



GOT CHALLENGES?


# WE'VE GOT SOLUTIONS!

“The secret of your future  
is hidden in your daily routine”

Mike Murdock

This is why we delight in producing solutions which can tangibly improve the way that you work and your bottom-line. Our products are designed to work the way that you do and not the other way round. You've guessed it... you are our focus!

**focus**  
software solutions



# What are the benefits of working with Focus Software Solutions?

## **AUTOMATE PROCESSES AND MAKE THE MOST EFFICIENT USE OF YOUR RESOURCES**

**Focus Software Solutions** helps you to achieve your objectives by making the most out of your strategic plan. This is because our systems are created to help you automate the right processes and to exploit the right resources. As a result our products create favourable conditions in which you have more time on your hands to listen to your clients and staff and to attend to other matters.

## **DELIVERING THAT ALL IMPORTANT ROI**

The implementation of a software system potentially yields one of the best Return On Investment (ROI) you can make. Through the combination of state of the art technology which facilitates your every-day routine, and a modular approach which guarantees a competitive price, **Focus Software Solutions** promises the delivery of a system which is not only a great pricing combination, but also one that in itself accelerates your ROI. Notwithstanding that, our software system can really deliver a tangible competitive advantage to your business.

“We have worked with Focus for many years and they have been constantly ready to deliver. Whatever day and time we call they are ready to help us out. Their level of support is astonishing; they can turn daily problems into technical solutions ”

**DR ALFRED GALEA** MANAGING DIRECTOR  
HOTEL VILLA ROSA

## **ENCODE YOUR STRATEGY!**


**Focus Software Solutions** creates its products with you in mind. We make sure that we understand your business strategy and that we implement software which aligns your processes perfectly with your objectives. Through the understanding derived from a complete Project plan and our thorough involvement in reaching your goals, we are able to create systems that meet and potentially exceed your expectations.

## **ADOPT A SYSTEM THAT GROWS WITH YOU**

Whether you are still in start-up mode or already a fully-fledged company, we offer modular packages which attend to all your needs in the life-cycle of your business. Considering also the fact that we specialise in creating bespoke software, you can rest assured that your needs will be tackled in creating any required solution. We excel in what we do and what we do best is create systems which will last you a life-time.

## **EXPLOIT THE BENEFITS OF CUTTING EDGE TECHNOLOGY**

Using cutting edge technologies makes your investment even more worthwhile, since this increases the validity of the software for a longer number of years. **Focus Software Solutions** packages are also more conversant with the latest versions of your operating systems and office suites, bringing new possibilities in having seamless interactions also with third party systems and gadgets which you may already be relying on.



“Focus Realty contributes real values and competitive advantage to your business, however large or small”



#### **TURN YOUR DATA INTO BUSINESS INTELLIGENCE**

Capture data in a customised and optimised manner and turn it into precious information to help improve your decision making processes. With the right tools any information gathered about your micro and macro environments can be used to your advantage in creating the right opportunities and scenarios.

#### **INSTANT ‘ON-THE-FLY’ ACCESS TO INFORMATION**

Thanks to the right software mechanisms your data is practically not only turned into a proper business intelligence tool, but also into an instant and error free information hub. Have instant access to all information about your business and its operation, all at the touch of a button.

#### **WORK WITH PEOPLE WHO UNDERSTAND YOUR LANGUAGE**

We strive to understand your needs better in order to communicate solutions in the terms and jargon that you are familiar with and which make perfect sense to you. This is the fruit of our vast experience in a variety of industries which has further developed our capabilities in understanding business processes.

#### **CREATE A BETTER WORK LIFE BALANCE**

Having the appropriate systems in place increases your efficiency, which in turn can mean less unnecessary office hours and more time on your hands to attend to personal activities.

“Focus have developed a customised system that takes care of all our specific needs – be it real time bookings and stock sales from multiple centres to cash reconciliation. During these four years Focus have continuously provided us with prompt and knowledgeable assistance in order to keep the system relevant to our changing needs.”

**MR ROGER BUGEJA** SCHOOL DIRECTOR  
EF INTERNATIONAL LANGUAGE SCHOOLS





# Products & Bespoke Services

## TAILORED SERVICES GEARED FOR YOUR SUCCESS!

Our knowledge accumulated through our experience, coupled with a deep understanding of operations in various business sectors, enables us to create software systems which are geared for your success! By contributing throughout the various stages of your projects, from the feasibility study to the end support, we not only understand your current needs, but also your future possibilities and can therefore build your solutions with an eye for the future. **Focus Software Solutions** contribute much more than is expected in engaged projects, introducing practices and experiences that have proven to be successful, and sometimes critical at other firms. This is achieved via the creation of an excellent business relationship with you.

And if you already have a system in place but need further enhancements... we can provide solutions around that, saving you cost and time! Re-inventing the wheel is not something that we would typically suggest doing since you may already have systems in place that have served you well for many years. Yet, these systems may be lacking in today's industry. Our experience in such situations prompts us to building solid bridges to and from your legacy systems so that you may automate processes which are potentially time consuming, costly and inefficient. The use of modern technologies will open up a world of opportunities. Improved working methods will help you achieve higher, previously unreachable targets even more efficiently. System enhancements are situations we excel in and our aim is to help you extend your original investment in what is potentially an out-dated system.

## PRODUCTS

**Focus Software Solutions** offers some fantastic products, some of which are market specific, whilst others can suit any business in various markets. Each package is however customisable and you can rely on our strength in building products around your needs.



### FOCUS 360 SUITE – SMART BUSINESS PARTNER

The Masterpiece has evolved! Focus 360 has matured into a feature packed and complete system that provides all the necessary controls to enable the best management of your business. The system is modular and comprises of the following modules.

**360 FINANCIALS** - Fully integrated financial management via a feature rich suite of ledgers which provides the means to not only follow up on amounts receivable and payable but also to gain insight across all financial processes. It also automates your procedures for accurate and faster posting and reporting.

**360 INVENTORY** provides the necessary controls to enable the best management of your stock. Users can rapidly monitor inventory levels, expedite purchase orders, track requisitions for internal consumption and much more. The system provides the necessary controls to reduce wastage and pilferage. This is coupled with powerful reporting tools to interrogate the detailed transaction database to produce critical management information.

**360 POS (Point-of-Sale)** provides a safe, secure and reliable way by which your staff may record the sales and takings for the day. It also supports the necessary procedures for change of shift and for the reconciliation of takings. The system





further enables management to monitor the performance of each user, outlet, product and product category, providing timely information to enable management to replenish outlets, re-price products and to detect pilferage as soon as possible.

Focus 360 POS supports an extensive user-defined pricing structure with support for staff discounts, All-Inclusive discounts, 'happy hour', wholesale & retail pricelists and much more.

**Focus 360 E-shop** enables a global reach and wider client base via a fully integrated website whereby it offers the facilities to market selected stock items via a professional and state of the art website. The e-shop supports a responsive web site providing an optimal browsing experience for your clients. It enables your clients to view full details, images and specifications of products and to place orders on-line. Given products may be highlighted via the 'featured products', the 'New products' or the 'On-Sale' sections. The web site is fully SEO friendly, providing the means by which your site will be favourably ranked by Google and other search engines.



#### **FOCUS REALTY – THE REAL ESTATE AGENCY SYSTEM FORGED OVER 9 YEARS OF EXPERIENCE**

A state-of-the-art system for real estate agencies which delivers essential business support in providing clients with exceptional service, crucial feedback and regular contact, all while making sure your computer systems are not getting in the way of meeting people and selling real estate. The system is designed to create an improved overall efficiency in the every-day working routine. Focus Realty offers extensive searching facilities coupled with a seamless integration

with the software needs of today's Real Estate Professional including office productivity tools such as MS Word, Excel, e-mail, the web and more. It is the product that has been forged over more than nine years with agencies of all sizes. Each of these experiences has given Focus a deeper understanding of the agent's real needs, thus enabling us to improve the product each time. Being flexible and modular it also offers competitive pricing to fit organisations of all sizes.




#### **FOCUS ARCHITECT – BUILDING THE PROPER FOUNDATIONS FOR THE ARCHITECT'S GROWTH**

A System which provides time tracking against projects, invoice production, chasing of debtors and monitoring of statuses of permits. A central database providing access to all the information relating to the project, including images, site plans, documents and much more. It delivers fast, easy and secure availability of all information related to a project or client. The Bill of Quantities module facilitates the compilation of such with support for versioning and automatic conversion from metric to imperial and vice-versa. Printing of BOQs in Maltese is also supported.



#### **FOCUS BRIEFS – DRAFTED FOR THE PROFESSIONAL LAWYER**

A Time Tracking and Billing system for Law Firms that makes it easy for every member of the firm to keep instant, accurate and complete time records with little effort. This system enables you to manage your jobs in the same way that you do today, only faster and more efficiently improving your bottom-line. In essence it provides you with a tool to ensure the proper billing of your time.



“They never say no, or that what we need is impossible or difficult. They have continuously customized our system to our demanding requirements. Focus have developed for us a system that addresses all the aspects of our operations with an emphasis on the efficiency of our staff through proper automation and the instant availability of information.”

**MR JOSEPH LUPI** MANAGING DIRECTOR  
FRANK SALT REAL ESTATE LTD



**FOCUS RECRUITMENT –  
BECAUSE PROPER RECRUITMENT IS KEY**

An on-line system that enables your consultancy arm to maintain an electronic database of job vacancies and candidates – to help you provide a more efficient and professional service to clients. Candidates can register on-line with the facility to update their CVs and profile. Extensive candidate cross matching and screening facilities simplify and speed up daily procedures.



**PRACTICE MANAGEMENT – THE SEAMLESS  
RECONCILIATION OF YOUR PROJECT  
MANAGEMENT AND BOTTOMLINE**

A reliable Practice Management System pays for itself. Being able to precisely track the time spent on various projects enables you to bill your clients accurately and manage your time more efficiently. Focus Practice Management eliminates the need for paper time sheets and provides instant information to improve employee performance. Securely access your customer records, demographics, schedules, appointments and deadlines all in one place.

“The Edrichton Group of Companies has been working with Focus for several years to develop a number of highly specialised tourism-related IT programmes which have helped Edrichton remain in the forefront of the Tourism industry in Malta. The nurturing of a strong continuous relationship between the two companies is the foundation of a bright augur for the future.”

**MR LOUIS TABONE** MANAGING DIRECTOR  
EDRICHTON GROUP OF COMPANIES



# Who we are...

Results don't just thrive from facts but also from attitudes.

**Focus Software Solutions** is a professional organisation delivering software systems and services to the business community. An extensive experience in industry coupled with a deep understanding of operations in various business sectors is one of our main qualities. Through such, **Focus Software Solutions** can develop progressive solutions for your business through state-of-the-art systems that can tangibly contribute to business efficiency and durable effectiveness so that you can truly benefit from that all important 'return on investment'.

Results don't just thrive from facts but also from attitudes. That is why we give value to nurturing a strong can-do approach which in turn offers you a flexible and trustworthy platform. We value your needs and look forward to create solutions which help you succeed. Your success is something we take seriously and the result of a fostered strong mutual relationship.

Our lean organisation structure enables us to adapt quickly to different scenarios, not only through the building of stronger and more direct relationships with our clients, but also through quicker mobility of our resources enabled by a less costly business structure. This translates into the offering of more cost-effective solutions to your projects and the creation of a mutually beneficial long-term strategic relationship.

## OUR PAST

***"STUDY THE PAST, IF YOU WOULD DEFINE THE FUTURE" – CONFUCIUS***

**Focus Software Solutions** was formed in 2007 and has since rapidly evolved into a reputable company with an important list of clientele representing multiple sectors. This is testament to the company's reliability, genuineness and potential... but we're not stopping there...

## OUR FUTURE

### ***"THE BEST WAY TO PREDICT THE FUTURE IS TO CREATE IT" – PETER DRUCKER***

We are pleased with our current products and clientele, but this is not to say that we're not looking forward to new opportunities. Indeed our passion derives from the fact that we always create further solutions to make your business even more successful.

## OUR RESOURCES

The organisation employs highly trained technical staff whose combined knowledge and experience in the industry, spanning many years, is its most valuable asset. We hire people who are gifted and who are passionate about the work that they do and how they do it. These are people who are very willing to learn and who always look forward to improve.

Throughout our history we have sought to create strategic partnerships with our clients in both our delivery methods and continued support. We promise and deliver continuity through:

- Prompt and efficient service
- Utilisation of latest value adding technologies
- Continuing professional experience of our people
- Professional project management and quality assurance using proven methods
- Allowing flexibility in our service provision such that systems evolve in line with your business needs and strategic requirements
- Application of international industry standard technologies that are robust and that extend system lifespan.

Our business rationale is simple. We excel in what we do - turning projects into an enriching experience for our clients. Our proof of this is simple - Our clients have been with us for years and our relationships are second to none.



# focus

software solutions

**CONTACT US NOW  
TO DISCUSS HOW WE CAN HELP YOU  
IMPROVE YOUR BUSINESS**

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