

ZERON V/4

*Software system for business management
ERP, CRM, BPM, BI*

ZERON V4

*Your business in
your hands*



HOW TO CHOOSE THE RIGHT PRODUCT?

The market is constantly evolving.

*Competitors do not
stop developing.*

*You want to be among the
first in your sector.*

*ZERON V4 in an integrated ERP software
that combines four main concepts necessary
for modern business:*

- ✓ ***Enterprise Resource Planning (ERP);***
- ✓ ***Business Process Management (BPM);***
- ✓ ***Customer Relationship Management (CRM);***
- ✓ ***Business Intelligence (BI).***

*Whatever your company's needs are, we will provide a modern product
with excellent service and ease of use to help your business to deal
effectively with market challenges.*

VISION AND DEVELOPMENT

We create the best ERP software in Bulgaria. We think about every detail of our products and their utilization by users. We maintain the reputation as a trusted partner and supplier to companies, who solves their problems and helps them develop their business in the difficult conditions of Bulgarian market.

NEW OPPORTUNITIES

We integrate the new capabilities of the software in the best way so that its use can be easy and intuitive and users can get used to it without much difficulty. We keep our good practices from many different industries to help users understand their wants and needs and be able to start working with our software quickly and easily.

ABOUT THE COMPANY

Elite Software Ltd. is an innovative company and a specialized developer of ERP software for business management. The company has operated in the market for more than 15 years, and during this time it has developed and established one of the most innovative ERP software products – Zeron© V4. Our work was well appreciated by our clients as for this period we managed to attract more than 1,500 clients for the different versions of our software.

The company has a qualified team of over 20 software engineers, designers, deployment consultants, sales and marketing specialists.

The company has offices in Sofia, Plovdiv, Varna and Stara Zagora, which provide services to clients in the whole country.



ERP SYSTEMS AND THEIR APPLICATION IN COMPANIES

ERP (Enterprise Resource Planning) is a single and unified software solution that uses one database and combines all aspects of the work of a company – trade, manufacturing, accounting, planning, customer relations management, transport management, project management, reports, BI analysis, etc.

At the beginning of its establishment the software that serves companies arose spontaneously and everyone wrote a module – accounting, storage, trade, etc. Big software suppliers began to unite all these fragmented programs written by different suppliers into one unified software, which has become known as ERP.

ERP software is like all other components of progress – it relieves companies' activities. It is not important whether you are a small or a big company, but rather how our products can help its development.

Modern ERP systems are extremely complex platforms that meet international standards development. They contain within themselves all the necessary functionality which is integrated and works as a whole to provide the company all the necessary modules and functions. Due to the huge volume of features these systems support, they are often complex for work, especially the major international ERP systems. To avoid this shortcoming, we have put a lot of time for careful planning of the functionalities of Zeron, so that the large-scale functionality of the product be available and work with it be easy.

The benefits for companies are many and without pretending to be exhaustive, we will name a few:

- ◆ Your company will work with one software system, instead of a few which are semi-compatible;
- ◆ The price for support of your system you will drop when you run a unified software instead of several ones. This also applies to the purchase price of the software;
- ◆ Improved business processes and communication with clients;
- ◆ Improved accountability, stocks and work with them;
- ◆ Improved financial management and accounting;
- ◆ A good ERP software will reduce to the possible minimum the need of using MS-Excel for reporting and analysis of information;
- ◆ Optimization of the management process, easily visible statements and information, clarity of where the company is heading.



ADVANTAGES OF THE ERP SYSTEM ZERON V/4

When making an assessment of high-end software, you should consider many factors (such as support, deployment) and not only the product as such.

As a product, the advantages of Zeron/V4 are classified into three areas – functionality, innovative system for business process management and full integration of all modules of the software.

Zeron V/4 is a high-end ERP system, large-scale functionality that covers all aspects of business – trade, distribution, retail, customer relations, manufacturing, service, fleet, transport management, project management, professional services, finance and accounting, document turnover management, business intelligence and much more.

Fundamentally, Zeron V/4 is different from the other ERP systems. It is based on a BPM (Business Process Management) management system. This is a system where functionality is not implemented through a choice of standard menus, but rather it operates with predesigned sequences of actions. This ensures compliance with the standards and policies established in the company.

Full integration of the product means that it was designed, developed and improved as a whole, and while most ERP systems work with “patches” – modules and features from different manufacturers, we have designed and integrated all modules and functionalities and they work precisely and smoothly together.





ZERON® V/4 Standard

Purchase and implementation of a full-scale professional ERP system is usually a costly and complex undertaking which, despite the excellent returns for the company, is an obstacle for many small and medium-sized businesses. For them, we created a standard version of the product Zeron V/4, which enable them to have modern software technologies and remain competitive in the market.

Zeron® V/4 Standard is a version for companies which want to start working quickly, easily and with a smaller investment. The product contains ready premodeled business processes developed on the basis of our longstanding work with similar companies, our experience and the best business practices.

Zeron® V/4 Standard maintains the following modules: “Accounting”, “Storage and Trade”, “Client Relations”, “Service Activities”, “Manufacturing” and “Business Intelligence” (BI). As an additional option, we offer the possibility for your database to be stored (hosted) on our server.

Zeron® V/4 Standard is offered with staff training within one week of the purchase of the product and then you can start the real work.

MODULES

Accounting and Finance

Storage and Trade

Customer Relationship

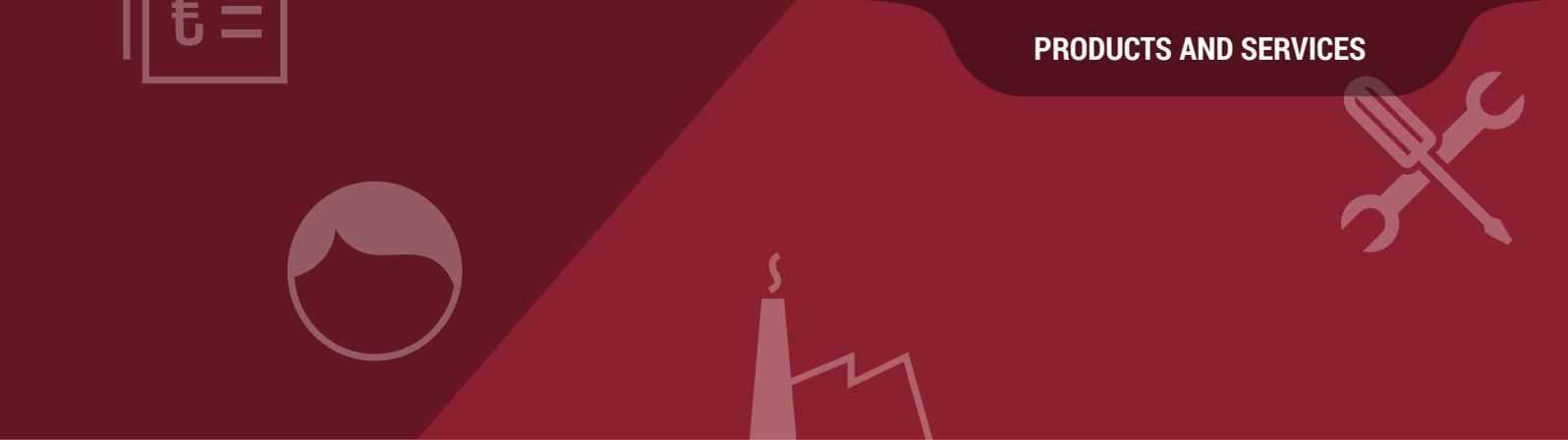
Management (CRM)

Service Activities

Manufacturing

Business Intelligence





ZERON® V/4 Enterprise



Zeron® V/4 Enterprise is the most powerful and most complete version of the system. It maintains the following modules: “Accounting”, “Storage and Trade”, “Client Relations”, “Manufacturing”, “Service Activities”, “Project Management”, “Management of Forwarding” and “Business Intelligence” (BI).

Zeron® V/4 Enterprise comes with deployment.

Deployment is our work on the analysis of your business, the installing and configuring of the server part software, the modeling of the business processes needed for your specific situation in particular, setting of the system and the work training of the staff that are necessary for the commissioning of Zeron® V/4 in your company. The deployment lasts from 3 to 6 months depending on the complexity of your necessary business processes.

Zeron® V/4 Enterprise supports the established global concepts such as Material Requirements Planning (MRP), Material Resources Planning (MRPII), Distribution Resources Planning (DRP), Capable-To-Promise, Capacity Requirements Planning (CRP), etc.

MODULES

Accounting and Finance

Storage and Trade

Customer Relationship
Management (CRM)

Service Activities
Manufacturing

Project Management

Transport Management

Business Intelligence

SOFTWARE DEPLOYMENT

The deployment processes of every professional ERP software are complex and difficult.

This is why our company spends much time and resources, uses the most advanced and innovative developments to facilitate this stage and make it seamless and smooth for the client.

The deployment process varies according to the scale and complexity of your business, as well as to its geographical dispersion. Each deployment is unique and takes different times. The average duration of deployment is 3-6 months. The deployment stages are four:

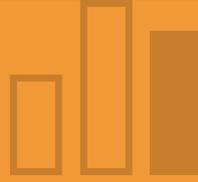
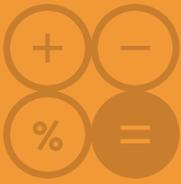
- ◆ Drawing up a deployment plan in which, together with you, we describe your specific requirements to the software;
- ◆ Setting up the software according to the requirements set out in the deployment plan;
- ◆ Training of operational staff for work;
- ◆ Start of the real work with the software and a certain period of monitoring of its work in real conditions.

In the main deployment process, we will not engage your entire staff but rather a small circle of key employees who are most familiar with the processes in your company.

Together with these people, we will create an action plan and will set the system for work in your specific conditions. At the end of the deployment, absolutely all future users will be included and we, together with the original team, will train and prepare them for the real start of the system.

Our company has a lot of experience in different industries and we will offer you the best practices for your every need, but the final choice of what functionality of the system you will use will be yours.





AFTER-SALE SUPPORT

The worry of every buyer, whether you buy a bike, a car, a computer or a professional ERP system, is related to the after-sale support and servicing.

The three main areas in which we work hard, are **product development**, improvement of the **deployment process** and third, but not least, comes the **after-sale support and servicing** of clients.

New versions, software optimizations, current consulting about the work – our company has thought about all this. After the sale of software, you can use our services for consulting and training. You can have a personal consultant from our side who can be familiar in detail with your business and be available at any time within the workday.

Also, we have built a system for remote assistance through which you can “invite” our consultant to see your monitor and your actions with the system and advise you on the phone, while actually working together on your computer.

This is a very useful option that saves time and money to both sides.

Speed of response, efficiency of operation, convenience of use, cost accounting – these are the “pillars” of our after-sale support.

The last element of the support system is the web-based portal through which you can place questions to us, track at any time what the solution to these questions is, and also how and how quickly we have reacted and what the cost of our services for these consultations will be.





AFTER-SALE COSTS AND SOFTWARE UPGRADES

After sales costs are an important part of product support and they must be clear to our users from the very beginning:

1. SUPPORT

Support represents getting new versions of the software, debugging, ongoing consulting on the work. Support also provides ongoing updates to the accounting legislation, as well as new features that we constantly create. The payment of support is not mandatory, you can pay for it as long as you deem necessary.

2. INNOVATIONS

Every business changes and develops. During the use of the software, you may decide that you want us to make adjustments in it to your liking and specification. These innovations are paid additionally.

3. HOSTING OF YOUR DATABASES

If you do not have your own hardware infrastructure (servers, purchased server operating systems, emergency power supplies, etc.) or you want to save yourself the engagement and the costs on maintenance, you can use our service "Database Hosting". With this service, your data is stored on our servers and we take care of their maintenance, regular backup, connectivity with them, etc.

We constantly keep Zeron up to date in accordance with the requirements of the market and we are a leader in the field of ERP systems. Our goal is to keep you as our satisfied and loyal client.

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