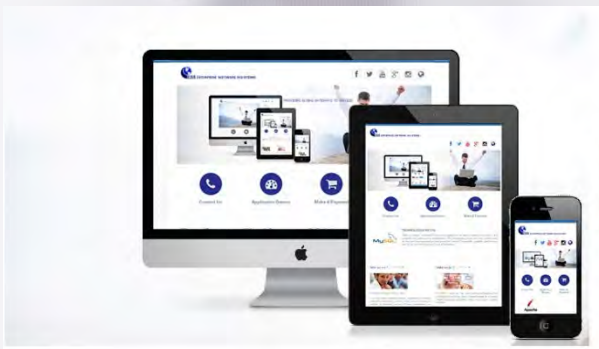
Digital Platform Salesforce Automation (SFA)



Enterprise Software Solutions

ESS™

Providing Global Gateways to Success!

ABOUT US

- Enterprise Software Solutions (ESS) since 2005 company specializes in Development of Customized Software programs & Business applications for a wide range of organizations both offshore & onshore engaged in various fields such as Insurance, Medical, IT Implementation, Quality Control Process MGT, Transport & Logistics, Manufacturing, Supply chain Management & Warehouse MGT .
- Based in Kansas & Florida , USA. Over 17 years of technology solutions provider specializing in Software application development services have birth our ERP, SFA, CRM with IPK and BI-tools Platform. Our operations are carried out worldwide based from USA , Canada supporting Europe & Southeast Asia supporting Asia, Middle East & Australia.

SANDBOX CLIENT PORTFOLIO

NEXT GEN Commerce Platform

ERP Integration

CRM

PAYMENTS

PROMOTIONS

MULTIPLE ORGANIZATION

SFA

FLEET

BLOGS

Warranty MGT

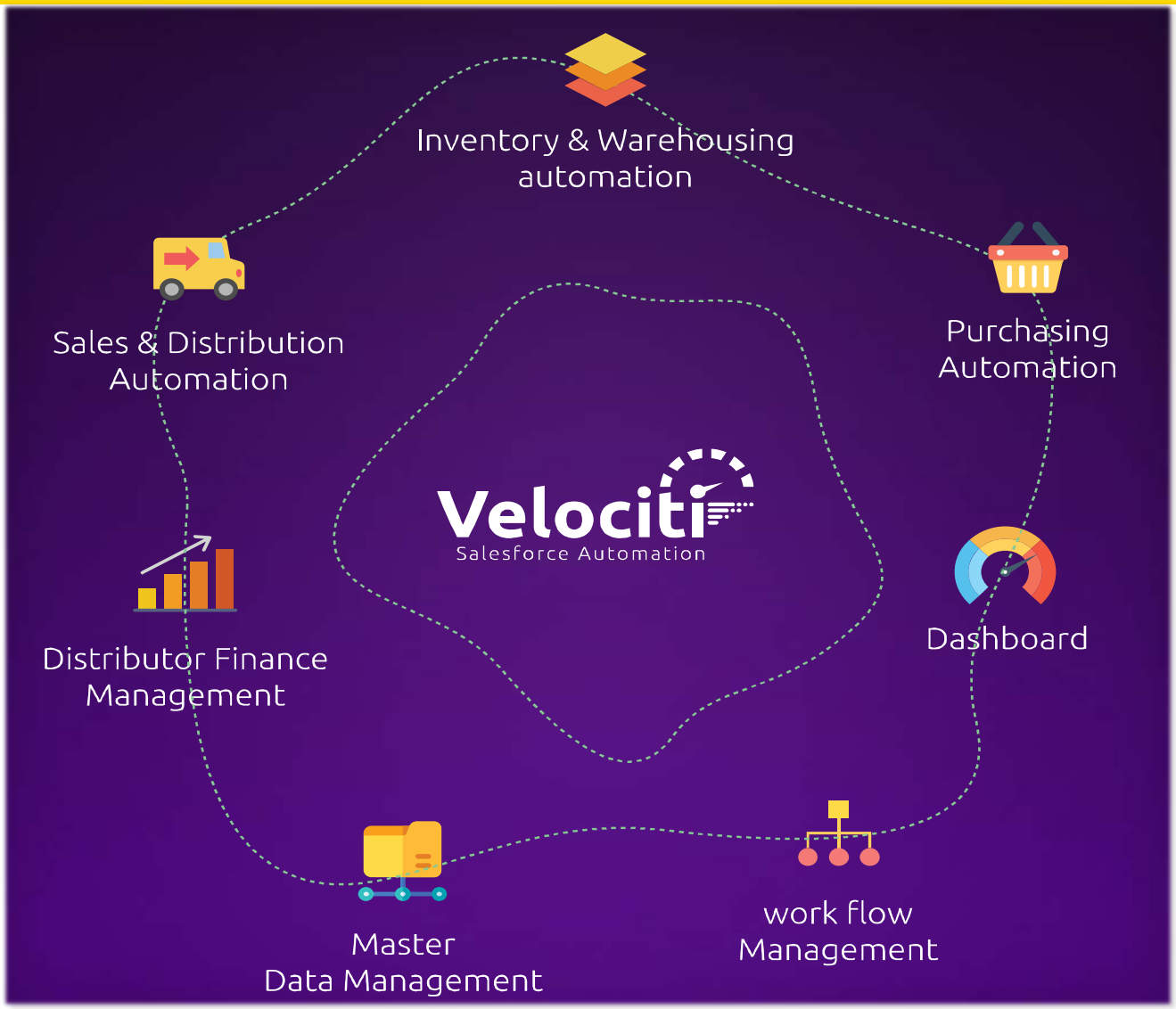
OTHER SYSTEMS INTEGRATIONS
(AD,PAYMENT GATEWAY ,HR,SMS & EMAIL)

Inventory Tracking

REPORTS

VELOCITI SFA

- Velociti Sales Force Automation System is help to keep 360-degree view in Field Sales and Tracking Process



VELOCITI SFA MOBILE APP CURRENT FEATURES

- Day Start & Day End
- Customer Master List
- Itinerary Planning
- Route List
- Product Master List
- Data Sync
- Customer outstanding / History
- Real Time Data Base

- Dashboard
- GIS Capturing
- New Outlet Capturing with Location
- Order Tracking (Pre sale/ Van Sale)
- Return
- Free issue and Discount scheme
- Invoice Print Out
- Payment Collection
- Sales Target Maintaining

VELOCITI SFA WEB APPLICATION CURRENT FEATURES

Administrator Module

- System Users Maintaining
- Designation Hierarchy Maintaining
- System Email & SMS Functionality
- User Permission Management
- User Activation / Deactivation

Procurement Module

- Purchase Order - Standard Form
- Automated Purchase Order
- Goods Receive Note
- Purchase Invoice
- Purchase Return Capturing
- Purchase Discount (Line Wise/ Document Wise)

VELOCITI SFA WEB APPLICATION CURRENT FEATURES

Inventory Module

- Product Master
- Multiple Pricing - Price List
- Product Movement Methods - FIFO / LIFO
- Multiple Warehouse Management
- Stock Transfer
- Stock Adjustments
- Stock Take
- Stock Allocation
- Batch and Expiry Management
- Sales Rep – Product Mapping
- Distributor – Product Mapping

Sales Module

- Customer Master
- Customer Credit Control
- Pre Sales/ Van Sales Order Capturing
- Sales Invoicing
- Customer Returns
- Customizable Discounting and Free issue schemes
- Route Creating
- Sales Rep – Route Mapping
- Itinerary Planning
- Distributor – Customer Mapping
- Focus Item Management

VELOCITI SFA WEB APPLICATION CURRENT FEATURES

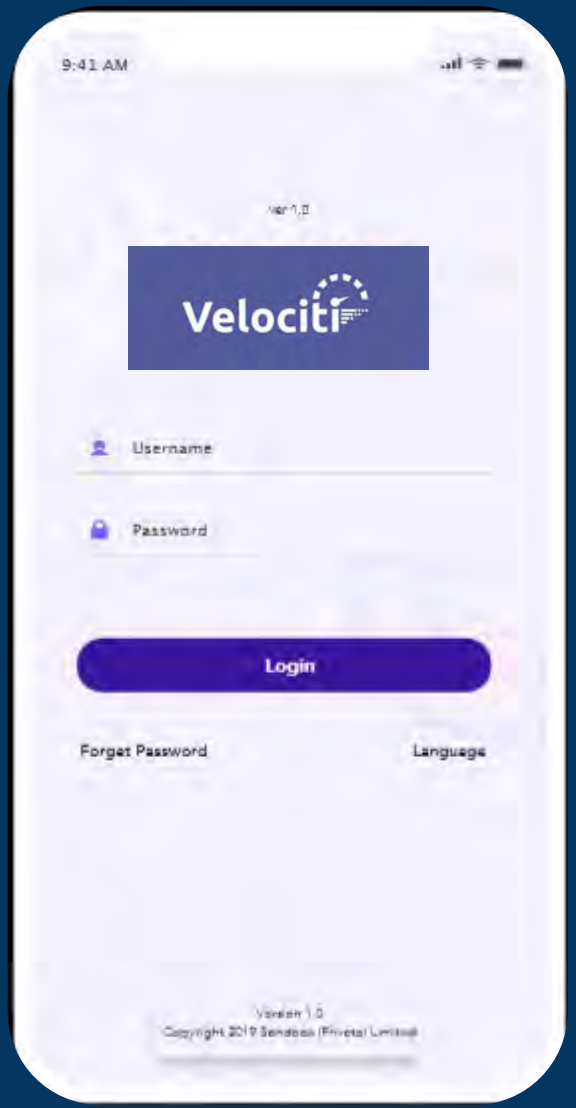
Finance Module

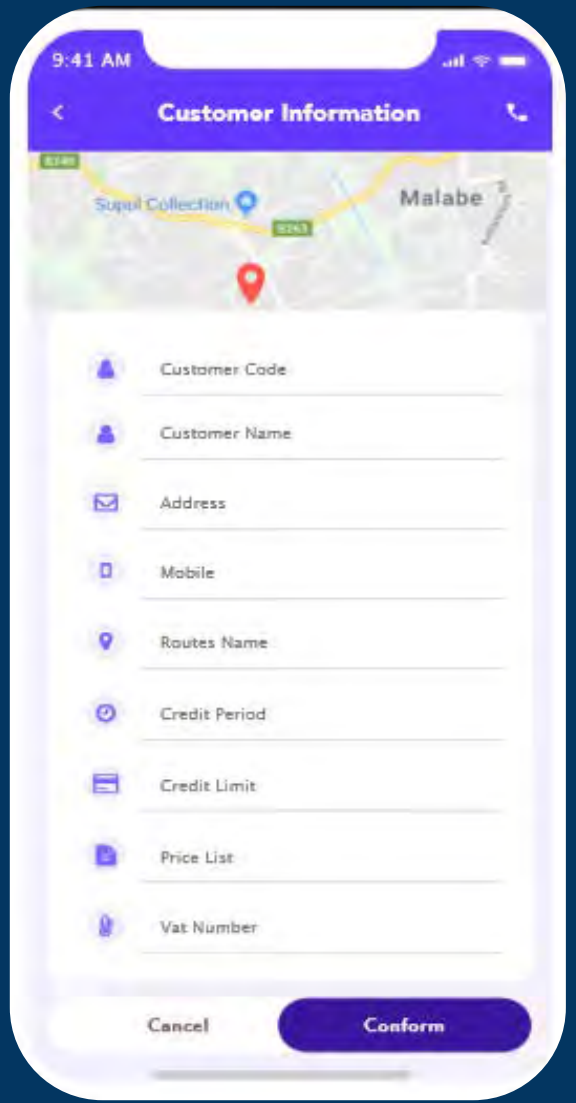
- Supplier Payments (Including PD Cheque Management)
- Customer Collections (Including PD Cheque Management)
- Credit Memos & Debit Memos
- Advances & Refunds
- Outstanding Setoff
- Bank Reconciliation
- Bank Adjustments
- Manual Journal
- Tax Configurations

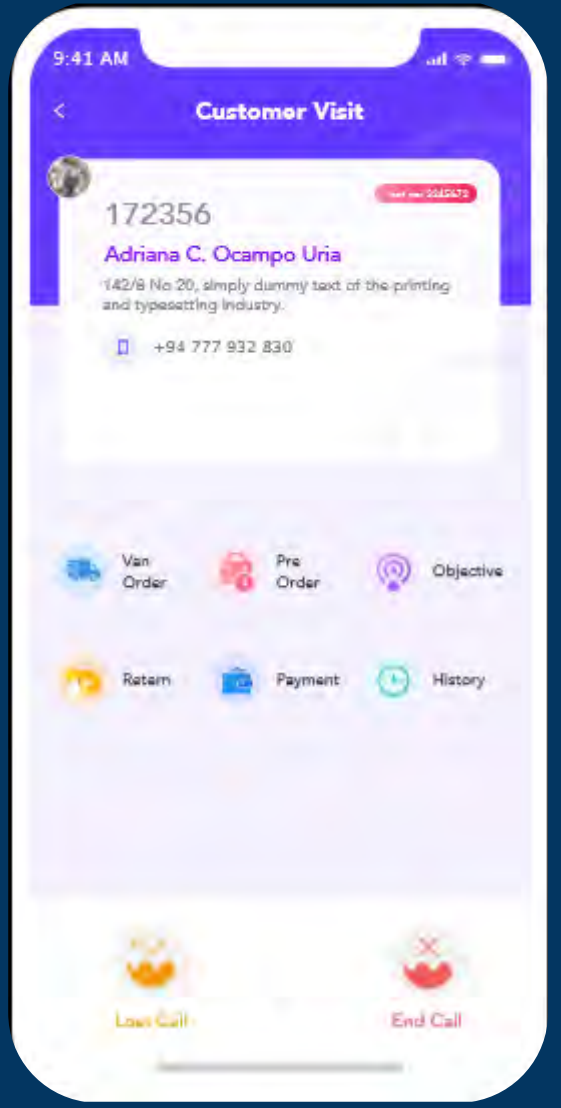
Reporting & Dashboard Module

- Standard Report & Dashboard (Cannot Customize Once Implemented)
- Velociti Analytics Tool - User Customizable Reports & Dashboard

Velociti SFA Mobile Screen



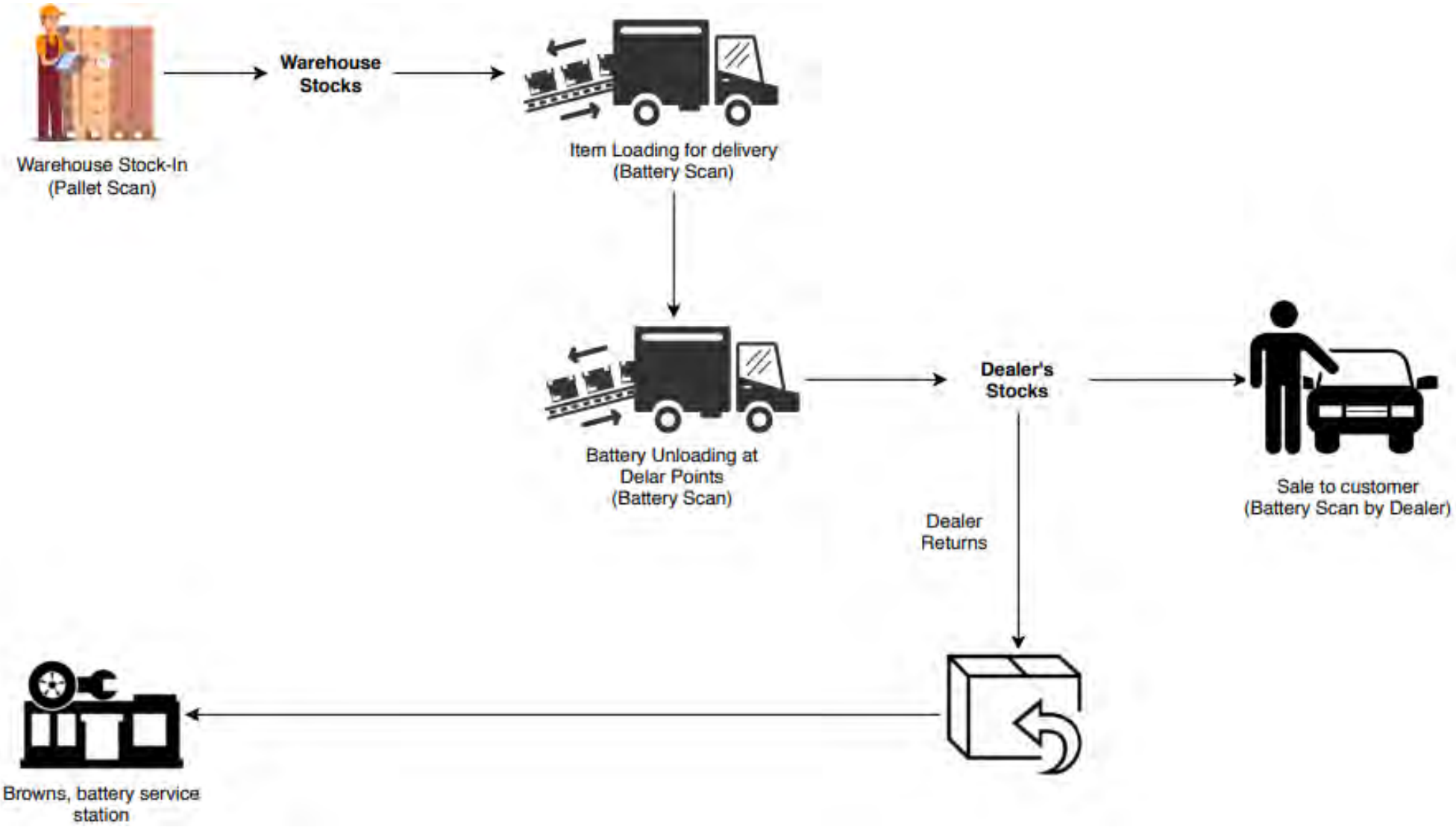




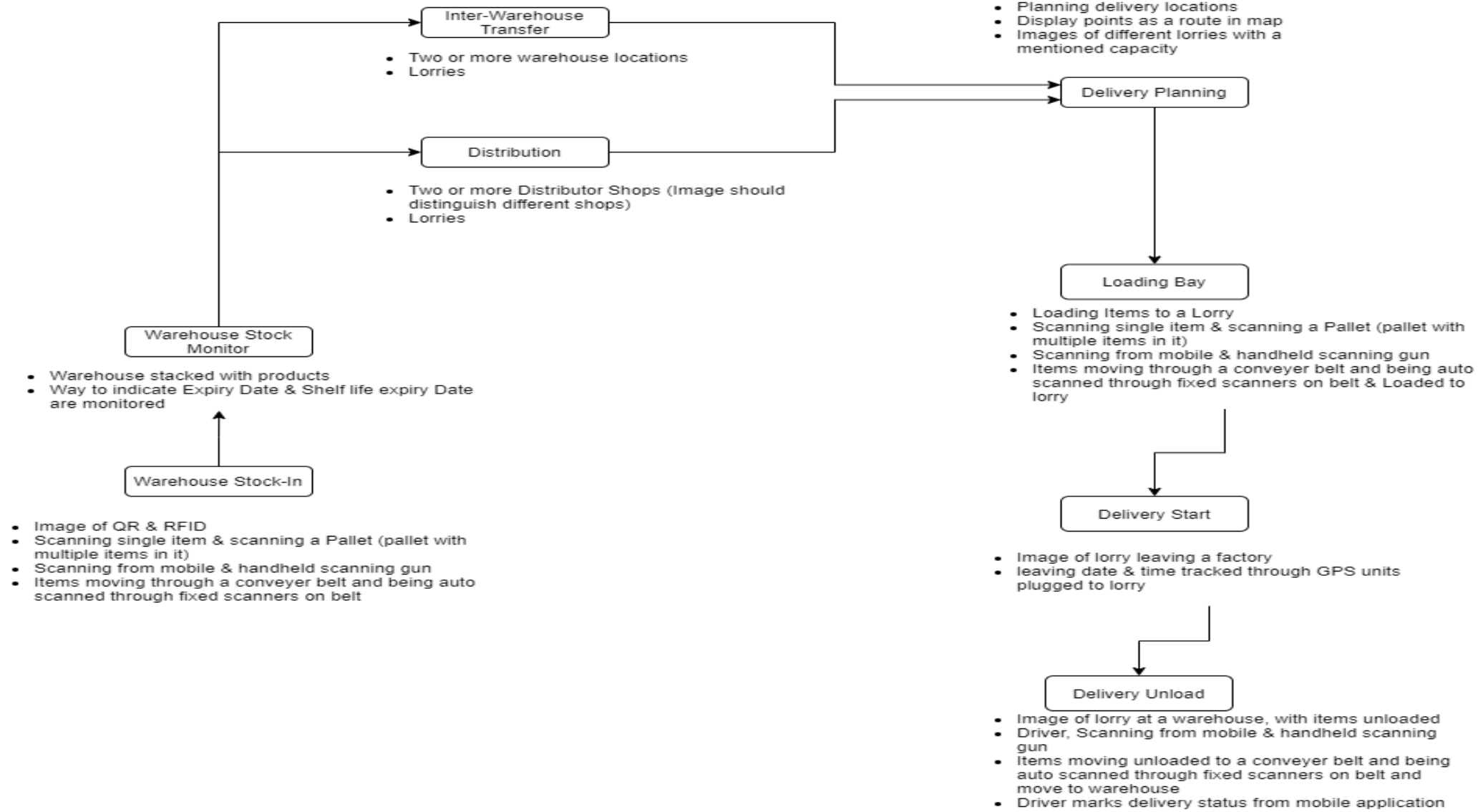
CRM

- Data Management
- 360 View
- Managing Repository
- Cross Selling
- Up Selling
- Customer Services
- Warranty Services

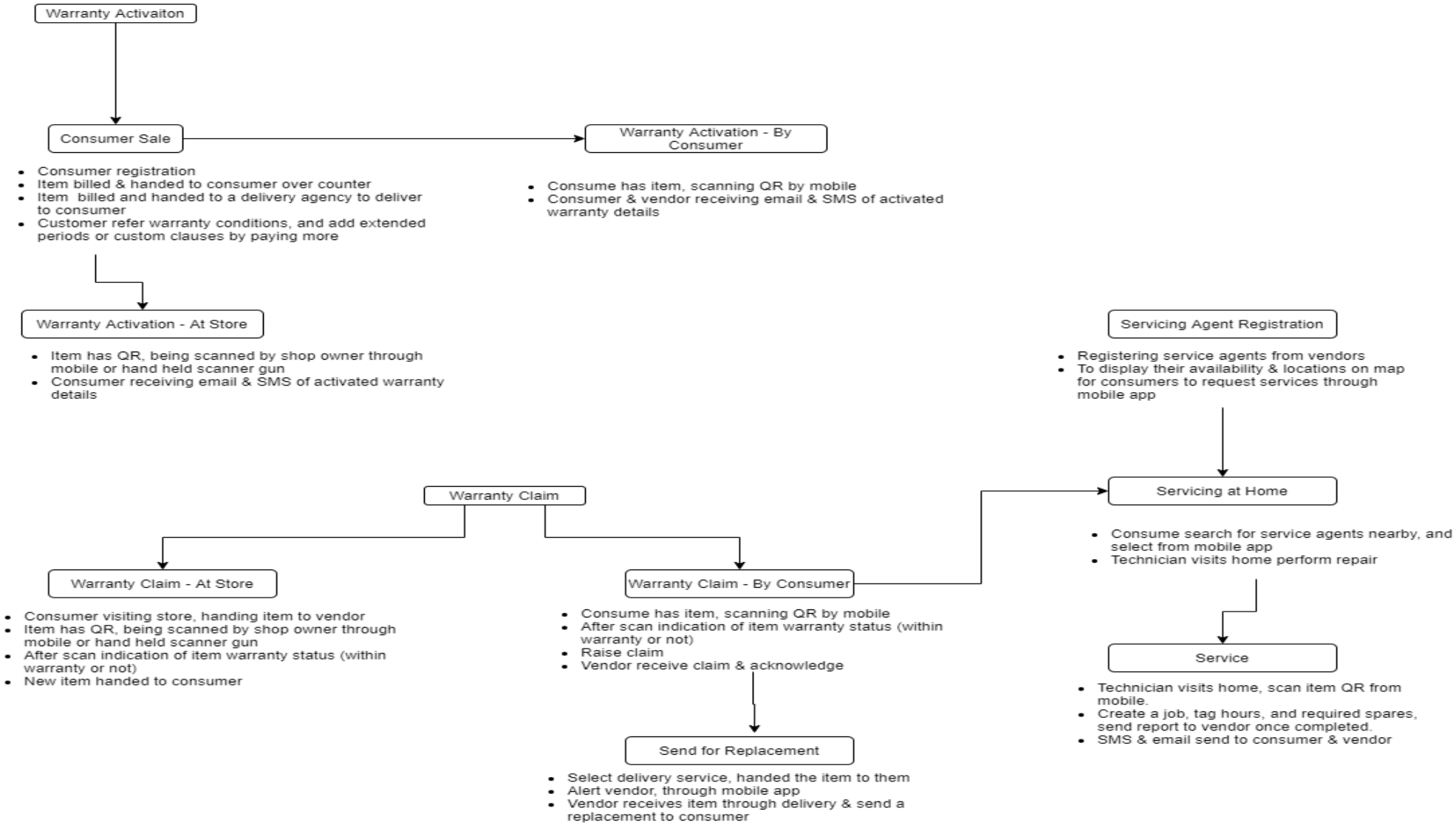
INVENTORY TRACKING



WARRENTY TRACKING



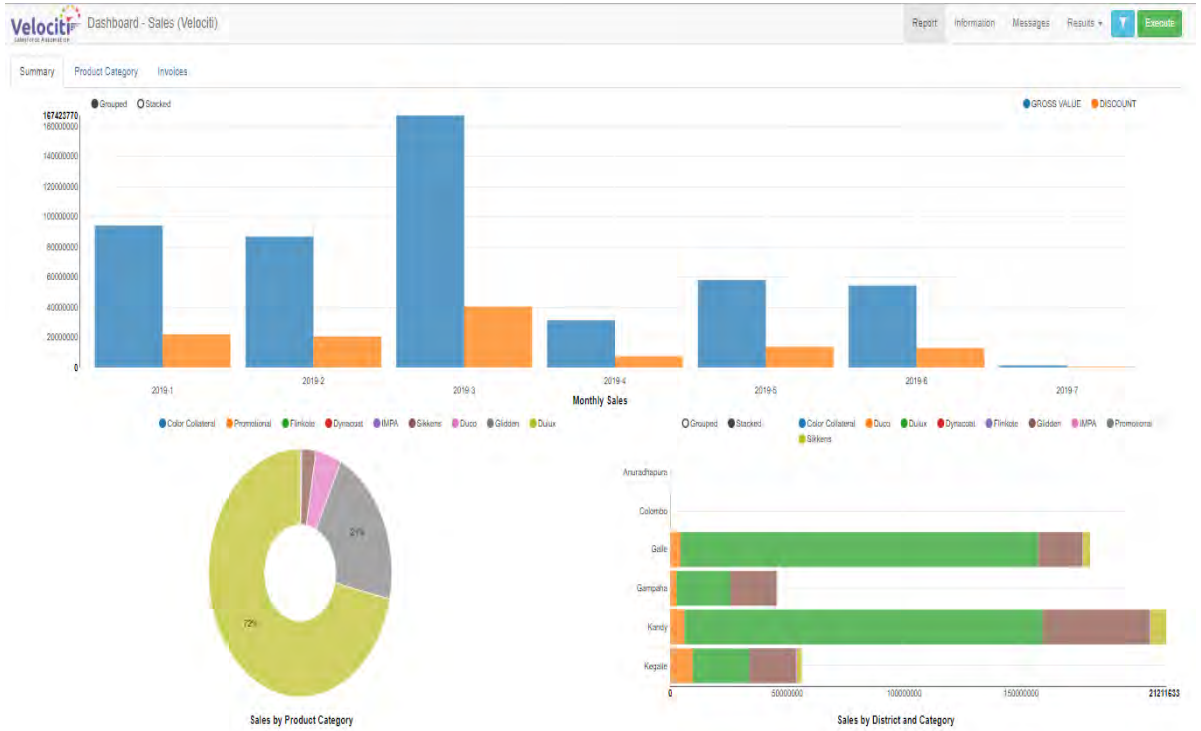
WARRENTY TRACKING ACTIVATION

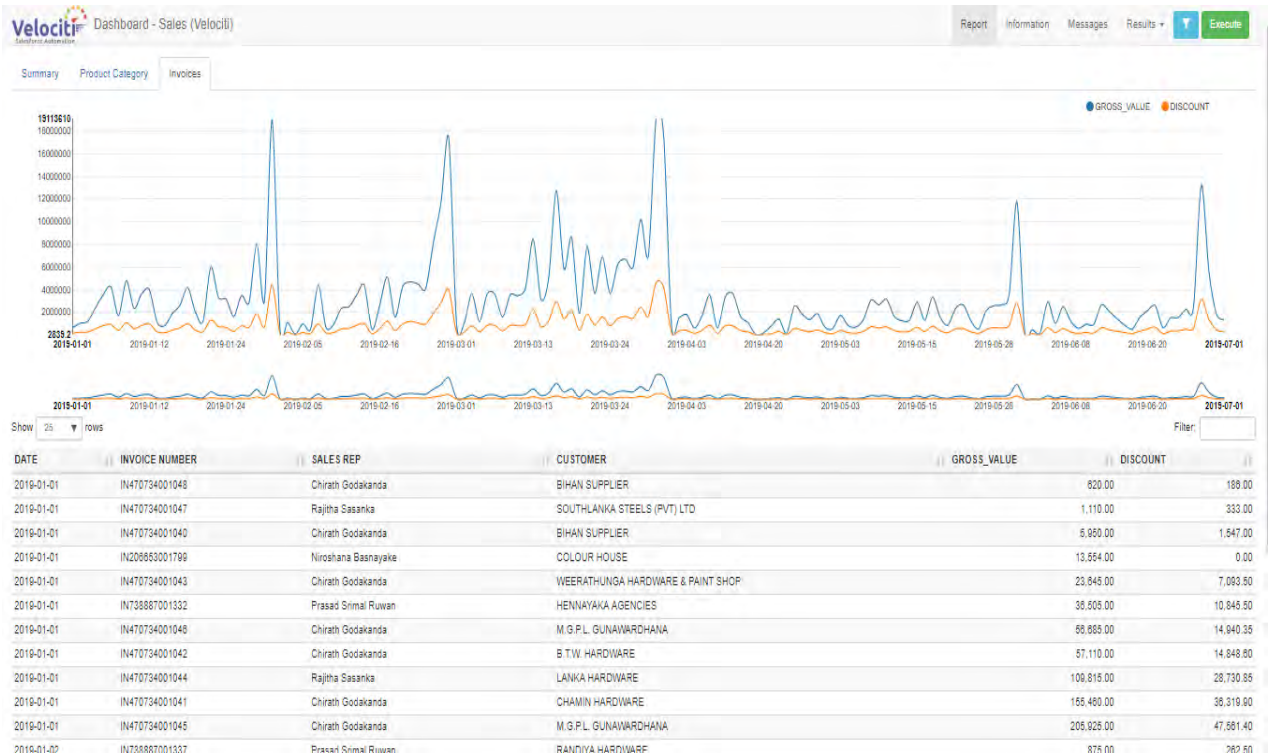


FLEET MANAGEMENT

- Company Own Fleet
- On-demand delivery network
- Time & Cost Optimization
- Location Tracking Via Mobile

REPORTS & DASHBOARD





DATE	INVOICE NUMBER	SALES REP	CUSTOMER	GROSS_VALUE	DISCOUNT
2019-01-01	IN470734001048	Chirath Godakanda	BIHAN SUPPLIER	820.00	189.00
2019-01-01	IN470734001047	Rajitha Sasanka	SOUTHLANKA STEELS (PVT) LTD	1,110.00	333.00
2019-01-01	IN470734001040	Chirath Godakanda	BIHAN SUPPLIER	6,960.00	1,547.00
2019-01-01	IN206663001799	Niroshana Basnayake	COLOUR HOUSE	13,664.00	0.00
2019-01-01	IN470734001043	Chirath Godakanda	WEERATHUNGA HARDWARE & PAINT SHOP	23,645.00	7,093.50
2019-01-01	IN738887001332	Prasad Srimal Ruwan	HENNAYAKA AGENCIES	36,505.00	10,845.50
2019-01-01	IN470734001046	Chirath Godakanda	M.G.P.L. GUNAWARDHANA	56,665.00	14,940.35
2019-01-01	IN470734001042	Chirath Godakanda	B.T.W. HARDWARE	57,110.00	14,848.60
2019-01-01	IN470734001044	Rajitha Sasanka	LANKA HARDWARE	109,815.00	28,730.85
2019-01-01	IN470734001041	Chirath Godakanda	CHAMIN HARDWARE	155,460.00	36,319.90
2019-01-01	IN470734001045	Chirath Godakanda	M.G.P.L. GUNAWARDHANA	205,925.00	47,561.40
2019-01-02	IN738887001337	Prasad Srimal Ruwan	RANDIYA HARDWARE	875.00	262.50

Financial Consideration

Activity	Value
Implementation Fee to the 15 Companies	1.5 Million
Annual Maintainer Cost (AMC)	20 % from the Implementation
Integration Cost	$85 / Per Hour (With Maintainer $55 hour Discounted pricing)

NOTES :

- All above Costing are exclusive of hosting charges
- We are providing Class Room Training for Core Team & Release the user manual document after/with the final release.
- onsite support will be charge the consultation fee ,Traveling and Lodging cost.
- Change request will be charge according to the duration and work Scope. (CR cost will be $55 per Hour)

Enterprise Software Solutions

PROVIDING GLOBAL GATEWAYS TO SUCCESS

OUR CASE STUDIES

Velociti SFA Salesforce Automation

Velociti ERP Enterprise Resource Planning

Velociti CRM Customer Relationship Management

Velociti® Product Warranty Management PWM

Client Business Issue

Marangoni only had a system to manage their finance processes, and all their remaining processes were tracked manually. They had difficulty in identifying the bottlenecks on their manufacturing operations, as the required operational information had to manually process through a time consuming activity. Hence they did not communicate the relevant information across all departments as the reporting was manual. Overall operational efficiency had room for improvements.

Client Business Need

Marangoni required an Enterprise Resource Planning (ERP) System with the operational coverage facility across all their departments, from Supply chain management, Sales & Exports, Finance & Fixed asset management & Manufacturing. Specifically in manufacturing to capture data from machines as much as possible & reduce human intervention

CASE STUDY

MARANGONI

The Commercial Vehicle Tyre Re-treading Business Group In Sri Lanka

What Sandbox did

Sandbox provided a Tier 1 Enterprise Recourse Planning (ERP) System with a following modules as Finance, Fixed Asset Management, Procurement, Inventory Management, Sales & Exports, Manufacturing and Human Capital Management (HCM), along with a module wise customizable reporting tool facility. Solution included another application for Hardware automation as Production Output Monitoring System (POMS) was implemented with touch screen data entry interfaces on the manufacturing floor and also in instances where automatically data was captured through production machines through PLC controllers units

Through analysis was conducted on the production machines, on their controllers, PLC configurations, network connectivity & what methods of output dashboards (Industrial LED Panels) were feasible to make the operation efficient & also to make sure the proper hardware was implemented to withstand the overheated environment. Also functionally of all departmental operational procedures, operation difficulties and their reporting requirements were identified & processes were re-engineered during the implementation to achieve the best possible outcome Based on the requirement study, the hardware & software solution was designed & presented to the management. Based on the feedback final embedded solution was agreed with Marangoni.

VALUE TO CLIENT

- Total visibility
- Automated Production process
- Improved Production Planning process
- Enhance the business processes and better decision making
- Improved Inventory management process
- Facilitated Regulatory Compliances and Improved Reporting
- Proper Payable/Receivable invoicing with, accurate credit terms, makes it hassle free to collect from debtors and higher control in credits and dues.
- Minimize the human data entry and errors
- Actual timing of activities are captured from machines rather than human entry.
- Real-time operation related data most displayed on dashboard to have the maximum visibility to the Management

ESS

MARANGONI

www.essolutions.us

913-735-3806
352-492-7124

CASE STUDY

NEMSU

Factory that provides the polymer based products

Client Business Issue

an issue with their current ERP system and they have not an inventory batch tracking option in their current system and their ERP was only for the account management process

Client Business Need

Needs a proper ERP and SFA Systems with all the functionalities to identify the process of their production and calculate the end time of their production through the system and also needs to develop the Integration process.

What Sandbox did

We provide the developed ERP system with all the system functionalities including with the batch tracking option and also provide the SFA system and Production output monitor (electronic based) system.

VALUE TO CLIENT

- 100% pricing accuracy, without any user intervention
- Proper inventory management process
- Proper reports system
- Proper customer invoicing with, accurate credit terms, makes it hassle free to collect from debtors, higher control in credit
- Accurate discounts allowed for all parties without manual intervention & flexibility to change when required with Standard Finance System process

913-735-3806
352-492-7124

CASE STUDY

SOTHYS

Originating from Paris, the world renowned brand provides with effective treatments and excellent products for the face and body

Client Business Issue

an issue with maintain two separate systems for sales process and finance maintenance process and problem with monitor the therapist inventory consumption

Client Business Need

Needs a high quality and customized ERP System with all the functionalities and needs to map their all system procedures to one system.

What Sandbox did

We provide an ERP System with proper inventory management process and customizable free issue, discount scheme set upping option, client categorization and grouping, and also provide standard finance system with reports.

VALUE TO CLIENT

- 100% pricing accuracy, without any user intervention and valuable functionality for the free issue discount scheme set upping option
- Proper reports system
- Proper inventory management process
- Proper customer invoicing with, accurate credit terms, makes it hassle free to collect from debtors, higher control in credit
- Accurate discounts allowed for all parties without manual intervention & flexibility to change when required with Standard Finance System process

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