

SunFish Enterprise Resource Planning

Realize the full potential of your company with SunFish ERP



Benefits of SunFish ERP

- Streamline & improve processes and workflows, data access and efficiency through implementation of a single integrated system and standardized processes
- Reduce redundant data entry and processes
- Increase accuracy, transparency and reduce errors compared to manual entries of data
- Consolidate overviews of sales, inventory and receivables
- Increase capacity realization & delivery performance
- Lower inventory costs as a result of better planning, measuring, tracking and projection of client needs
- Manage capital costs through inventory reduction
- Speed up collections through better insight into accounts and fewer invoice mistakes
- Improve the picture of the organization's financial condition, the financial management and budget control through comprehensive and up-to-the-minute reporting
- Improved Corporate Governance through information accessibility and transparency

Today's organization have to address many challenges. Among these challenges are growing customer expectations; higher service levels; optimizing the use of corporate assets & resources; faster development and time-to-market for products and services; and last but not least demands for improved cost-effectiveness. At the same time organizations are required to maintain business agility - without losing control, transparency, and profitability is paramount.

In the past, different parts of an organization operated, mostly, isolated from one another. Implementing an ERP System serves the purpose to combine all organizational components on one platform and allow them to access one common information pool and through it, communicate with each other. As a kind of central nervous system for the company the ERP gathers data about the situation, conditions and activities in its different business units and transmits them to other places, which benefit from them.

SunFish ERP automates and streamlines core business processes, connecting a company with its customers, business partners and subsidiaries and therefore ultimately helps an organization to achieve and sustain profitable growth.

SunFish ERP intertwines the information of finances, personnel resources, production and distribution with accounting, inventory management, client databases, order tracking systems, and many others. Information is updated by users in real-time and made available to everybody who is associated with the system.

SunFish ERP allows companies to easily fulfill the following crucial tasks for business success:

- Effortlessly access all relevant applications, information and services that each employee needs for his/her daily work;

- Simplify collaboration with partners, vendors and customers and create visibility into the total inter-organization supply chain;
- Reduce overall supply chain risks by optimizing your operational workflows and by taking full advantage of your infrastructure investments;
- Support future growth by managing and scaling combined operations - without negative impact to underlying technology or previous IT investment;

The solution allows companies to quickly respond to any change in market conditions, by providing real-time reports on the status of the goods, financial balances and markets or customer behaviors, thus enabling faster and improved decision making processes.

Its flexibility also provides a modular approach - implement functions required today to address the most urgent needs and deploy additional functions to adapt to future changes as the company evolves.

SunFish ERP Includes



General Ledger (GL)

- Flexibly structure main and sub accounts with templates, propagating new account codes across all sub accounts and cost centres
- Allow allocation of GL transactions across multiple entities and quickly consolidate companies
- Save multiple manual journal entries to a batch & process simultaneously
- Allow to verify and correct postings before they are entered in the GL
- Define postings for regular accounting execution and specify reminder for the recurrence
- Periodically evaluate open items in foreign currencies, identify exchange rate differences & conduct proper correction transactions
- Define and manage budgets & budget figures in any currency, compare planned vs. actual figures
- Use various options for month-end and year-end jobs to close accounts for the respective period

Reports & Analysis

- Reports & analysis are available within each module providing detailed insight into all steps along the supply chain in order to take action as the need arises
- View reports & analysis including: balance sheet, cash flow, profit/ loss statements, asset transfer, write-off, depreciation reports, accounts receivable & payable, work in progress reports, promised order vs. actual fulfilment time analysis, etc.

Inventory

- Define raw material, purchase non-inventory items incl. color, unit types, width, height, min/max stock, min/max order quantity, tax status, warehouse costs, lot size, delivery lead time, etc.
- Set defaults for minimum item stock from analysis of inventory turnover, production inputs, etc., which can still be overwritten
- Assign safety stock levels to be notified in case of low stock & define whether automatic or manual re-order request should be generated when below safety stock
- Manage raw material requests & transfers from and to multiple warehouses. Receive automatic alerts when raw material types fall below their minimum stocks
- Perform item-based inventory valuation using FIFO/ Moving Average/ Standard Costs
- Return/exchange items that were delivered in improper condition or with wrong specifications. Process & control the routing, disposition, refurbishment & eventual disposal of returned goods in the warehouse



Cash & Bank

- Record all incoming/outgoing payments; create bank, cash, check payments as well as receipt records; and allocate payments to open invoices
- Receive payments/cash & make bank transactions in different currencies as used on the invoice; allocate exchange rate gains/losses to chosen accounts
- Manage all check data, endorse or cancel individual checks; reverse entire check payment postings if needed
- Reconcile credit and debit transactions with one another in order to match any GL account or to compare cashbook balances with that of bank statements

Asset Management

- Maintain parameters, among them: company, location, cost centre, asset type, and asset master table
- Process asset activities such as: new asset, asset disposal, write-off, transfer, revaluation, and asset depreciation via different methods, such as straight line, double declining, sum year digit
- Define asset usage criteria for different types of maintenance measures; schedule maintenance when assets reach a defined usage volume

Purchasing / Accounts Payable

- Store data for each supplier incl. code, address, contact, items, ship via, supply category, billing info, item purchase history, invoice entries, debit/credit notes, etc.
- Create RFQ's to determine the best price and terms before ordering. Store quotation data including: discounts, shipping fees, and lead days
- Create POs to order materials or services from suppliers via different options. Orders update available item quantity and inform the warehouse of the expected delivery date. Split single POs into multiple parts
- Receive deliveries at the warehouse or allocate them to multiple warehouses. Compare received vs. ordered quantity, inform about early shipment, over/under shipment & update supplier's performance statistics
- Process supplier invoices and payments to suppliers based on POs
- Make payments from multiple banks & in multiple currencies. Gains/ losses due to multiple currency transactions are automatically calculated & booked
- Consolidate all invoices related to one supplier in order to generate a single payment record for that supplier

Customer Relationship Management

- Record every sales opportunity - from the first phone call, follow-up activities to successfully closing of a deal
- Input various details regarding opportunities such as source, referral, potential, activities, closing date, estimated value, documents, etc.
- Define sales targets & periodically track fulfilment by Account Officers

Sales / Accounts Receivable

- Store customer data incl. address, contact, shipping, delivery notes, payment methods & terms, quotations etc. Track sales & payment history to analyze purchase patterns
- Store & track product/price inquiries by customers via RFQs containing item quantities, creation/expiry date, delivery address. Convert into quotations
- Place SOs via different options. View item stock positions in multiple warehouses. In case of shortage, choose alternatives or allow partial delivery. Orders support different delivery dates and addresses
- Define prices for specific items, products, services or customers. Options include: regular price, quantity discount, loyalty price, event discounts, etc. Prices are used as defined in quotations, SOs, invoices, returns, etc. without reentering them again & again
- Track returned items incl. return material authorization, exchanges, refurbishment, recalls, warranty claims; monitor all activities/ documents from complaint to restitution/replacement
- Process customer invoices based on SOs and record received payments. Received payments offset invoices

Production Management

- Create independent production processes to be reused in the production of many different products; also allow ad-hoc production process configuration for a one time only or made-to-order production
- Define Bills of Material (BOM) for finished good products including required raw materials, works in progress (WIPs), machines, employees - each specified with the quantities and warehouses involved
- Link independent processes and estimate overall production time or accumulation of enough products to ship an order
- Account for all processes/ materials in the costing of a product
- Monitor factory capacity utilization, display activities by factory section
- Create Production Orders as: standard (from BOM), special (new), disassembly (of finished goods/ components back into inventory)
- Automatically launch production request if a finished product falls below safety stock level, initializing preceding processes
- Receive completed JOs into finished goods inventory
- Analyse costs for each production process. Observe trends by product by looking into individual costs such as for raw materials, labour, machine usage, overhead, waste, leakage, etc.