

The **WinMENTOR ENTERPRISE ERP** suite, developed under the Delphi visual programming environment on a Oracle platform, was specifically created for networking and remote operating. Database management can be done under any operating system certified by Oracle (Windows, UNIX, Linux, Solaris – server based), while the customers can work on computers operated with Windows systems.

It is a software package that benefits from the experience of over 15 years of a team which has provided to the profile market in Romania a product chosen by more than 24,000 users: the **WinMENTOR** software management applications. By completely rewriting this package, the result was an ERP suite, mature and stable, designed to complete the range of software products of a producer well known for its active presence in the market and for his effectiveness in implementing all new features on its products.

WinMENTOR ENTERPRISE advantages:

- ☞ Embedded Oracle technology, that ensures an optimal management and full speed work, regardless of the database size;
- ☞ Implementation services kit, which is associated with each sale of the programs and ensures the transition from an application to another with minimal difficulty;
- ☞ Database may be transferred from present **WinMENTOR** existent users;
- ☞ Both pre-implementing analysis and actual implementation are the work of a specialists team in a nationwide distribution system, which allows coverage all over the country, regardless of the number of users;
- ☞ Post-implementing permanent technical assistance provided by specialists (through the Extended Support Program) ensures confident use of application at full capacity through the provision of maintenance (new versions, reporting “bugs”) and remote technical support, but also by on-site maintenance, depending on the situation. Variants proposed for technical support services are flexible and ensure adaptation to the real needs of users.
- ☞ Protecting the software suite by hard key ensures total independence because programs are no longer linked to computer system protection software.

WinMENTOR ENTERPRISE is designed for use by companies with a profile of wholesale and retail, constructions, financial and accounting records, audit, food stuffs, services, storage of pharmaceuticals etc.

WinMENTOR ENTERPRISE allows records and operation of an unlimited number of companies (listed or not in the same holding company).

Firms can be organized on separate subunits. Working on the subunits allows complete “isolation” of a list of subunits within the firm. Each document belongs to a certain subunit. Access rights to certain subunits may be limited, while those who have special rights can see everything, regardless of subunit.

WinMENTOR ENTERPRISE simultaneously accesses the database of a large number of users, regardless of their location (including overseas), provided that a connection, even a slow one, is ensured.

Bookkeeping uninitiated operators may use this software package, once the initial setup was completed under the guidance of the coordinator economical department. When entering primary documents data, the software automatically generates accounting entries, which can be viewed immediately.

Using a client server technology under Oracle database technology is a top solution in a database management.

BOOKKEEPING

WinMENTOR ENTERPRISE ensures the possibility of introducing for your company a specific chart of accounts. With this adjustment you can use analytics on an unlimited number of levels. For each company the program can configure how to do the bookkeeping, so that they conform to the specific activity.

The program automatically calculates the coefficient of goods prices gaps, automatically closes the revenue and the outgoings accounts, and the VAT accounts. For joint venture companies, the software provides the percentage distribution of income and outgoings. As the accounts are automatically operated, the software also composes their explanations. Various accounting notes (for example: formations of expenses, profit sharing, tax on dividends) may complete the accounting entries performed automatically by the software. It is also possible to obtain a consolidated balance sheet for firms within a group.

STOCKS

WinMENTOR ENTERPRISE fully resolves the stocks records, in close connection with the bookkeeping aspect. Here are some features:

- ☞ Flexible items description by the possibility of using attributes where all description characteristics can be detailed; one may choose at any time to switch from working with attributes to working without them, and the attributes list describing the article can be changed anytime;
- ☞ Separated records on subunits, on multiple sub-entities of the firm, by quantity and value or globally by value;
- ☞ Automatic stock discharge by all classic management methods: FIFO, LIFO, WAC (weighted average cost), specific identification;
- ☞ Classification of stock items is compact (inputs with different prices for to the same article shall not create new positions in classification);
- ☞ Possibility of automatic record of associated taxes for each stock item;
- ☞ Quick identification of stock items by using enrollment classes and attributes of characterization;
- ☞ Use of multiple measurements units, with automatic conversion of quantity and price based on specified parities, with stock management possibility per packing/storage measurement units;
- ☞ Registration by series, time limits and expiry dates;
- ☞ Calculation of the coefficient of goods prices gaps in the global-value record;
- ☞ Description of multiple prices and its use according to commercial criteria;
- ☞ Possibility to describe certain characteristics by monthly intervals of validity;
- ☞ Definition of equivalent items and possibility of using them on documents;
- ☞ Possibility of automatic updates of classifications of pharmaceuticals items, according to lists required by the Health Ministry.

Solving documents related to stock and services registration is made on specialized models, similar to the standard forms. Possibilities:

- ☞ Entry of stocks or services on the invoices, delivery notes, vouchers acquisition, emphasizing identified differences in reception and printing of corresponding reception notes;
- ☞ Import inputs (DVI) and automatic calculation of import price, with all its components (customs taxes and duties, excise taxes, etc);
- ☞ Entries from own production;
- ☞ Outputs for consumption with automatic import of specific consumptions related to internal orders launched in production and printing of consumer bills;
- ☞ Sales of stocked goods or products or sale of services highlighted by sales agents, with printing of invoices or delivery notes;
- ☞ Export sales, with invoice printing;
- ☞ Transfer of articles from storage between departments, stock values modifications (modifying the entry price, stock increase or decrease, changing of storage characteristics) with printing of transfer or delivery notes;
- ☞ Recording non-arrived/to do invoices, related to input/output from supplier's notices.

WinMENTOR ENTERPRISE records any type of discount, with the possibility of distributing per prices of the list of discounts from suppliers and automatic generation of sales discounts depending on the invoice value, on the volume of transactions concluded with the client, on the amount billed to a customer or on invoice payment term. For all types of sales documents the software can observe the payment terms and the late payment penalties.

SUPPLIERS AND CUSTOMERS

WinMENTOR ENTERPRISE allows their allocation to classes, depending of current operating needs and for a the quick partners identification.

The software package keeps a single registration in the partners nomenclature, regardless of transactions currency or the accounting type of the partners (current suppliers, fixed assets suppliers, suppliers paid in advance, suppliers – non-received invoices, current customers, receipts in advance from customers, customers – invoices in preparation); depending on the editing form in which one partner is in use, whether supplier or customer, the software identifies the accounting suitable type in order to properly handle the case.

- ☞ All transactions related to partners (documents, payments, collections, compensations) may be recorded on headquarters (work sites);
- ☞ Based on the supplier's credit, **WinMENTOR ENTERPRISE** flags situations when on an output document the credit ceiling of a client is out off;
- ☞ The software allows automatic discounts for each item in stock or sold service depending on distance to the customer, payment term, volume of transactions recorded in time with a client or any associated discounts to that partner;
- ☞ One may consult at any time monthly or annual reports related to all types of partners, in RON or in any other currency, as well as the situation of unpaid suppliers or indebted customers;
- ☞ **WinMENTOR ENTERPRISE** allows working with foreign partners (transactions in foreign currencies) and clearing operations with third parties based on record compensation;
- ☞ The list of monthly incomes from customers allows recording the canceling of payment obligations by class partners or by agents who brokered the sales;
- ☞ The settlement of payment or receipt obligations can be also done in another currency than the one generating the obligations.

TREASURY

- ☞ **WinMENTOR ENTERPRISE** allows connecting payments and receipts to the primary documents that generated the payment or collection obligation. Foreign currency payments and receipts are accompanied by automatic recording of exchange rate variations;
- ☞ Highlights the ongoing banking operations (bills of exchange, checks, promissory notes, etc.)
- ☞ Completely manages cash advances through payments, refunds and justifies the spent amounts;
- ☞ Offers the possibility of regularization of foreign currency balances (Cash/Bank, Partners, Staff);
- ☞ Prints the cash and bank register in RON or foreign currencies. Amounts in process of settlement can be printed separately for receipts or payments in process, highlighting actual or likely settlement date.

CASH REGISTER

This software module was created for users of cash registers and is interfaced with all types of such devices currently on the market. Due to the constant dynamics of these devices, please contact us for the complete list of cash registers compatible with **WinMENTOR ENTERPRISE** and for the specific working processes supported by them (offline, offline on extended memory, keyboard emulation).

Key features:

- ☞ Importing stock figures from work points it serves (from stock, initially or afterwards from reception transactions or by internal transfer);
- ☞ Editing the "Z" report and generating effective monetary and stock changes using **WinMENTOR ENTERPRISE**;
- ☞ Provision of home sales reports at any time of the day without interrupting the functioning of the cash register or influencing in any way its correct function;
- ☞ Automatic recording of operated accounts.

FIXED ASSETS

The software module permits the evidence of fixed assets and inventory objects of the company, automatic calculation of depreciation in the linear, accelerated or skimmed regime, with immediately visible results in account balances, without intermediate steps.

Computing facilities: the possibility to change the duration of use of a fixed asset during the depreciation cycle, to reevaluate fixed assets depreciation and their value of inventory, the change of classes, etc.



COMMERCIAL

The module is designed for the sale and marketing department and offers the following specific facilities:

- ☞ Registration of offers from suppliers and of those issued for customers (by intervals of validity);
- ☞ Evidence of orders issued to suppliers and orders from customers, and printing of pro-forma invoices;
- ☞ Use of special editing forms for quick document issuance: generators of invoices, of output documents to subunits, of transfers between sub-entities and price changes;
- ☞ Generating and processing packing lists for delivery of goods from different documents to the same recipient;
- ☞ Records of transport packages which enables distribution per item unit of transport costs;
- ☞ Marking stocked items for which payment is requested and issuing special discount values;
- ☞ Declaring promotional items and the possible discount automatically granted for their sale.

Specific reports provided with the for the **COMMERCIAL** module of **WinMENTOR ENTERPRISE**:

- ☞ Stocks: reserved stocks, stocks to be supplied, critical stocks, low stocks, expired stocks, non-moved stocks, stocks by age, predictions on stocks, stocks rotation;
- ☞ Customers and suppliers: customers top, suppliers top;
- ☞ Inventory movement: sales top, profit per item, sales by items classes, regular sales (daily, weekly, monthly, quarterly).

LISTS AND REPORTS

Sorting by increasing / decreasing values of any column, lines group by common values of columns, filtering conditions in listed lines, automatic pooling and other similar operations can be configured by the user according to needs arising in the operation of the software package. The lists and reports module allows quick reporting of several columns simultaneously.

Centralization of reports is possible, by specific columns (fields), resulting in quickly generated synthetic reports. A list may expand, in whole or by specific groups, to allow access to its essence (regular lines).

In case one list needs grouping, filtering and/or other various configurations in order to respond to various requests, the user can save versions of the original list, so that its specific name will appear in the lists module menu at the same level as the original list delivered with **WinMENTOR ENTERPRISE**.

Reports may be saved in three different ways: local save, common save and repository of records save. When calling a list from the menu, if saved versions exist, the user has the possibility to choose the listing: new list generated on the spot, loading the list from a local saves version or common-to-all-users loading.

Lists are initially created with a limited number of columns (fields). Depending on the specific activity, other existing columns in the software database are often necessary. The user can add these columns by selection from a list of possible columns, which are called additional columns.

The user can program the generation and/or print of certain lists (job list) to a specified date and time and with a given periodicity.

Some of the types of reports that can be obtained:

- Bookkeeping reports: trial balance in RON or foreign currency, for the whole company or by subunits, consolidated balance for a group of companies, accounting record journal, analytical account files, general ledger, overall sales figures in RON or foreign currencies, joint venture compensations, financial statements, etc.;
- VAT reports: journal of acquisitions, sales journal, receipts register from stores;
- Cash and bank reports: the cash and bank (in RON or foreign currencies) registers, reports on payments and receipts pending settlement (bill of exchange, check, promissory note, etc.);
- Stocks reports: reports on suppliers (including imports, detailing how to calculate the import price) or from own production, raw materials specific consumption, sales lists, stocks records, balance inventory, management report;
- Reports on suppliers/customers/cash advances: supplier/customer datasheet, balance of suppliers/customers, settlement datasheet, balance of advances to settlement, list of unpaid suppliers, indebted customers, entries from customers, payments to suppliers.

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