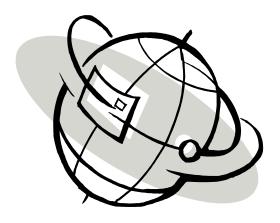




## **Promotional Products Distributor Packet**

A Better Business Approach





**ABBASOFT TECHNOLOGIES** 

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### **Promotional Products Distributor Packet**

### Included in this packet is:

**Distributor Summary Flyer** 

Overview of SAP Business One Add-ons – (Pages 1 & 2)

About Abbasoft – Company Profile – (Pages 1 & 2)

**Credit Card Interface – (Pages 1 & 2)** 

**Gift Card Tracker** 

**Design Specification Manager** 

**Data Importer** 

**Location Movement** 

Pipeline – (Pages 1 & 2)

Pricer - (Pages 1 & 2)

**Projection Profitability Recap** 

Request For Quote (RFQ)

**Sourcing Processor** 

**Warehouse Management** 

WorkFlow

Crystal Dashboard (Pages 1, 2 & 3)







## **Solutions for DISTRIBUTORS**

CAN I ATTACH ALL ARTWORK AND EMAILS WITH EACH ORDER?

CAN I QUOTE WITH COMPLETE DETAILED SUPPLIER HISTORY?

CAN I HANDLE
REORDERS WITH JUST
A FEW MOUSE
CLICKS?

CAN I MOVE TO A
NEAR PAPERLESS
ENVIRONMENT TO
INCLUDE ELECTRONIC
COMMUNICATION
WITH YOUR
SUPPLIER?

9

ABBASOFT solutions for Distributors in the Promotional Products Industry are combinations of our own Extension Products and SAP Business One. ABBASOFT solutions are integrated, affordable business management solutions that can help streamline your project workflow, improve your productivity, and create a near-paperless environment.





## **Overview**

Paper-based processing is a thing of the past when using SAP Business One with Abbasoft Extensions. Put an end to losing orders and out of file conditions which interfere with getting the job done. Designed specifically for the Promotional Products Industry and built on SAP Business One, this integrated and affordable business management solution can help streamline your project workflow and improve productivity whether you are a Supplier or Distributor.

#### **Extensions for SAP Business One**

Below are the available SAP and Abbasoft Software Extensions which can be purchased separately or bundled with SAP Business One. Unlike our competitors, our extensions seamlessly integrate with SAP Business One. Customize and tailor your SAP program by adding extensions that best fit your company's needs.

Extension	Overview				
Advanced Inventory	Improves flexibility by allowing you to change a kit in order entry including substituting different parts. Component allocation is immediate.				
Alert MRP	Allows for immediate messages when you need to make buys or production builds, reducing lead times and inventory errors.				
Clothing Manufacturing	Allows clothing production by style and color, grouping all sizes into one production order.				
Credit Card Interface	Allows you to authorize payment and hit credit card at invoicing.				
Design Specification Manager	Maintains decoration information specific to the customer's decoration				
Importer	Imports items into SAP Business One from multiple suppliers.				
Intelliprint	Automatically makes decisions on what to do with the parts received into stock, reducing labor and increasing through put time.				
Location Movement	Allows for the simple movement and management of an item and their location in the workflow by barcode scan.				
MIP	Reduces labor by linking together multiple manual functions.				
Pipeline	Connects SAP Business One to your website or any other external point which require real- time data communication.				
PO Movement	Allows Suppliers to easily track materials in transit as well as in receiving inspection.				
Pricer	Expands SAP by allowing you to customize pricing based on Order Type, Quantity Breaks, Customer Type, Part Type or Promo Special.				
Project Profitability Recap	Allows companies to evaluate project profitability as a byproduct of day to day processing.				

(continued on next page)



**Overview** 





Extension	Overview
Quality	Allows for the input of quality control information for incoming shipments.
Request For Quote (RFQ)	Allows for the electronic interface to multiple Suppliers or factories for sending and receiving quote information.
Return Material	Stores customer information and current status, improving visibility and efficiency for better
Authorization (RMA)	management of returned orders.
Secure	Provides advanced security at the field level with detailed user tracking and performance
	monitoring.
Sourcing Processor	Allows for the organization and tracking of Supplier or factory information including multiple
	quantity breaks, pricing as well as flat charges.
Warehouse Management	Manage your warehouse movements, adjustments, and more using web enabled wireless guns.
	You can also do receipts, bin adjustment, picking and view your part bin inquiry.
Work Flow	Provides detailed tracking of sales orders. Can vary by order type and production location, and
	also allows for up-to-date order status on your website for your customers.
Zoom	Improves navigation and adds additional functionality to SAP's already powerful toolkit.

### **Extensions for E-Commerce**

Below are the available SAP E-Commerce Extensions. Enhance the capabilities of your online store by using the extension that best fit your needs.

Extension	Overview			
Advanced Coupon Logic	Allows tracking of coupons by company based on 'Buy one, get discount on second product' as well as shipping discount percentage to include free shipping.			
Advanced Image Display	Displays active color swatches and thumbnails with image rollovers.			
Advanced Sales Logic	Improves sales processing to include tax codes, sales package labels, shipping charges, sales commission reports, and custom attachment inserts.			
Advanced Sync	Allows you to upload and download User-Defined Fields and additional user tables between SAP Business One and E-Commerce.			
Customer Specific Catalog	Under the same URL based on logon, you can assign a logon specific catalog which limits product availability by color and/or size.			
E-Design Specification	Maintains decoration information specific to the customer's decoration.			
E-Pricer	Customize pricing in SAP Business One based on Order Type, Quantity Breaks, Customer Type, Part Type and Promo Specials.			
Gift Card Logic	Allows for the tracking of Gift Cards and Gift Certificates, handles bulk amount purchases, and limits to one-time use.			
Work Flow Status	Allows customers to view their current order status online which also provides a link to view shipping information if the product has been shipped.			



**Overview** 

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### **ABOUT ABBASOFT**

### **Company Profile**

Abbasoft Technologies has been a provider of business solutions for small-to-medium businesses for over 24 years. Prior to their partnership with SAP, Abbasoft Technologies had an extensive inventory of their own business solutions. The company established itself early on as an innovator by building the PARTNER ERP product in EZ, a next generation suite of programming tools, making Abbasoft Technologies a leader in terms of system design and flexibility. Abbasoft was also the leader in using Micro computing technology to replace the more costly Mini computer technology. Using Micro computer technology allowed many of the smaller businesses to take advantage of a real ERP solution.

In 2004, Abbasoft Technologies became a partner of SAP and extended the Business One solution to the Promotional Products Industry. They chose this market because of their extensive experience in the industry.

Now focused on selling SAP Business One, Abbasoft Technologies has concentrated their efforts on building the largest inventory of extensions specifically designed for the Promotional Products Industry. By combining the intuitive and comprehensive Business One solution by SAP with the specialization and industry expertise provided by Abbasoft Technologies, Abbasoft Technologies has built a business solution that is ideal for growing companies that want to make every part of their business as efficient and effective as possible. Abbasoft Technologies offers a customized approach to their services that's based on a customer's specific needs – combining in-depth industry knowledge with a longstanding commitment to growing companies.

Abbasoft Technologies offers system consulting services, programming and development, specification design, and technical support through their offices located in California, Ohio, and Florida.





### **Product Development**

ABBASOFT Technologies revolutionized manufacturing and distribution software by releasing the only Internet Based system which included a fully integrated ERP & E-Commerce solution. Released in 1997 with modules including Order Entry, Order Configurator, Vendor Purchasing, Job Costing, Capacity Planning Work Flow and Marketing at a price affordable to small-to-medium size businesses. ABBASOFT Technologies has created an array of extension products that go beyond the Promotional Products Industry and take them back into the Job Shop Manufacturing world with the SAP Business One product.



#### **Mission Statement**

We constantly strive to satisfy our customers' needs by providing a complete solution that is supported by a highly-knowledgeable staff. The customer is our first priority at all times. We strive to meet these commitments by providing our staff with on-going education, training, and a strong emphasis on customer satisfaction. We will always endeavor to be at the forefront of new technology as an industry leader.

### **Quality Statement**

Quality is never an accident; it is the result of high intention, sincere effort, intelligent direction and skillful execution; it represents the wise choice of many alternatives.



### Support

- System Consulting Services
- Programming and Development
- Specification Design
- Technical Support

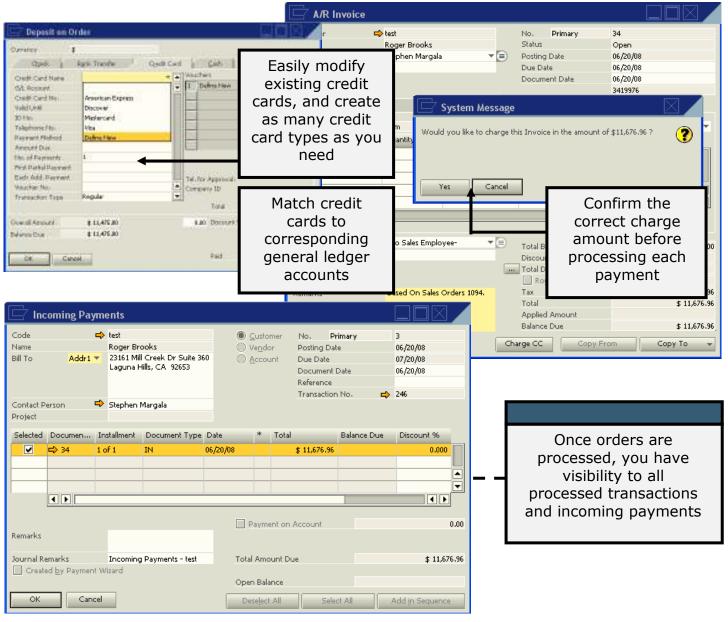




## **Credit Card Interface**

The Credit Card Interface extension allows you to authorize payments, process credit cards at invoicing, and track completed transactions.

The illustration below highlights some of the key features that can be used when processing a credit card transaction in SAP.





**Credit Card Interface** 





## **Credit Card Features**

- ➤ During Sales Order Entry, you can get authorization or charge the credit card
- ➤ On invoicing, you can charge the card without authorization or you can use the existing authorization to charge
- > Can use up to three credit cards for one invoice
- > Can refund credit card charges during credit memos
- ➤ If you have the proper credit card data stored in the Business

  Partner, the data will default into all appropriate spaces during credit card process
- > You can get authorization without the credit card bill to address
- > Interfaced to both PayPal and Authorize.net
- You can have multiple authorizations per order



**Credit Card Interface** 



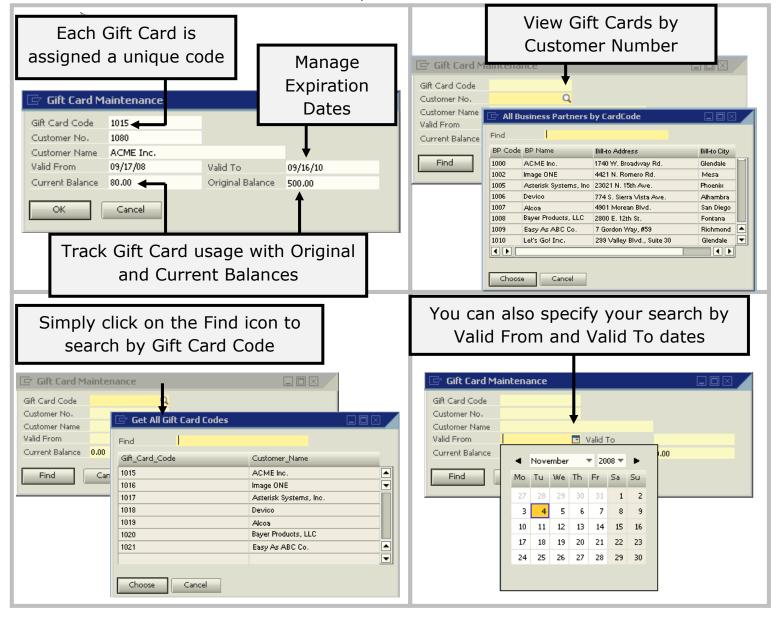


## **Gift Card Tracker**

The Gift Card Tracker makes it easy to track and manage your gift cards by utilizing the Gift Card Maintenance screen. This function allows you to perform system-wide searches based on key fields, giving you flexibility and full visibility of your gift card sales.

Gift Card Tracker allows you to easily create, modify and track Gift Cards and Gift Certificates.

Below are a few key features of this extension.





**Gift Card Tracker** 

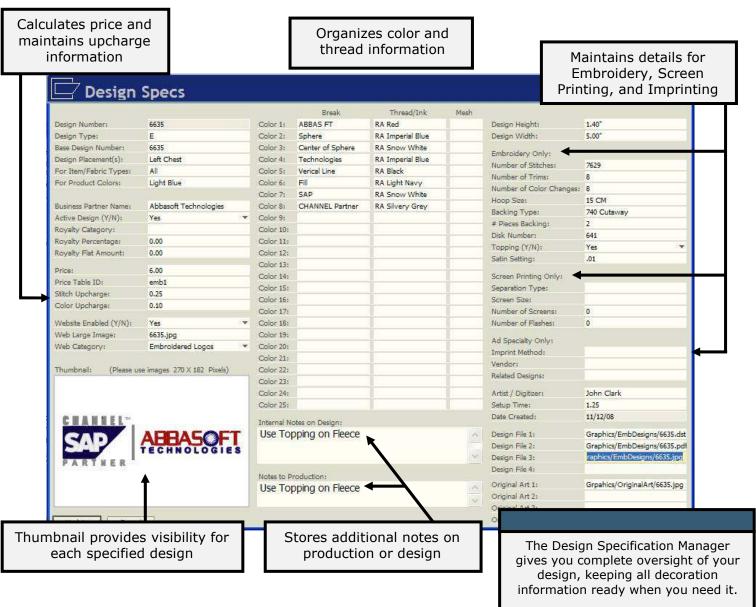




# **Design Specification Manager**

The Design Specification Manager extension improves the efficiency of SAP by maintaining decoration information specific to a customer's decoration. It focuses on fields that are tied to the design specification as opposed to standard field for every day parts and items.

The illustration below highlights some of the key features that can be used in handling various designs.





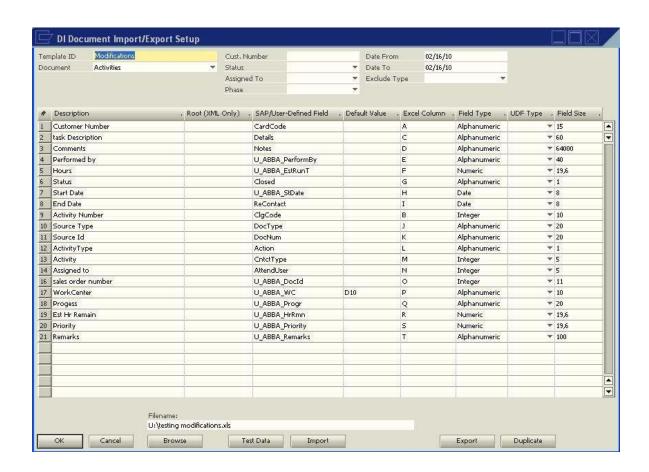
## **Design Specification Manager**





# **Importer**

The Importer extension integrates SAP and Microsoft Excel by allowing you to bring in parts and items into the SAP database from a Microsoft Excel file. Excel files are custom and can support many things such as warehouse codes, pricing and up charge data, part/item descriptions, etc.



#### **Additional Features:**

- Can explode size and color data into SAP
- Automatically creates part/item numbers for all combinations of sizes and colors



**Importer** 

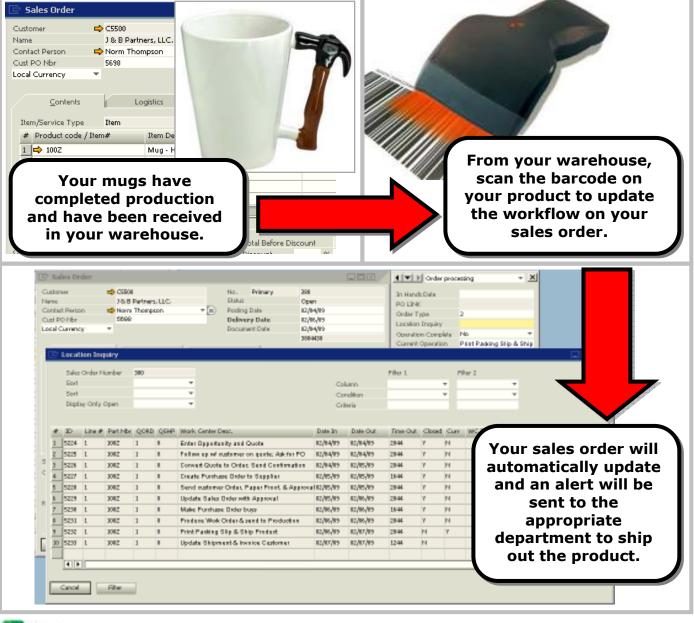




## **Location Movement**

The Location Movement extension allows you to remotely update the status on your sales orders. You can easily process movements in your work flow and automatically update your sales order without having to be in front of your computer.

Below is an illustration of how the Work Flow Movement extension works.





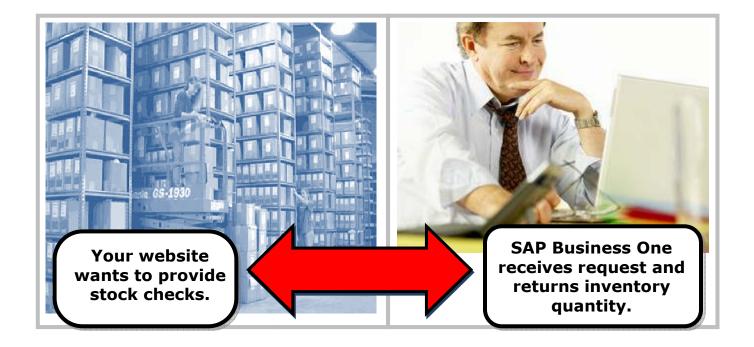




# **Pipeline**

The Pipeline extension connects SAP Business One to your website or any other external point which requires real-time data communication.

The illustration below is just one example of how the Pipeline extension can be used.



Although Pipeline can be used for different connectivity issues, the most common is connecting SAP Business One to customer's existing websites. Pipeline eliminates having to re-do your website and allows you to:

- Accept sales orders
- Handle quotes
- Provide order status
- Display available inventory
- Provide invoice information

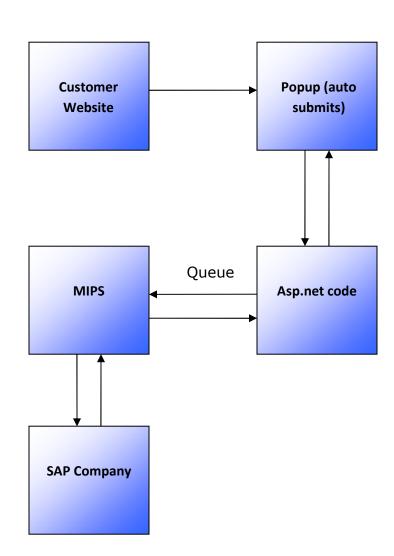






# Pipeline Flow – Web Integration

- 1. **Customer website** calls popup and displays 'processing' message to user.
- 2. **Popup auto-submits** to asp.net code
- 3. **Asp.net code** sends message using queue
- 4. **MIPS** receives message from queue
- 5. MIPS is **connected to SAP database** and queries to get
  answer
- 6. **MIPS sends results** back over queue
- 7. **Asp.net code receives answer** from queue



#### **System Notes:**

- \* MIPS requires one basic CRM user
- \* Popup and asp.net code must run on IIS (Microsoft Internet Information Server)
- \* Customer website can run on any OS or webserver (ex: Linux, Windows, etc)



**Pipeline** 

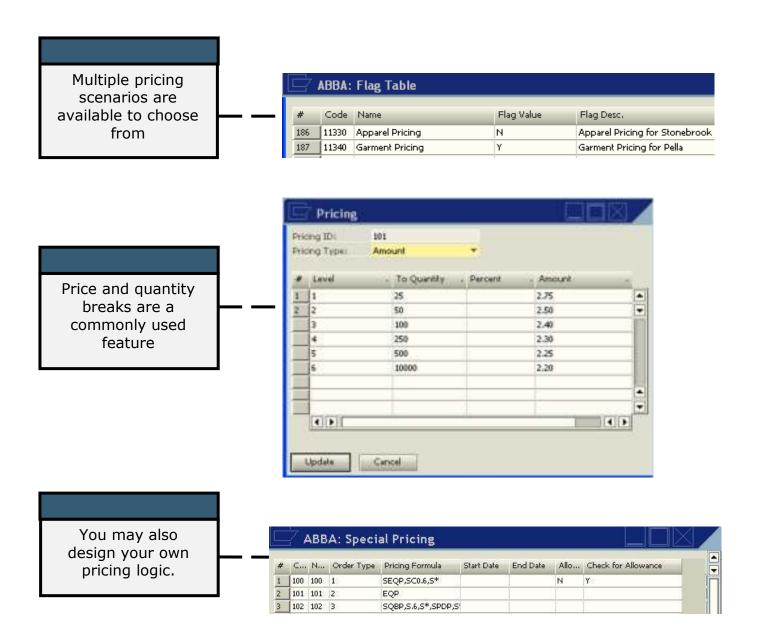




## **Pricer**

The Pricer extension expands SAP's functionality by allowing you to customize pricing based on Order Type, Quantity Breaks, Customer Type, and Part Type.

Featured below are different ways the Pricer extension can help you organize and easily modify pricing.









## **ABBA Pricer**

Following are three independent methods how the Abbasoft Pricer Extension can be set up. At the bottom of the screen are two additional features that can be turned on with any of the Methods.

#### Method 1

- A. Prices are calculated based on the order type and quantity breaks
  For each order type you can assign a price table matrix which the price can be a fixed
  dollar amount of a percentage off of the base price.
- B. Special customer pricing up to 2 levels.

On this option you can setup a Customer to get a better quantity price break. If you have price matrix of 6 different quantity breaks you can setup the Customer to get the price level 3 and price level 6 based on the order quantity.

#### Method 2

- A. Based on order division code you can setup price matrix per division.
- B. Calculate prices based on total order quantity by item group. On this option the system will total up the quantities for all the like item groups and will check the price matrix for quantity discount and will use that quantity break price level for all line items.

#### Method 3

A. Price Level Calculation.

Calculating the prices based on item cost. This option system will calculate the sell price based on the pre-define mark up table and total line item quantity.

#### Additional Features (may be turned on with any Method chosen)

For any of these options you can have seasonal specials prices by customer or by item which overrides the price calculation methods.

Also you will be able to have special prices by promotional codes. Part of the Price includes the Promotional Code set up screen.



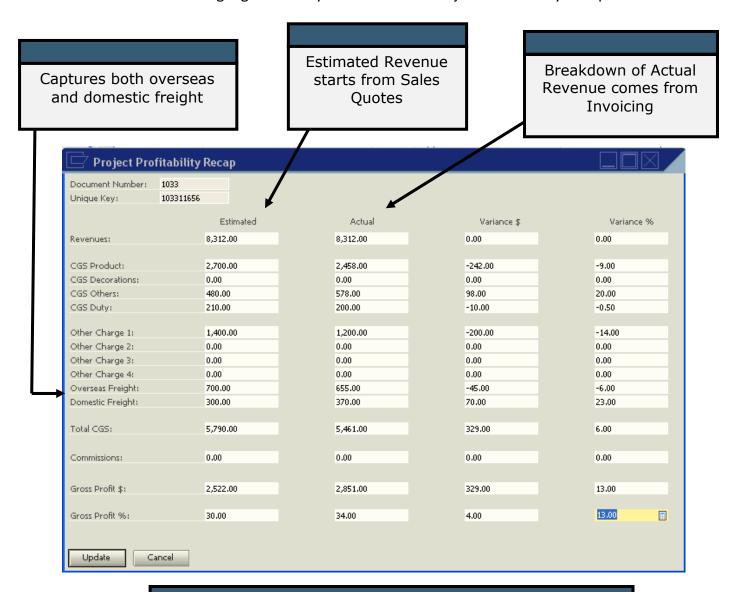




# **Project Profitability Recap**

The Project Profitability Recap extension allows you to evaluate project performance as a byproduct of day-to-day processing.

The illustration below highlights the key features of the Project Profitability Recap extension.



Project Profitability Recap allows Suppliers to estimate costs for a project and also captures both revenues from invoicing and expenses from accounts payable.



### **Project Profitability Recap**

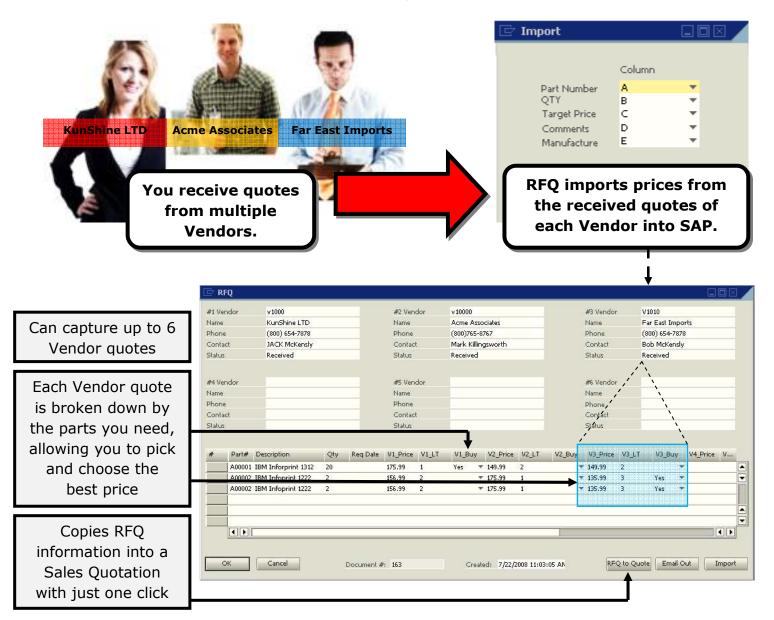




# Request For Quote (RFQ)

The Request For Quote (RFQ) extension allows for the electronic interface of multiple Suppliers or factories for sending and receiving quote information.

The illustrations below describe how the Request For Quote extension can be used.





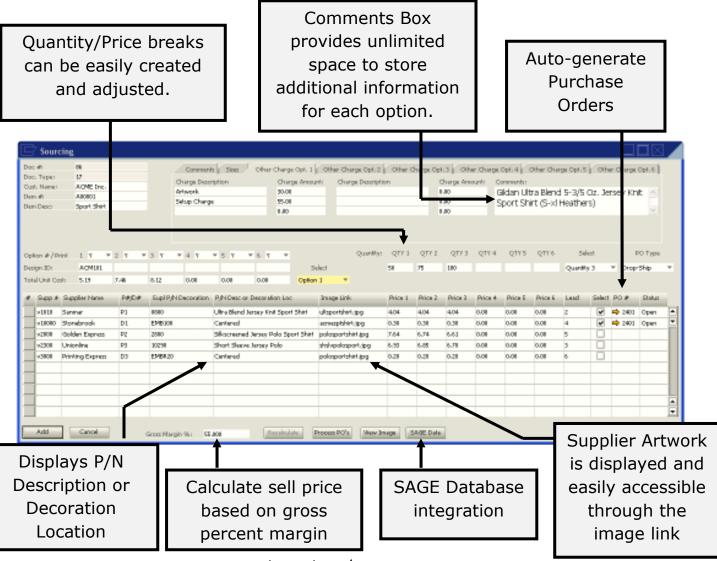




# **Sourcing Processor**

The Sourcing Processor extension allows for the organization and tracking of Supplier or factory information including multiple quantity breaks, pricing, and flat charges.

The illustration below highlights the key features of the Sourcing Processor extension.



- Track vendor P/N
- Capture extra charge
- Source stock or drop ships
- Easy color entry
- Size entry based on availability



**Sourcing Processor** 





# **Warehouse Management**

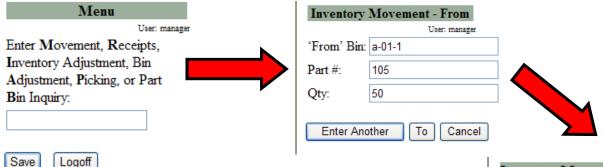
The Warehouse Management extension allows you to control your warehouse movements, adjustments and more using web-enabled wireless guns. You can also do receipts, bin adjustments, picking and view you part bin inquiry.

Below is a brief description of how the Warehouse Management extension works.

Once logged in through the browser interface, select your option from the customizable menu. Let's take a look at the Movement selection and see what detailed steps are involved to process a movement.

#### **Inventory Movement - From**

The cursor starts on the 'From' bin field. Either scan or type in the source bin. Next either scan or type in the part number. After this, the quantity will default in which you may override. Click 'Enter Another' to enter more records or click 'To' when finished and display the 'To' screen.



### **Inventory Movement - To**

The Part Number, Available Bins, Quantities and Default Quantity Value all default in. All you need to do is scan or type in the destination 'To' bin. This screen will loop through all the parts you have entered on the 'From' screen.

Inventory Movement - To						
		User: m	anager			
Part #:	105					
Avl Bins:	A-01-1	F-02-1				
Qtys:	4840	12				
'To' Bin:						
Qty:	50					
Add Cancel Save						

When complete, you will be returned to the 'Inventory Movement – From' screen. The user is also allowed split movements into multiple bins. To end out of the application, you can just close the browser session.



Warehouse Management

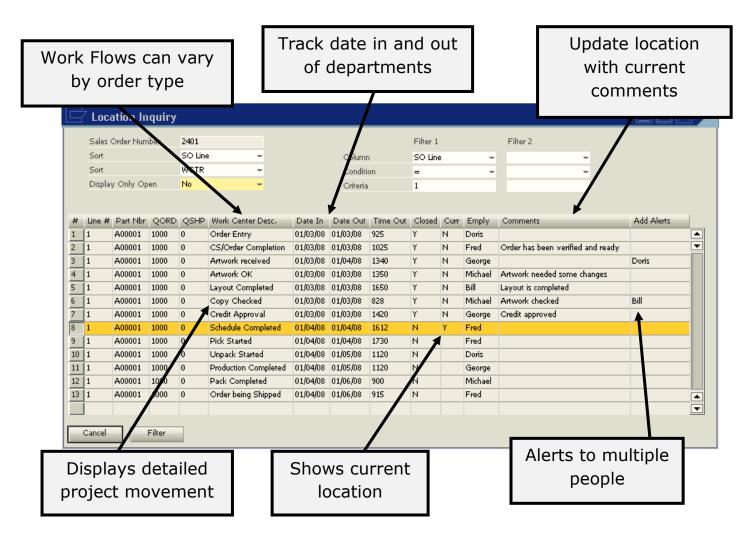




## **Work Flow**

The Work Flow extension provides detailed tracking of sales orders. Work Flow can vary by order production location and also allows for up-to-date order status on your website for your customers.

Below is an illustration highlighting key features of the Work Flow extension.



- Insert and track re-work steps.
- Provide automatic alerts for jobs that stay too long in a department.
- Report work load by department by employee.
- Credit logic can stop Work Flow at critical departments, but allows preproduction work to continue.



**Work Flow** 

# **Crystal Dashboard**



# **Crystal Dashboard**



# **Crystal Dashboard**

