

# FOCUS 360 BUSINESS SUITE



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CONFIDENCE INBUILT >

**focus**  
software solutions

# FOCUS 360 BUSINESS SUITE

ALL IN ONE



Inventory  
Management



POS



Wholesale  
& Distribution



eShop Website

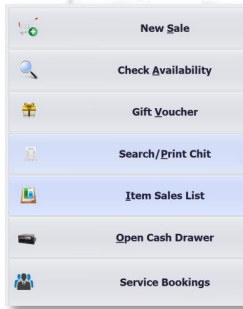


Financials



Focus 360  
Mobile

Sales Team Automation





TACKLE YOUR STRATEGY  
WITH **CONFIDENCE>**

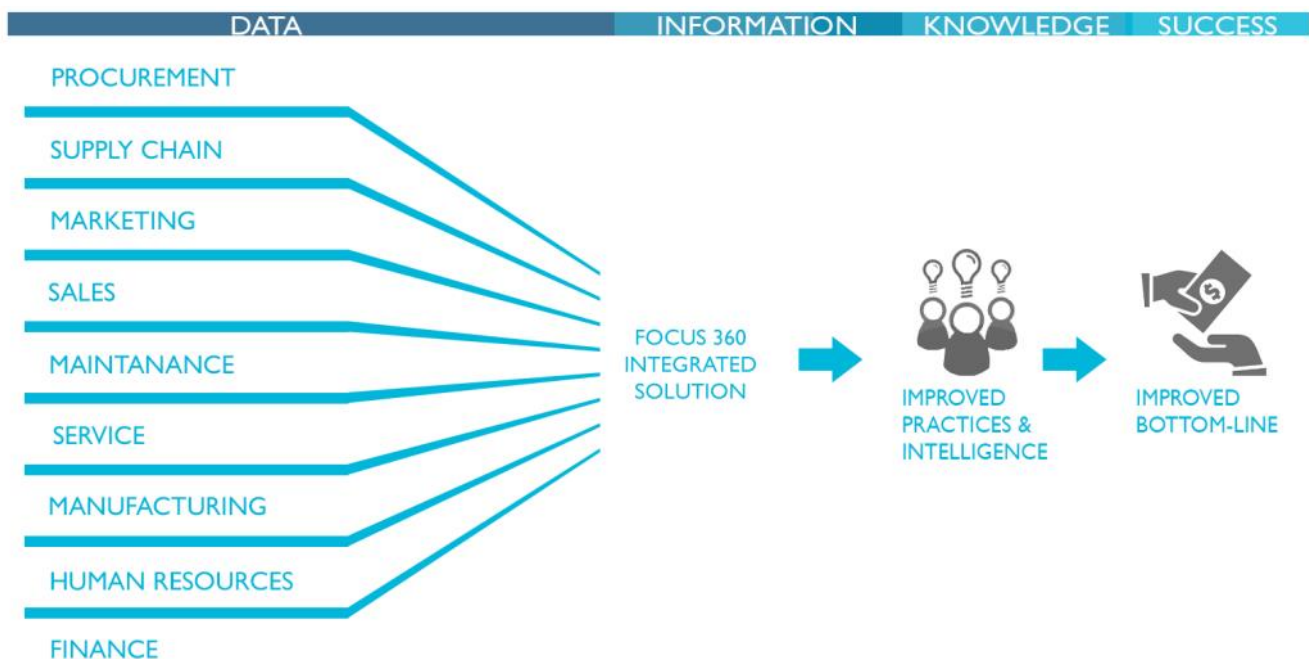
# WHAT IS FOCUS 360?

## INBUILT TOOLS TO WORK WITH GREATER CONFIDENCE!

Focus 360 Business Suite is a modern, tried & tested, feature packed and comprehensive software system that provides the necessary controls to enable the best management of your business.

An outstanding and fully integrated platform which wraps up an Inventory management, Wholesale and Distribution, e-shop website, Point of Sale, Sales Team Automation tools and Financial System in one package. An integrated Big Data mining tool gives Focus 360 unlimited potential in producing and analysing Business Intelligence, from customised reports to detailed charts and invaluable insights into your business' daily routine and strategy alike.

## IMPROVED PROCEDURES + BIG-DATA MINING = ENHANCED STRATEGY & EXECUTION



Being a comprehensive system Focus 360 touches upon all of the company's operations in a very effective manner. Using the latest technologies, it provides you with a user-friendly system which empowers you with deeper insight through Big Data mining and with the processes to optimise your daily operations!

**Ask us for the related leaflets for the various modules and tools.**

# WHY GREATER CONFIDENCE?

DATA

INFORMATION

KNOWLEDGE

SUCCESS



## IMPROVES YOUR BOTTOM-LINE

- Creates prospects for cost-saving
- Increases sales opportunities
- Extensive financial & management reporting



## EASY TO USE

- Full visibility of your data from one system
- User-friendly with a shorter learning curve
- Create and save customisable grids and screens



## REACH OUT FURTHER

- Integrated SEO friendly website
- Extensive marketing mailshot facilities
- Excellent Sales-Team Automation tools
- Intra/extranet/internet ordering facilities
- CRM & Marketing Support



## PROVIDES FULL ACCOUNTABILITY

- Audit-trail highlighting changes
- Drill-down on transaction history
- Add notes and attachments
- Access rights by group or user



## GIVES YOU FULL CONTROL

- Full visibility of operations performance
- Centralisation of data
- Essential business support, optionally to multiple companies & databases
- Real-time capture and processing of data
- Provides access to information on a need-to-know basis
- Customer loyalty tracking



## EMPOWERS BETTER DECISIONS

- Reporting by Group, Department, Outlet, store, company and more
- Creates a solid platform for Strategic development & maintenance
- Creates a framework for faster and better daily-decision making
- Exhaustive Big Data mining tools through customised reports and charts
- Comprehensive access to specific information through drill-down facilities



## PROVIDES FLEXIBILITY

- Support for unlimited user defined fields of any type for classification and grouping
- Support for multi-currency
- Free-format invoices with rich-text support
- Export facility & support to 3rd party software such as Excel/PDF/e-mail/web.
- Flexible & automated frameworks for performing routine operations
- Scalable & customisable installation

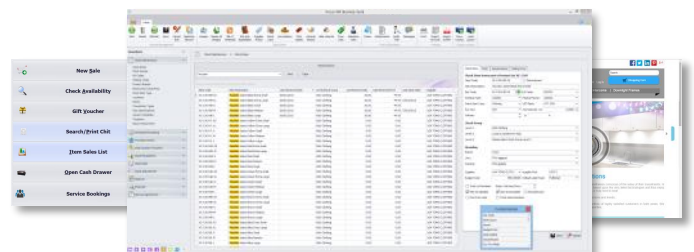


## SAVES TIME AND MONEY

- Improves cash-flow management & protection against pilferage
- Creates a holistic improved efficiency
- Automation of tasks and alerts
- Send debtor statements in a systematic manner
- Automation of processes reducing human intervention and error

***"The system is extremely user friendly and facilitates our daily work through automation."***

***- Frank Salt Real Estate Ltd.***





# CUSTOMISABLE & MODULAR

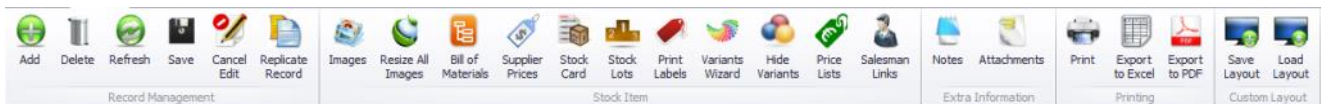


## INVENTORY MANAGEMENT



The Focus 360 Inventory Management System supports the recording of details on stock items in the necessary level of detail. It provides extensive search facilities that will enable your staff to locate a required item with ease and confidence. It enables you to record purchases of stock from suppliers. Stock may be retained at any location or warehouse run by the firm and the system provides functionality to record transfers between such locations. This will give you full visibility of stock availability at any location. It also assists with stock-take procedures, the creation of Automated pricelists, marketing incentives, creation and maintenance of multiple product variants, non-stockable items, and auto-sizing of item images. It provides the necessary platform to manage your assets with emphasis on increasing efficiency, whilst reducing costs, wastage and pilferage.

Ask for the Inventory Management leaflet to check out the full list of features.

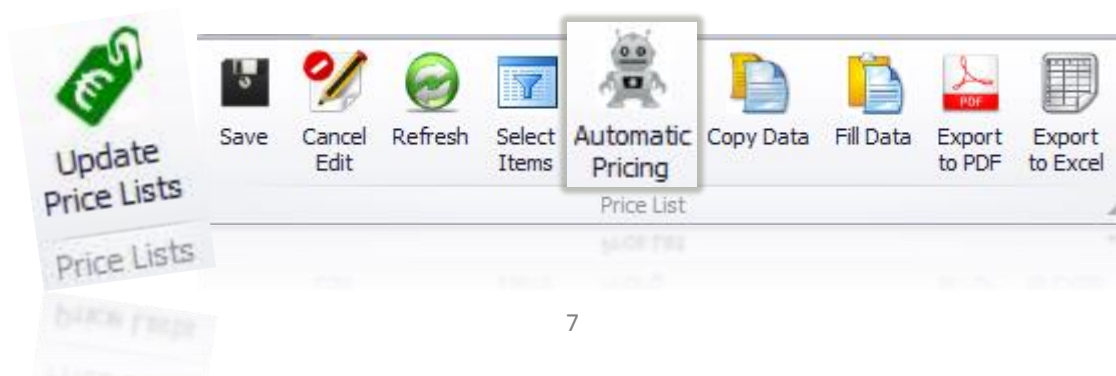


## POINT OF SALE



The Point-of-Sale System supports the recording of sales of stock to third parties over the counter. It provides the necessary search facilities for users to quickly locate the required stock, including the availability of such stock at any outlet or store. The necessary controls provide for the reconciliation of takings during and/or at end of day. The POS system may be operated via touch screens or via conventional PCs. Seamless support for bar-code readers, scanners, cash registers and other peripheral equipment is also available. POS may also help with the scheduling of Services via inbuilt calendar facilities.

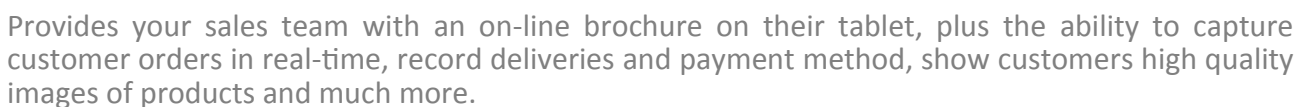
Ask for the Point of Sale leaflet to check out the full list of features.





The system is therefore fundamentally engineered to provide the best possible assistance to your sales efforts and distribution processes. This is done by providing tools such as flexible pricing mechanisms and ad-hoc marketing incentives, and the proper functionality for the organisation of your distribution lists, picking of goods from stores and the delivery to clients in a timely and efficient manner. The system is engineered mainly to help you gather data in an efficient manner and produce insights and knowledge which is otherwise potentially lost. You may also organise your sales team's schedules, maintain sales orders, create customised reports and easily maintain price lists via semi-automated updates in a timely manner.

The screenshot displays the 'Reports & Enquiries' menu in the software. The menu is open, showing a list of options: 'Sale Session History', 'Daily Sales', 'POS Sales Items', 'Loyalty Card Profitability', 'Item Catalogue', 'Sales by Sale Rep', 'Sales Orders Statistics', and 'Visit Comments'. A sub-menu for 'Web Marketing' is also visible, containing 'Web Banners', 'Web Activity', 'Newsletters', and 'Newsletter Activity'. The background shows a calendar view for January 12th to 17th, with data for 'James Gatt' and 'Anthony Lups'.



- 
- The screenshot shows the 'Focus 360' product catalogue application on a tablet. The interface is designed with a blue header bar containing navigation icons for Home, Add, Location, Search, Catalogue, Messages, and a user profile. The main content area is titled 'Product Catalogue' and is divided into several sections:
- Filter Section:** Includes dropdown menus for 'Location' (set to 'All'), 'Product Type' (set to 'All'), and 'Category' (set to 'All'). A 'Filter' button is located at the bottom right of this section.
  - Filter by Stock Section:** Includes dropdown menus for 'Stock Type' (set to 'All'), 'Stock Status' (set to 'All'), and 'Stock Location' (set to 'All'). A 'Filter' button is located at the bottom right of this section.
  - Product Listings:** The products are organized into six categories, each with a blue circular icon:
    - New Item:** Lists 'Polymer' (Product Name), 'Polymer' (Product Type), and 'Polymer' (Product Price (USD)).
    - Recent SOURCES DIRECT SUPPLY ITEM:** Lists 'Polymer' (Product Name), 'Polymer' (Product Type), and 'Polymer' (Product Price (USD)).
    - Recovery Complex Acid-Pol:** Lists 'Polymer' (Product Name), 'Polymer' (Product Type), and 'Polymer' (Product Price (USD)).
    - Carbon Pre-treatment System:** Lists 'Polymer' (Product Name), 'Polymer' (Product Type), and 'Polymer' (Product Price (USD)).
    - Silica Gel:** Lists 'Polymer' (Product Name), 'Polymer' (Product Type), and 'Polymer' (Product Price (USD)).
    - PH-RED-Titer Lens System:** Lists 'Polymer' (Product Name), 'Polymer' (Product Type), and 'Polymer' (Product Price (USD)).
- At the bottom of the screen, there is a dock with several icons representing different functions, and a status bar at the very bottom showing the time as 6:32.



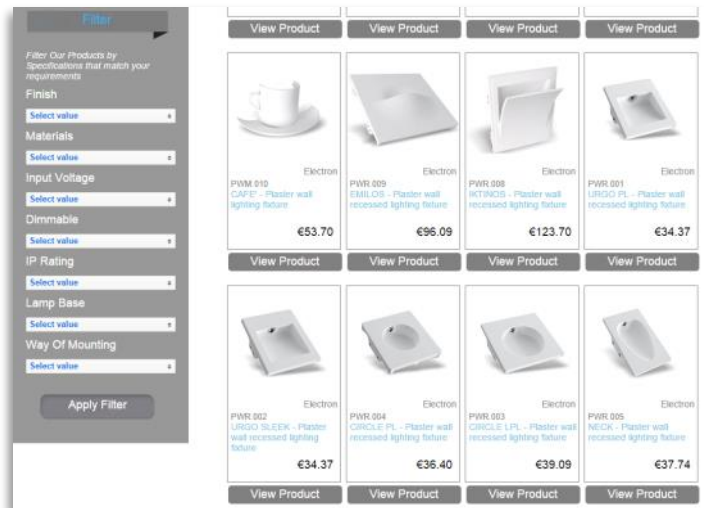


## eSHOP WEBSITE

The eShop enables a global reach & a wider client base via an online 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 intra/extra-net and internet web site providing an optimal browsing experience for your clients, staff & stakeholders.

Selected items may be highlighted via the 'Featured products', the 'New products' or the 'On-Sale' sections. The website is fully SEO friendly providing the means by which your site will be favourably ranked by Google and other search engines.

Ask for the eShop Website leaflet to check out the full list of features.



## FINANCIALS

360 Financials is a fully integrated financial management module including Nominal, Sales, Purchase Ledgers and Cash Book. A feature rich solution which propels your efficiency levels through a system which not only provides the means to follow up on amounts receivable & payable but also to gain insight across all financial processes. It automates your procedures for accurate and faster posting and reporting whilst also incorporating a flexible chart of accounts, budgeting modules, bank statement reconciliations, e-mail logging, and debtor statement alerts and trackers.

Ask for the Financials leaflet to check out the full list of features.



## A FULLY INTEGRATED SOLUTION

All of the above modules integrate seamlessly to create a holistic and secure approach for the creation and execution of your Business Strategy with greater confidence. A fast, efficient and reliable source for the production of vital data and process handling.

Modules can also be acquired in a progressive and modular manner, offering businesses of all sizes the space and flexibility they need to grow.

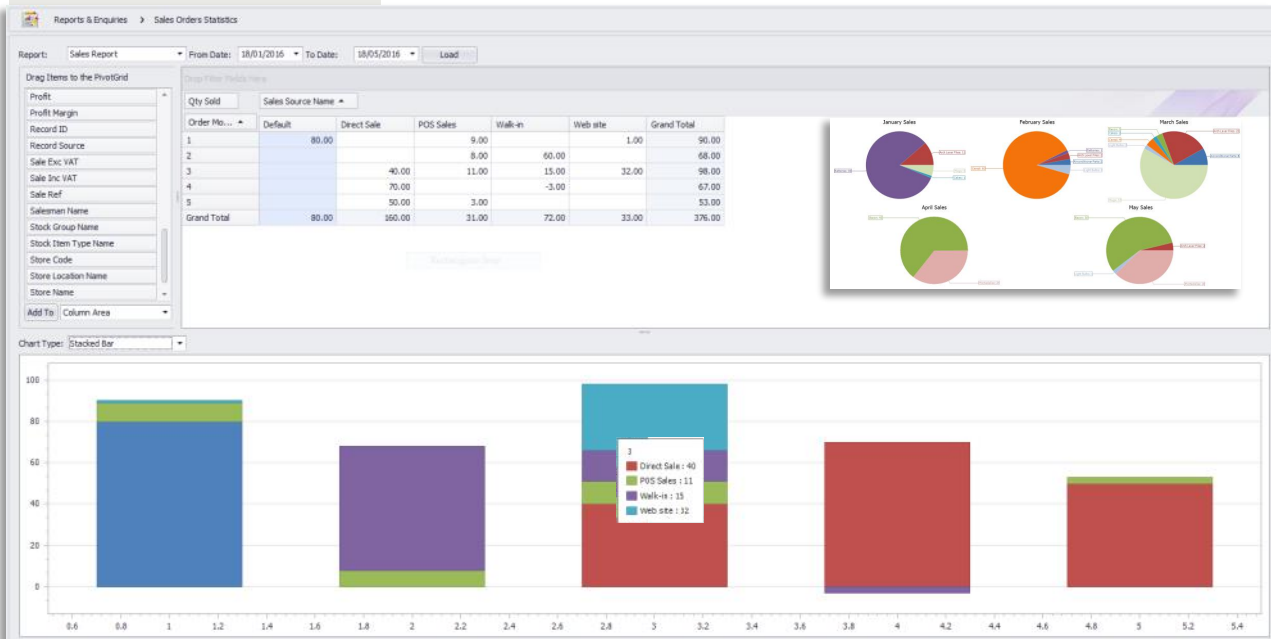
# SCREENSHOTS

## Customisable Inventory Management Screen

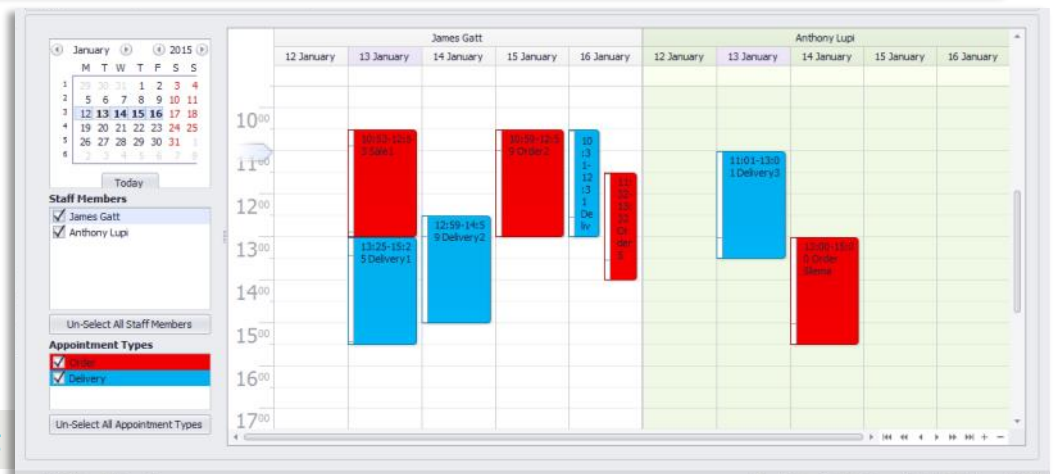
The screenshot displays the 'Focus 360 Business Suite' inventory management interface. The main window shows a table of stock items with columns: Item Code, Item Description, Last Received Date, Level Stock Group, Last Received Qty, Last Received Price, Last Issue Date, and Supplier. The table lists various items like 'Jacket Black Extra Small' and 'Jacket Yellow Extra Small'. A sidebar on the left offers navigation options such as 'Stock Maintenance', 'Stock Groups', 'Stock Items', 'Stock Adjustments', and 'Service Agreements'. On the right, a detailed view for a selected item (Jacket Brown Small) shows its specifications, pricing, and a customization section.

The screenshot shows the 'POS Main Menu' and a 'New Sale' screen. The POS Main Menu is a grid of buttons for various functions: New Sale, Return Item, Check Availability, Service Desk, Gift Voucher, X-Read, Search/Print Chit, End Of Day, Item Sales List, Maintain Items, Open Cash Drawer, Configuration, and Service Bookings. The 'New Sale' screen displays a client reference (W000001), VAT number (5000-006), and a list of items with their quantities and prices. A total amount of €29500 is shown at the top right. The bottom of the screen features a row of function buttons: [F1] New Item, [END] Cancel Sale, [F9] Suspend Sale, [F10] Payment, and [F12] Menu.

## Business Intelligence Tools



## Staff Scheduling



Wall Lamp LAIS - 95X195X90 mm- Matte White

Product category : Wall Lights

Product Code : ARL-2048 BF

Description

Wall Lamp LAIS - 95X195X90 mm- Matte White - 1 x E27 max. 18W. Manufactured in aluminium and acrylic.

€44.00

Price Inc. 18% VAT

1 Add To Basket

### Additional Information

LAIS - It comes from Greek and means Popular. Design by Daniela Zilinsky & Emilio Conradt. Made in Brazil

### Technical Specifications

Finish	matte white	Materials	aluminium and acrylic
Input Voltage	220-240V	Lamp Max Wattage	18w
Dimmable	Yes	IP Rating	IP20
Lamp		Width	90mm
Depth		Height	195mm
Way		Designer	Daniela Zilinsky

Refine Search

Low Level Surface  
Plaster Lighting, Wall  
Lights  
Outdoor Wall Lights



Shopping Cart

## eShop Product Page

### Shopping Cart

Product Name	Unit price	Quantity	Subtotal
IPERI 50 floor lamp, anthracite, 48 LED, pure-white, 4000K	€116.82	1 <a href="#">Update Cart</a>	€116.82
End cap PCV for PA-HR	€3.12	1 <a href="#">Update Cart</a>	€3.12
Ceiling Recessed With Frame, Single For GU10 Lamps	€14.00	1 <a href="#">Update Cart</a>	€14.00

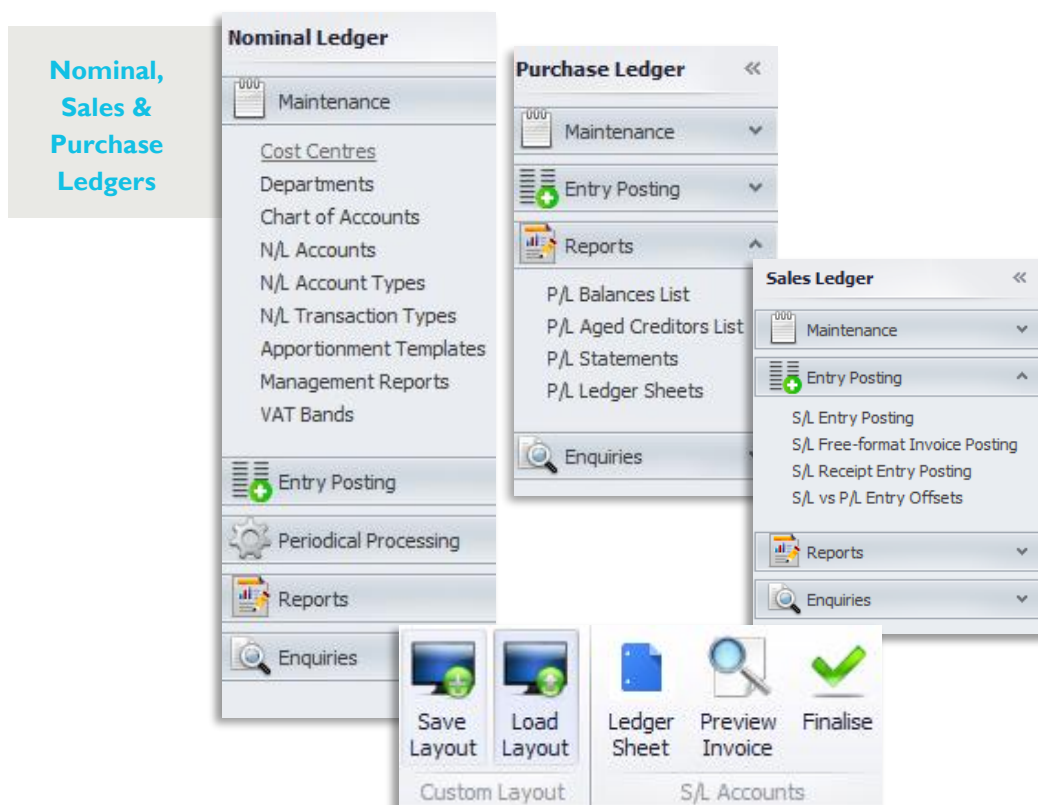
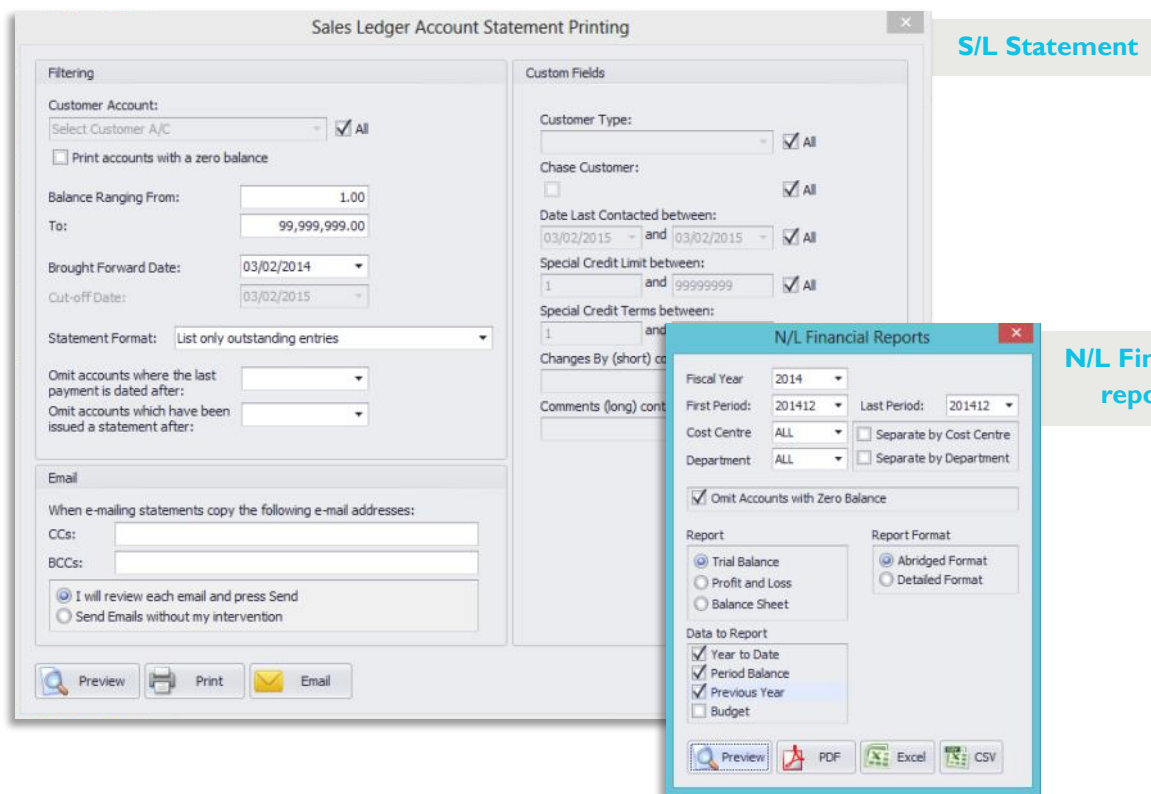
### Terms and Conditions

Secure Checkout

Continue Shopping

Total Exc. VAT = € 113.51  
VAT = € 24.11  
Total Inc. VAT = € 133.94

eShop Shopping cart



MORE INFORMATION IS AVAILABLE ONLINE AT  
[WWW.FOCUS.COM.MT/PRODUCTS/FOCUS-360](http://WWW.FOCUS.COM.MT/PRODUCTS/FOCUS-360)

OR ASK US FOR A FREE CONSULTATION MEETING / DEMO ON +356 21381613

# TESTIMONIALS

## FEEDBACK FROM OUR PARTNERS...

*"Here at Salon Services we offer beauty products to a vast range of retailers. As we are one of the **leaders in our industry** and we have opted for a system which has definitely helped us **increase our competitive advantage**.*



*These guys have delivered a system that enables us collect and process sales data much more efficiently and therefore also to manage and reward the effort of our sales team better.*

*Using their Tablets the sales people can communicate with the system on a real-time basis, keeping us immediately informed of their current location, their client's visit schedule, and the immediate recording of sales orders and deliveries. It has also enabled us to reconcile takings in a more efficient manner. Focus 360 also provides us with immediate feedback from our clients and which has in turn enhanced our relationship with our clients."*

**- Mr. George Bonello CEO**

*"OGL is the **official distributor in Malta for Konica Minolta and Develop** with over 30 years of partnership, having vast clientele in both Malta and North Africa . Committed to provide our clients with the highest quality of products, we specialise in document management systems and services, enabling customers to improve document workflow, cut costs and increase efficiency via premium brands such as Konica Minolta, Oce, Laurel, EBA and Unibind.*



*Focus has delivered us a system that helps us keep track of our inventory and efficiently manage our finances. The system **intelligently automates** the issuing of accurate bills covering the various types of agreements that we have with our clients for the leasing and maintenance of Konica Minolta printing equipment. We continuously strive for improvement and Focus enabled us to keep a constant monitoring of our clients and maintain a high standard throughout, by effectively prompting us immediately in all aspects of our clients needs. I am convinced and aware that their service was always prompt and efficient and that their attention was even more than expected. "*

**- Mr. Robert Micallef CEO**



*“Frank Salt established itself over the years as perhaps the **leading real estate agency** in Malta and Gozo, dealing mainly with sale and letting of residential and commercial properties.*

*To us Focus 360 provides an extensive suite of utilities that enables us to manage our finances in an efficient and effective manner. The system is extremely user friendly and facilitates our daily work through automation. It provides seamless integration with various other systems used in our departments. The system also enables us to issue management reports to the various departments within the organisation at the click of a button, helping them to keep abreast of the operation of their part of the business and consequently their bottom line.”*

**- Jonathan Sammut Accounts Department Manager**



ESTABLISHED 1969  
**FRANK SALT**  
REAL ESTATE LIMITED

## Welcome to Salon Services

Dear guest, Salon Services welcomes you to our website! Our company is proud to offer wide selection of excellent world-renown brands to cater for EVERY NEED OF THE SALON – from equipment to set up the salon, to specialist training and products to work with. In addition to the catalogue function, our new web-based platform in due course will allow B2B clients to place orders online 24/7. At the same time, retail customers can benefit from the function of checking availability of the product from the salons that currently distribute it. While we are still in the process of getting more information ready for your attention, we encourage you to look through the products displayed already. Wishing you best of luck! Sincerely, Salon Services

[www.salonsmalta.com](http://www.salonsmalta.com)

For more Testimonials visit our website on:  
[www.focus.com.mt/testimonial](http://www.focus.com.mt/testimonial)



# WHO WE ARE

## ORGANISATION PROFILE

Focus Software Solutions Ltd. is a professional organisation delivering state-of-the-art systems and services to the business community. The organisation employs highly trained technical staff whose combined knowledge and vast experience in the industry, is its most valuable asset .

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 via customisation of our software;
- applying 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 uplifting experience for our clients. Our proof of this? Our clients have been with us for years and our relationships are second to none.

DATA

INFORMATION

KNOWLEDGE

SUCCESS





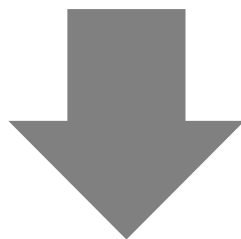
# focus

software solutions

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

Tel: 21381613 - mail: [info@focus.com.mt](mailto:info@focus.com.mt)  
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Find us on Facebook / LinkedIn

**MORE INFORMATION ABOUT MODULES**



# FOCUS 360 BUSINESS SUITE



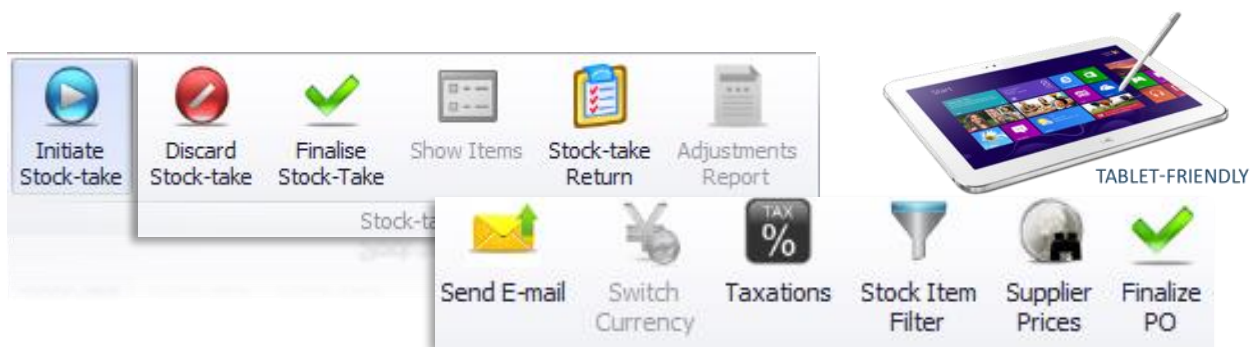
## INVENTORY MANAGEMENT



WHOLESALE & DISTRIBUTION | RETAIL | MANUFACTURING | eCommerce

Focus 360 Inventory provides the necessary platform to manage your assets with emphasis on **increasing efficiency, reducing costs, wastage and pilferage.**

Locate required items with ease and confidence | Record purchases from Suppliers | Record inter-location transfers | Run periodical stock-takes for tighter control of your assets | Produce critical management information | Facilitate and automate book-keeping | Option to switch seamlessly between Multiple companies and Multiple databases.



### KEY FEATURES:

#### STOCK ITEMS

Support for an unlimited number of stock items;

Unlimited number of **user-defined stock groups** and sub-groups used for reporting, operational and accounting purposes;

User-defined packing factors, such that stock may be purchased in one unit of measure and sold, or transferred between stores, in a different unit of measure;

Link items through Kits & Assemblies to induce up-selling;

Preferred re-order levels by stock item and store;

Support for barcode printing & scanning and **Multiple bar-codes** per item;

Support for stock with **best before/expiry date**, with tracking of lot numbers;

Support for stock with Serial numbers;

Support for Item Variants representing the association of similar stock items, such as clothing in different colours and sizes, simplifying data input and item coding;

Facility to link several stock items into one manufactured product to compile a **Bill of Materials** or assembly;

Support for a list of **user-defined fields** that may be required for the capture of product attributes and specifications;

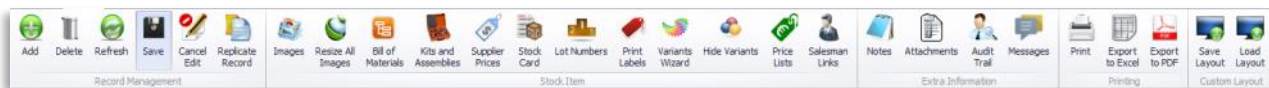
Facility to print labels in a variety of formats to fit boxes of different sizes;

**Automated costing** of stock items based on last received cost, average weighted cost or manually defined standard cost;

Capture of images, specifications and user-defined **meta tags for web site**;

Facility to import details of stock items from spreadsheet;

Provides access to information on a need-to-know basis.



## LOCATIONS AND STORES

**Unlimited number of locations**, typically representing physical buildings such as main stores and warehouses. These may be further sub-divided into as many stores as required;

Stores may be further divided into **bins, racks and shelves** so that each stock item may be associated with the exact physical location where it is stored;

Define which stock groups are housed in which store to reduce errors when recording receipt of goods and stock movements.

## STOCK ADJUSTMENTS & STOCK-TAKE

Support for manual stock adjustments including the **recording of breakages, pilferage and abnormal consumption**;

Automated or manual stock revaluation process with options to use average weighted cost or last received cost, both options requiring user confirmation;

**Stock-life** expectancy calculator;

**Extensive functionality for periodical stock-takes, by Bin-number / Stock group / Supplier / Brand** enabling a stock-take of a sub-section of a store to be carried out with less interruptions to daily operations;

Print stock-take return slips with/without quantities for noting physical quantities or record these via the tablet version for ultimate portability.

## REQUISITIONS & INTER-LOCATION TRANSFERS

Support for internal requisitions so that issues from stores can be accurately monitored and costed;

Support for **inter-location transfers** originating from requisitions in order to encourage departments and stores to plan ahead their requests for replenishment of inventory;

Ability to add physical documents as attachments to Inter-location Transfers; Requisitions and Purchase Orders.

## REPORTS & DATA MINING

**Extensive in-built reporting** including Stock Balances List, Stock Cards, Supplier Price Lists, Budget Cost Analysis, Stock Life Expectancy, Purchase Price Statistics, Sales Margin reports, Consumption reports and Sales by Outlet;

View screen enquiries detailing stock balances and stock movements, stock **ageing**, supplier price comparatives via charts and much more.

## SUPPLIER ORDERS

**Prices** for purchased goods are **maintainable by supplier or by stock item** to provide visibility of optimal prices during negotiations with suppliers or compiling of purchase orders;

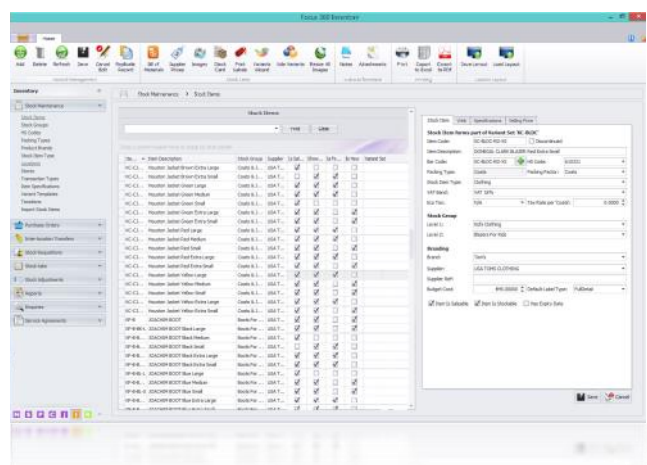
Maintenance of Supplier details with a link to Focus 360 Purchase Ledger for the easy retrieval of supplier details;

Support for recording of purchase orders, email PO to supplier, inputting of non-vendor costs and taxations for accurate costings of goods received;

Finalise your PO only when you have received all the documents and costs. You may issue the goods as soon as these are received, even though the PO may have not yet been finalised;

**Extensive reporting** on stock life expectancy and suggested re-orders based on consumption for prior period and same period last year;

Online or **batch posting of supplier invoices** to Focus 360 Purchase Ledger.



For more information visit our website: [www.focus.com.mt](http://www.focus.com.mt)

Or ask us for a FREE demo on +356 21381613 / [info@focus.com.mt](mailto:info@focus.com.mt)

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software solutions

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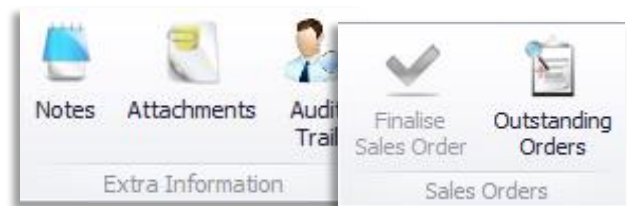
## WHOLESALE & DISTRIBUTION



RETAIL | MANUFACTURING | SERVICE | eCOMMERCE | BUSINESS INTELLIGENCE TOOLS

The Wholesale & Distribution system empowers you with a solid platform for the building and maintaining of a profitable client rapport as supported by an efficient distribution mechanism.

Fundamentally this system is designed to provide the best possible support to your sales initiatives and also to your distribution processes. Find out how the below features will improve not just your everyday processes but also your strategy. Such features will also highlight the insight that this product is equipped with to provide you with the assurance of a system that will deliver, efficiently and effectively.



### KEY FEATURES:

#### GENERAL

Establishment of standard retail prices via a manually input price or based on a user-defined mark-up on cost; with **periodical semi-automatic updates** when standard cost, average weighted cost or last received cost varies by a user-defined +/- percentage. Includes the Facility to round each item's price as appropriate;

Flexible product pricing architecture supporting an unlimited number of customer types and **ad-hoc price lists** for re-sellers via a discount on the recommended retail price;

Facilities to record, print and e-mail **quotations** and convert these easily into sales orders;

Inputting of Sales Orders for delivery of goods to clients; with facility to replicate sales order for recurring orders;

Support for Advanced deposits;

**Schedule visits to clients** by salesmen on a weekly, fortnightly or monthly basis. Salesmen may use the **Focus 360 Mobility** to record their activity and place customer orders via tablets;

Facility to **schedule pick lists** to support the loading of vehicles for the delivery of goods with option to pick goods as per **auto-suggested pick sequence**;

Printing of pick lists, delivery notes & invoices in preparation for daily delivery of goods;

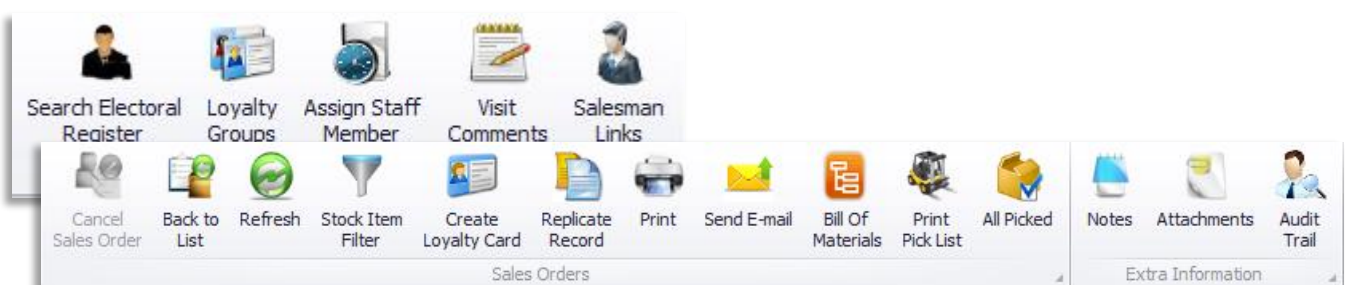
On-line **posting of Sales Invoices** to Focus Sales Ledger;

Ability to issue **Loyalty Cards** to repeat customers, with full-details and grouping to assist in marketing efforts;

Optional **discounting mechanisms** such as 'buy x and pay for y' and ad-hoc marketing incentives granting discounts based on spending within defined timeframes;

Support for the organisation of marketing events with tools to compile the list of invitees and mechanisms for proper follow-up;

A **variety of reports** showing the performance of each outlet, Loyalty Card, Product, Salesperson, Deliveryman and much more.





## SERVICING

Flexible Tie-up of stock items & quantities, as well as skills required for each service;

Categorising of staff members by skill;

Scheduling of staff rosters;

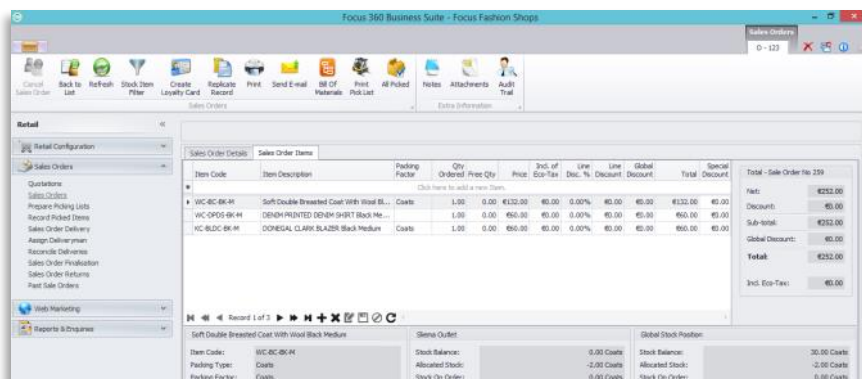
Maintenance of staff diaries, with full view, optionally shared by all staff;

Outlook style service bookings calendar;

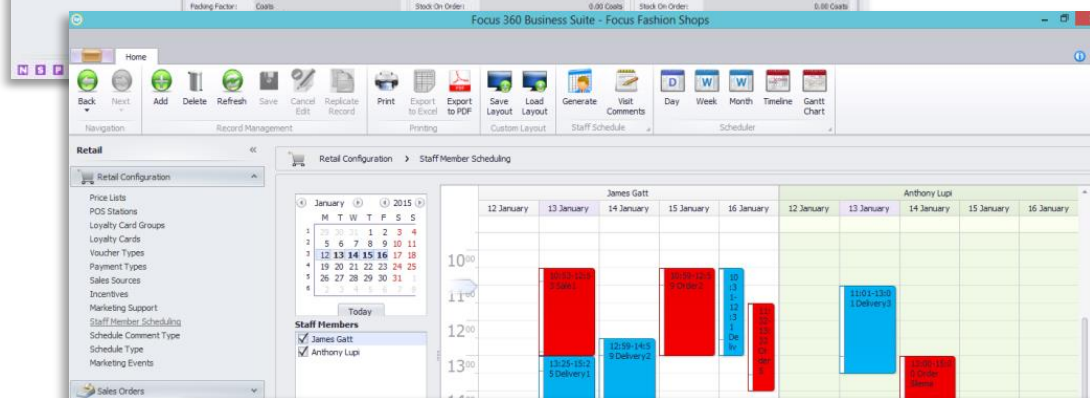
Very powerful reporting tools to monitor Staff performance and also the consumption of products to curb abuse;

**Fully Integrated Big Data mining tools** for Business Intelligence insights through customisable reports and charts;

Build your own reports, analysing data on any of a number of attributes across multi-dimensional matrices.

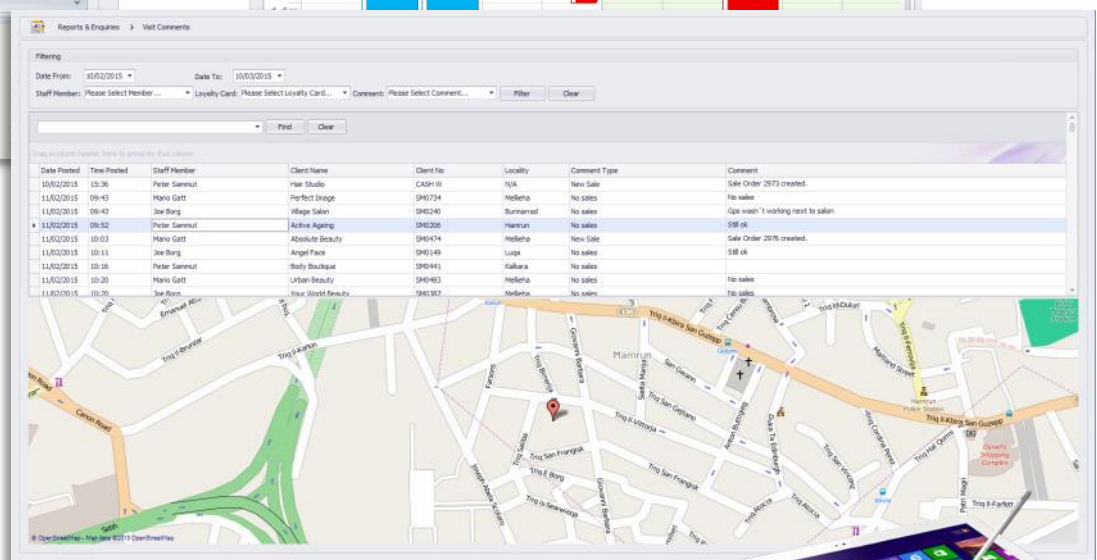


Sales Orders



Staff Scheduling

GPS Tracking with Map locator



TABLET-FRIENDLY

For more information visit our website: [www.focus.com.mt](http://www.focus.com.mt)

Or ask us for a FREE demo on +356 21381613 / [info@focus.com.mt](mailto:info@focus.com.mt)

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KNOWLEDGE

SUCCESS

**focus**  
software solutions



**Empower your sales force** with the right tools to provide the best customer interaction and experience. This is the **perfect Sales Force Mobility tool** to provide the salesperson with access to important information through an on-line catalogue, price list and order book, thus optimising their closure of sales.



### KEY FEATURES:

- View items catalogue with filtering by Brand, Stock Group and more;
- View Pricing according to Client's pricelist;
- Create and update Sales Orders;
- View **Salesperson's Calendar** and write notes about customer visits;
- Delivery procedure with confirmation of goods delivered and payment method;
- View Client Statements on site and record payments against customer invoices;
- Z-Read facility to **reconcile payments recorded by Salesperson**;
- View pending Tasks assigned to Staff Members;
- Messaging mechanism** with Tagging & linking facilities;
- GPS tracking** ability.



Search

Search:

Search Product

Price List:

Recommended Retail Pri

Sort By:

Default

Search

Clear

Filter

Brand:

Select Brand

Line:

Select Line

Subline:

Select Subline

Filter

Filter By Group

Level 1:

Hair

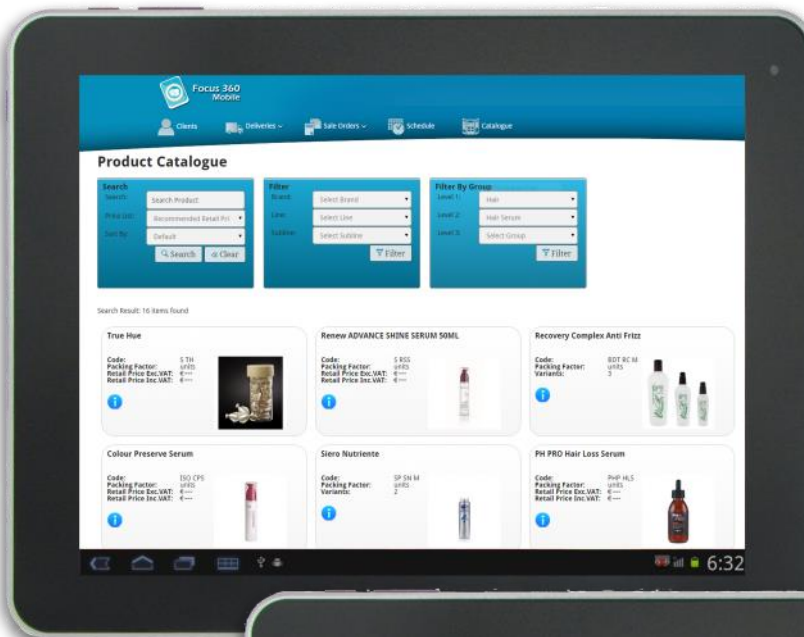
Level 2:

Hair Serum

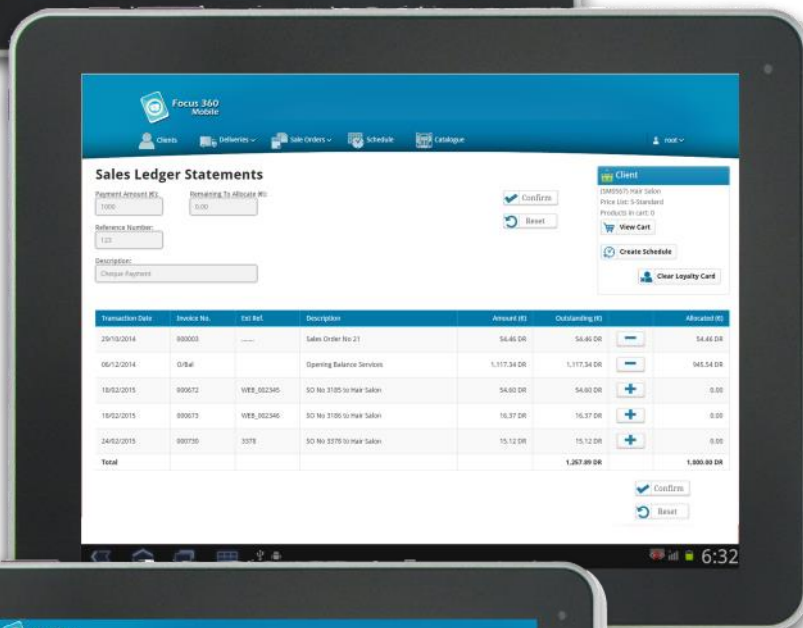
Level 3:

Select Group

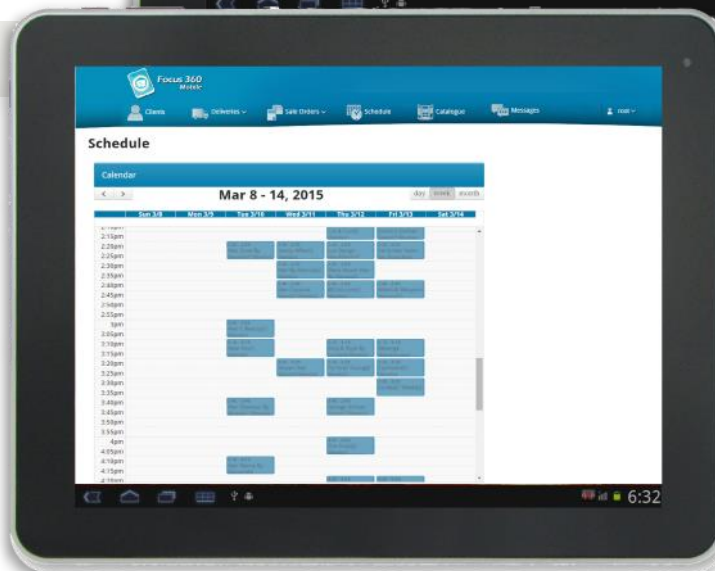
Filter



Product Catalogue



Sales Ledger Statements



Scheduler



For more information visit our website: [www.focus.com.mt](http://www.focus.com.mt)

Or ask us for a FREE demo on +356 21381613 / [info@focus.com.mt](mailto:info@focus.com.mt)

DATA

INFORMATION

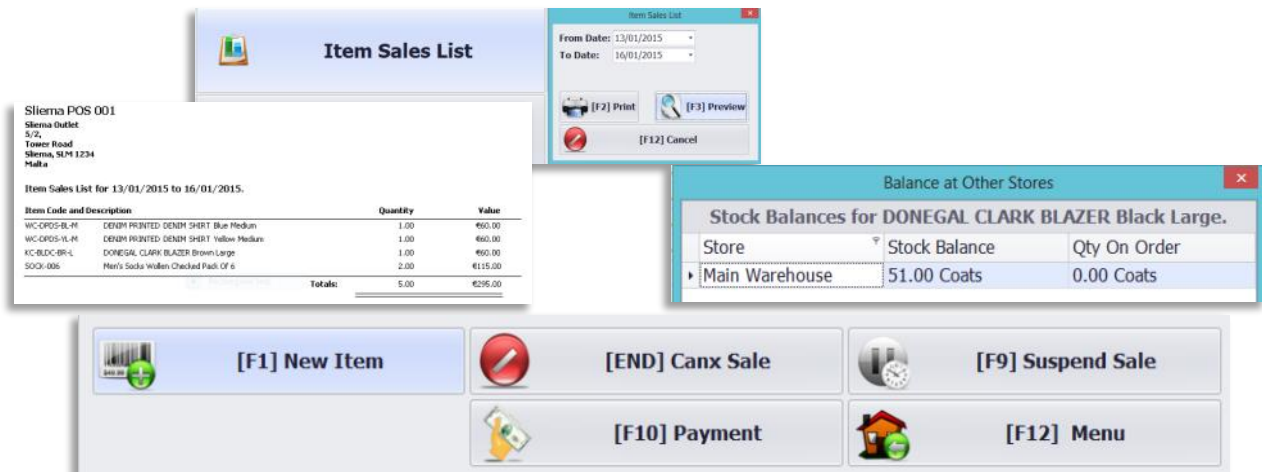
KNOWLEDGE

SUCCESS

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The Point-of-Sale System supports the recording of sales of stock to third parties over the counter. It provides the necessary search facilities for users to quickly locate the required stock, including the availability of such stock at any of the outlets or stores operated by the firm. The necessary controls provide for the reconciliation of takings during and/or at end of day.



## KEY FEATURES:

### GENERAL

Simple and quick POS interface that can be operated via Touch Screens or via regular PC screen and keyboard;

Printing of receipts on customised A4 layout with company logo, or alternatively on smaller chit printers;

**Option to sell on credit**, to record a new customer's details, or to call up the details of an existing customer;

Facilities to book items for customers, with a reminder date. Booked items are appropriately marked when viewing available stock;

Facilities to **review booked items** for follow up or cancellation. Option to email clients on the availability of stock;

Support for the issuing and/or redemption of gift-vouchers;

Facility to run **X-Read and Z-Read** on demand. User must first declare cash in his drawer so that over and under collections can be monitored;

**Interfaces to popular chit printers**, barcode scanners, cash drawers and other peripheral equipment;

Paid-out & receipts;

User-defined Hot keys for fast data entry with the option to place product images on the respective button;

Support for Payments in major foreign currencies with change in Euro (€);

Request for replenishment of Stock;

Paid-outs and receipts;

Optional reconciliation by denomination.

### END OF DAY















Facility to run End-of-day processes which finalise all closed Z-Reads for each outlet and POS, producing the necessary control reports such as Z-Read Summary, Chit Lists and automated book-keeping.

### REPORTING

Extensive reporting facilities including Sales by Outlet and Product group, Sales Margin report by category and product.



## Main Menu

 <b>New Sale</b>	 <b>Return Item</b>
 <b>Check Availability</b>	 <b>Service Desk</b>
 <b>Gift Voucher</b>	 <b>X-Read</b>
 <b>Search/Print Chit</b>	 <b>End Of Day</b>
 <b>Item Sales List</b>	 <b>Maintain Items</b>
 <b>Open Cash Drawer</b>	 <b>Configuration</b>
 <b>Service Bookings</b>	 <b>Log Out</b>

Good afternoon, jgatt. Session opened on 29/08/2015 18:18:35. Store : Main Warehouse. POS Station : WH

13:27:15

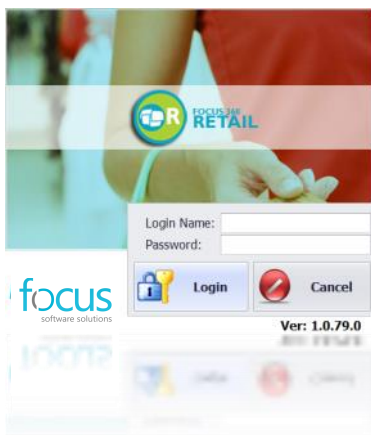
**New Sale**  
Client Ref: W000001  
VAT No:   
Walk-in Clients  
Bar Code: SOCK-006  
[F2] Search [F8] Process  
Description: Men's Socks Wollen Checked Pack Of 6  
Standard Price: €120.00  
Quantity: 2.00  
Special Price:   
Discount in €: 5.00  
[F3] Save [F4] Remove

Total Amount in € **295.00**  

Item	Qty	Price
DONEGAL CLARK BLAZ...	1.00	60.00
Men's Socks Wollen Che...	2.00	115.00
DENIM PRINTED DENI...	1.00	60.00
DENIM PRINTED DENI...	1.00	60.00

**Sales Screen**  

Item	Qty	Price
ZZ Brand T-shirt Black Extra extra large	1.00	60.00
ZZ Brand T-shirt Blue Large	1.00	60.00
ZZ Brand T-shirt Blue Medium	1.00	60.00
ZZ Brand T-shirt Blue Extra extra large	1.00	60.00
ZZ Brand T-shirt Green Large	1.00	60.00
ZZ Brand T-shirt Green Medium	1.00	60.00
ZZ Brand T-shirt Green Extra extra large	1.00	60.00
ZZ Brand T-shirt Red Large	1.00	60.00
ZZ Brand T-shirt Red Medium	1.00	60.00
ZZ Brand T-shirt Red Extra extra large	1.00	60.00
ZZ Brand T-shirt White Large	1.00	60.00
ZZ Brand T-shirt White Medium	1.00	60.00
ZZ Brand T-shirt White Extra extra large	1.00	60.00



Focus 360 Lite Login Screen

Login Name:   
Password:   
Login Cancel  
Ver: 1.0.79.0

Hot  
Keys



Focus 360 POS can also run as a stand alone system therefore offering smaller shops full autonomy and a more accessible solution

Contact us to enquire about the Focus 360 Lite version .

For more information visit our website: [www.focus.com.mt](http://www.focus.com.mt)

Or ask us for a FREE demo on +356 21381613 / [info@focus.com.mt](mailto:info@focus.com.mt)

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# FOCUS 360 BUSINESS SUITE



## eSHOP WEBSITE



Enables a global reach and wider client base via the online website whereby it offers the facilities to market selected stock items via a professional and state of the art web site. The e-shop supports a responsive and SEO optimised web site providing an optimal browsing experience for your clients.

### KEY FEATURES:

Place **on-line orders**;

Search for products using various criteria;

View **full details** of products;

View product images;

View product specifications;

Subscribe for **membership and for newsletters**;

**Highlight Key Products** via the 'featured products', the 'New products' or the 'On-Sale' pages;

The web site is **fully SEO friendly** providing the means by which your site will be favourably ranked by **Google** and other search engines.

### ■ Register Account

If you already have an account with us, please login at the [login page](#).



Shopping Cart



## Item display

### Refine Search

- Face Care
- Cleansers
- Hands & Body
- Sun & Tanning
- Skin Care Accessories
- Eyes
- Foot & Leg
- For Men
- Treatment Sets
- Introduction Set









### SkinCare

BABOR's skin care products are perfectly suited to the requirements of EVERY type of skin. Inspired by the latest advances and technologies in the spheres of research into skin aging, dermatology and genetics, BABOR's research team has consistently developed and refined highly effective anti-aging product ranges. By adopting a holistic approach and integrating a wide range of different specialist departments, they have succeeded in further unraveling the mystery surrounding the causes of skin aging and ways of combating it. This combination of knowledge and holistic research is the key to the outstanding efficacy of their anti aging product ranges.

Displaying 1 to 12 (of 208)

Show 12 ▾ Default ▾

## Shopping Cart


	Product Name	Unit price	Quantity	Subtotal	
	IPERI 50 floor lamp, anthracite, 48 LED, pure-white, 4000K	€116.82	1 <a href="#">Update Cart</a>	€116.82	
	End cap PCV for PA-HR	€3.12	1 <a href="#">Update Cart</a>	€3.12	
	Ceiling Recessed With Frame, Single For GU10 Lamps	€14.00	1 <a href="#">Update Cart</a>	€14.00	
Terms and Conditions					
<a href="#">Secure Checkout</a> <a href="#">Continue Shopping</a>				Total Exc. VAT = € 113.51 VAT = € 24.11 Total Inc. VAT = € 133.94	

## Shopping cart

## Refine search

### Refine Search

- Low Level Surface
- Plaster Lighting, Wall Lights
- Outdoor Wall Lights



### Wall Lamp LAIS - 95X195X90 mm- Matte White

Product category : Wall Lights  
Product Code : ARL-2048 BF

### Description

Wall Lamp LAIS - 95X195X90 mm- Matte White - 1 x E27 max. 18W. Manufactured in aluminium and acrylic.

€44.00  
Price Inc. 18% VAT

[Add To Basket](#)

### Additional Information

Lais - It comes from Greek and means Popular. Design by Daniela Zilinsky & Emilio Conradt. Made in Brazil

### Technical Specifications

Finish	matte white	Materials	aluminium and acrylic
Input Voltage	220-240V	Lamp Max Wattage	18w
Dimmable	Yes	IP Rating	IP20
Lamp Base	1 x E27	Width	90mm
Depth	95mm	Height	195mm
Way Of Mounting	surface wall mounting	Designer	Daniela Zilinsky & Emilio Conradt

### Customers also bought

## Item display

■ **New Arrivals** [Check out our new arrivals for special prices](#)

■ **Promotions** [Check out our special promotions](#)

For more information visit our website: [www.focus.com.mt](http://www.focus.com.mt)

Or ask us for a FREE demo on +356 21381613 / [info@focus.com.mt](mailto:info@focus.com.mt)

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# FOCUS 360 BUSINESS SUITE



## FINANCIALS



**Fully integrated financial management** through Focus 360 Financials. A feature rich suite of ledgers which propels efficiency levels and provides **in-depth financial insight** through a flexible and scalable solution. This system provides superlative accounting functionality through the full capacity of integrated **Nominal, Sales, Purchase Ledgers and Cash book**. Focus 360 Financials is designed to provide you with opportunities for enlightened knowledge and refined operational framework methods. The system helps to improve the core of your strategic decisions and increase the rapidity of deployment of such strategies and of daily operations.

The screenshot displays the 'Focus 360 Business Suite - Focus Fashion Shops' application window. The 'Nominal Ledger' is active, showing a list of 'N/L Accounts'. The table below represents the data shown in the screenshot.

N/L Account Code	Account No	Cost Centre	Department	Control A/C	Debit	Credit	Discontinued
10010-ADM-ADM	(10010) Stock Control	Administration (ADM)	Administration (ADM)	<input checked="" type="checkbox"/>			<input type="checkbox"/>
10010-SLM-SLM	(10010) Stock Control	Siema Shop (SLM)	Siema Outlet	<input type="checkbox"/>	4,279.97		<input type="checkbox"/>
10010-WHS-WHS	(10010) Stock Control	Main Warehouse (WHS)	Warehousing Services (WHS)	<input type="checkbox"/>	68,585.27		<input type="checkbox"/>
20010-BKR-BKR	(20010) Ladies Clothing Sales	Birkkara Shop (BKR)	Birkkara Outlet	<input type="checkbox"/>			<input type="checkbox"/>
20010-SLM-SLM	(20010) Ladies Clothing Sales	Siema Shop (SLM)	Siema Outlet	<input type="checkbox"/>		90.98	<input type="checkbox"/>
20010-WEB-WEB	(20010) Ladies Clothing Sales	Web Site (WEB)	Web site Sales (WEB)	<input type="checkbox"/>			<input type="checkbox"/>
20010-WHS-WHS	(20010) Ladies Clothing Sales	Main Warehouse (WHS)	Warehousing Services (WHS)	<input type="checkbox"/>		915.24	<input type="checkbox"/>
20030-BKR-BKR	(20030) Kid's Clothing Sales	Birkkara Shop (BKR)	Birkkara Outlet	<input type="checkbox"/>			<input type="checkbox"/>
20030-SLM-SLM	(20030) Kid's Clothing Sales	Siema Shop (SLM)	Siema Outlet	<input type="checkbox"/>		173.73	<input type="checkbox"/>
20030-WEB-WEB	(20030) Kid's Clothing Sales	Web Site (WEB)	Web site Sales (WEB)	<input type="checkbox"/>			<input type="checkbox"/>
20030-WHS-WHS	(20030) Kid's Clothing Sales	Main Warehouse (WHS)	Warehousing Services (WHS)	<input type="checkbox"/>		1,392.17	<input type="checkbox"/>
20040-BKR-BKR	(20040) Ladies Footwear Sales	Birkkara Shop (BKR)	Birkkara Outlet	<input type="checkbox"/>			<input type="checkbox"/>
20040-SLM-SLM	(20040) Ladies Footwear Sales	Siema Shop (SLM)	Siema Outlet	<input type="checkbox"/>			<input type="checkbox"/>
20040-WEB-WEB	(20040) Ladies Footwear Sales	Web Site (WEB)	Web site Sales (WEB)	<input type="checkbox"/>			<input type="checkbox"/>
20040-WHS-WHS	(20040) Ladies Footwear Sales	Main Warehouse (WHS)	Warehousing Services (WHS)	<input type="checkbox"/>			<input type="checkbox"/>

### KEY FEATURES:

Posting of invoices against Customer and Supplier accounts;

Facilities for the recording of payments in settlement of invoices;

**Extensive reporting facilities** to support the timely collection of monies due from customers, including Aged Balances Analysis, Ledger Sheet Printing & Statement Printing;

In-depth reporting by department to highlight trends, opportunities and threats;

Facilities to create & report on financial budgets;

Easy to use Bank statement reconciliations;

Drill-down on **transaction history**;

**Audit-trail** indicating who updated what;

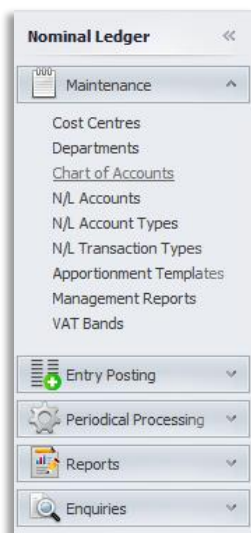
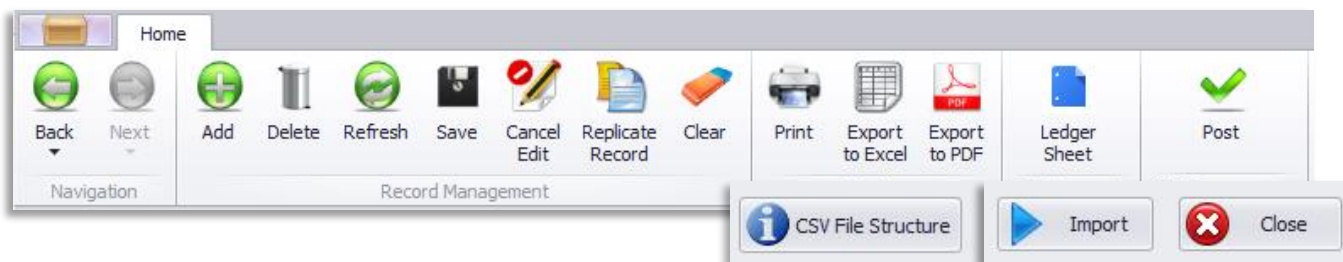
**Multi-currency** & Multi-company support;

Support for **User-defined fields**;

Add notes and attachments;

E-mail logging with capture of full details;

Access rights by group/user.



## NOMINAL LEDGER

User-defined Chart of Accounts with support for multiple cost centres & departments;

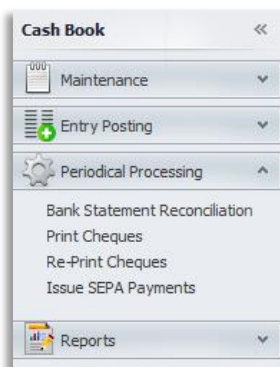
**Automatic apportionment** of entries via pre-defined ratios;

Batch Import transactions from CSV files or real-time **posting via web-services**;

Flexible financial reporting facilities;

Facility to create customised **Management reports**;

Facility to compare against budgets and/or previous year.



## CASH BOOK

Support for the configuration of bank accounts and till accounts;

Posting of receipts, payments and bank transfers;

Easy to use **bank statement reconciliation**;

Payments to suppliers and other third parties via pre-printed cheques or **SEPA Upload**.

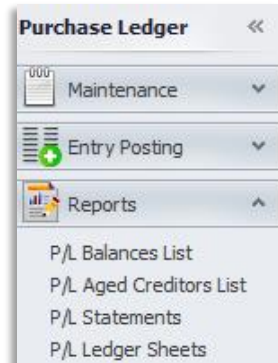
## TESTIMONIAL:

*"To us Focus 360 provides an extensive suite of utilities that enables us to manage our finances in an efficient and effective manner. The system is extremely user friendly and facilitates our daily work through automation. It provides seamless integration with various other systems used in other departments. The system also enables us to issue management reports to the various departments within the organisation at the click of a button, helping them to keep abreast of the operation of their part of the business and consequently their bottom line."*



**Jonathan Sammut,**

**Accounts Department Manager**



## SALES & PURCHASE LEDGER

Capture unlimited details on customer & supplier accounts;

Manual and semi-automatic Entry posting;

**Free-format invoices** with Rich-text support;

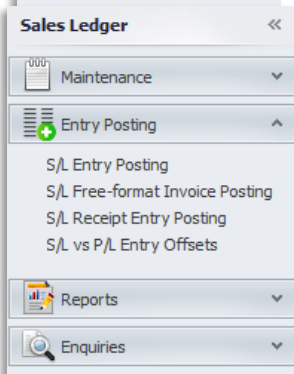
**Automated reminders** for recurring invoices;

Facility to email statements automatically to customers with a variety of parameters in order to target accounts which require special attention;

View/print a detailed summary of **Aged balances**;

Record S/L vs P/L Entry off-sets;

Print Balances lists, Aged debtors/creditors list, Statements & Ledger sheets.



For more information visit our website: [www.focus.com.mt](http://www.focus.com.mt)

Or ask us for a FREE demo on +356 21381613 / [info@focus.com.mt](mailto:info@focus.com.mt)

DATA INFORMATION KNOWLEDGE SUCCESS

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software solutions



Unlimited potential! Providing you with a solid platform for high-impact and fast decision making. Focus 360 includes a fully-fledged BIG DATA mini tool. All the data gathered from your business operations can now be made to good use, producing reports and insight which are vital in today's cut-throat industry. Approach and tackle your Strategy with Greater Confidence through the latest visual data-mining tools!



YOUR BUSINESS IS A  
ALIVE! - GET ACCESS  
TO VITAL  
INFORMATION AT  
YOUR FINGERTIPS

### KEY FEATURES:

- Extractable data and graphs;
- Customisable Pivot grids;
- Multiple chart variants;
- Endless sources of information;
- Real-time Information On-the-fly;
- Safe and Reliable;
- Save & Load different custom reports.

