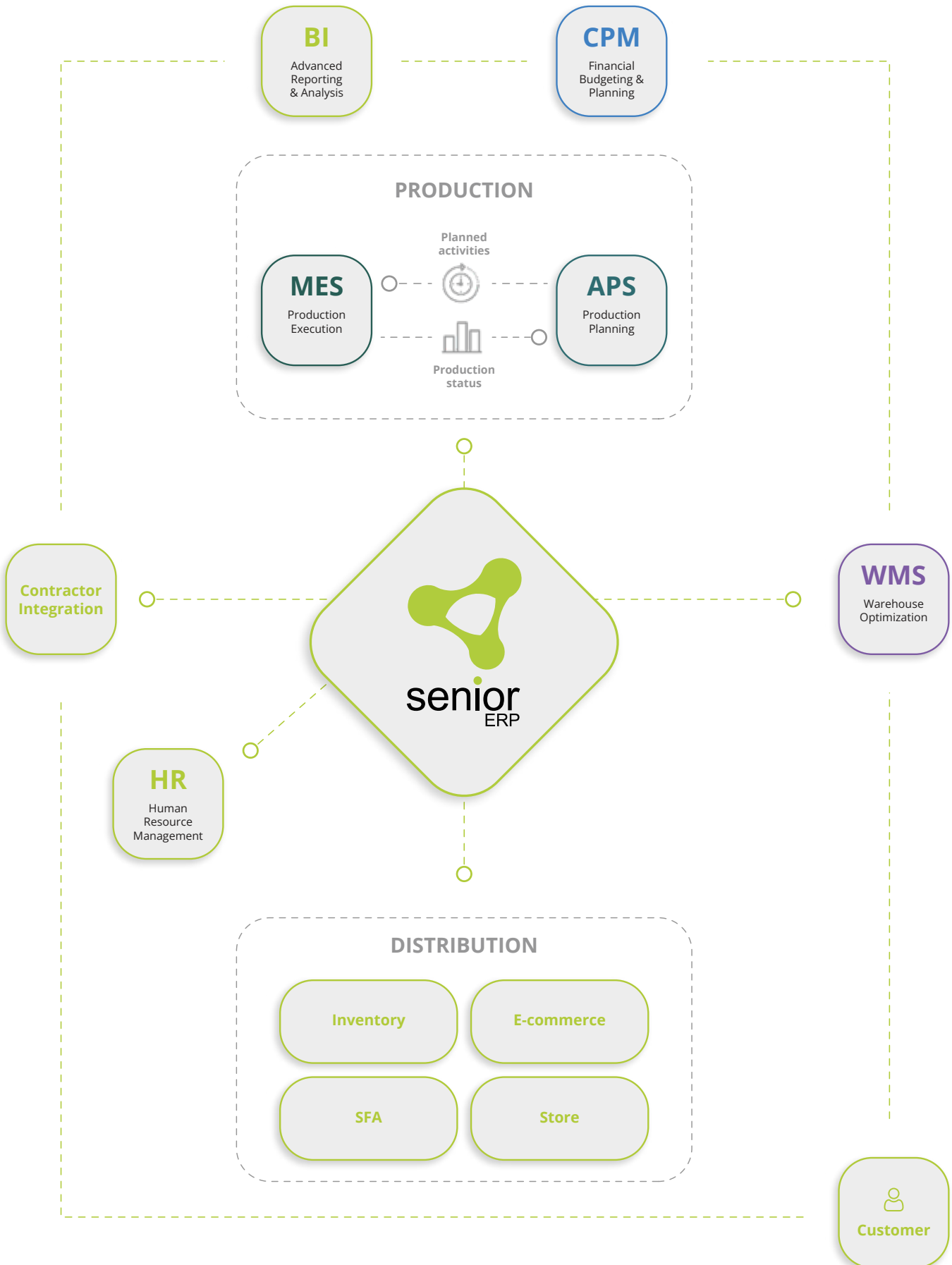
**30-70%**



increase in speed for working with documents



# Choose the complete solution for your company's activities



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# Senior Software – We are one of the most dynamic suppliers of integrated software solutions for business management

**500+**

Successful  
implementation

**200+**

Employee

**2003**

Founding  
year

**3 Offices**

Bucharest, Cluj,  
Constanta



## References

Our systems are used by companies in Romania and abroad, with activities in distribution, production, retail, services, in areas such as FMCG, building materials, pharmaceuticals, equipment and others.

## Know-how

Our knowledge translates into good practices and custom workflows embedded in software solutions specialized for sales and marketing, management, manufacturing and logistics, reporting and data analysis.

## Technology

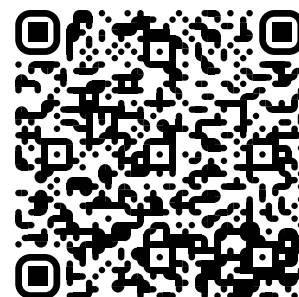
We use the latest technology from Microsoft and internationally tested platforms which allow us to offer modern solutions available on a wide variety of devices.

## Flexible licensing

Our applications have a modular structure and can be delivered in different versions, both SaaS and On-premises, which allows a flexible licensing policy with easy to control costs.

## VIDEO:

Studiu de caz Torockoi



[www.seniorsoftware.ro](http://www.seniorsoftware.ro)  
[www.seniorerp.ro](http://www.seniorerp.ro)



+40-21-310 74 81



[office@seniorsoftware.ro](mailto:office@seniorsoftware.ro)



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