FOCUS 360 BUSINESS SUITE

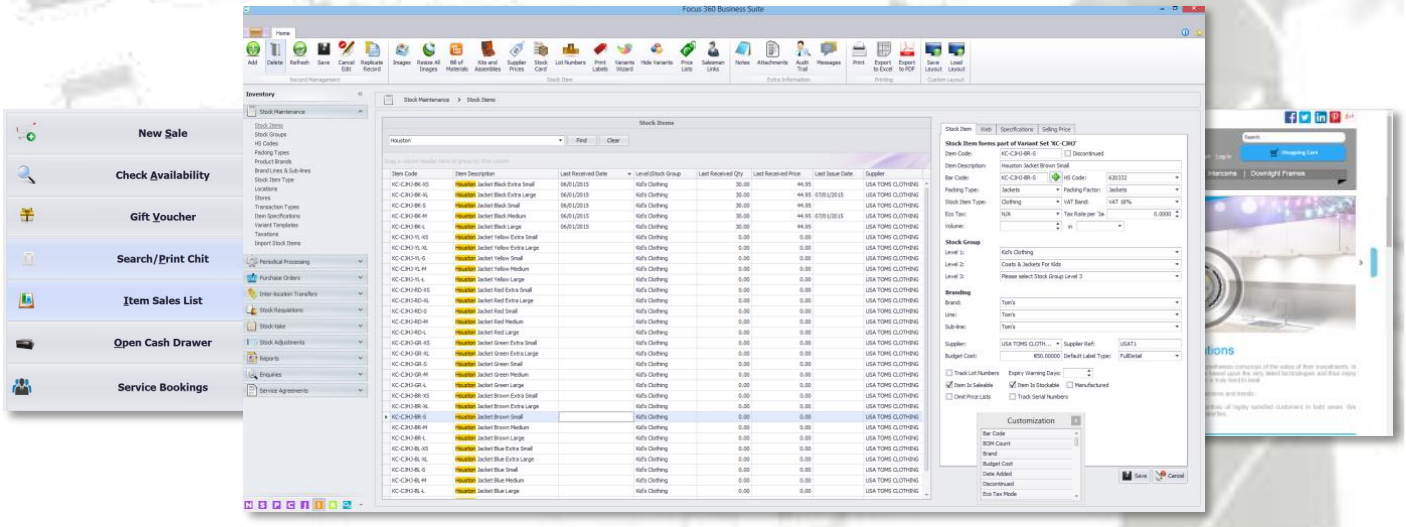
CONFIDENCE INBUILT

focus
software solutions

FOCUS 360
BUSINESS SUITE

ALL IN ONE

Inventory Management | POS | Wholesale & Distribution | eShop Website | Financials | Sales Team Automation


New Sale
Check Availability
Gift Voucher
Search/Print Chit
Item Sales List
Open Cash Drawer
Service Bookings
Focus 360 Business Suite

TACKLE YOUR STRATEGY WITH CONFIDENCE>

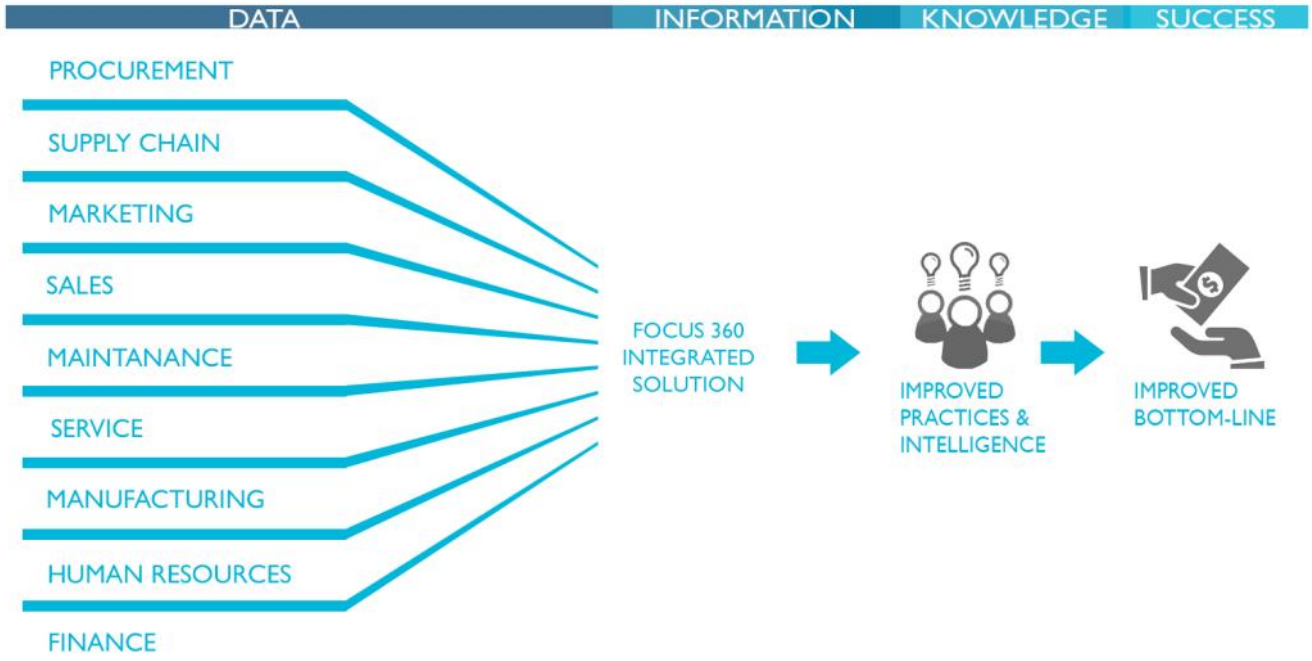
WHAT IS FOCUS 360?

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

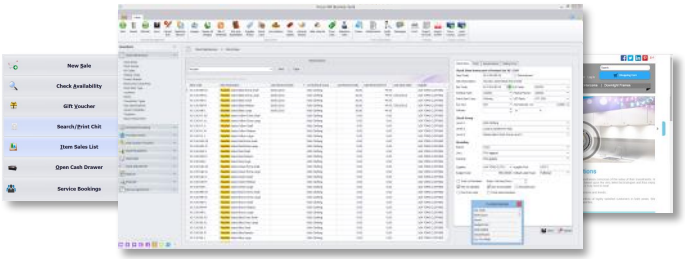
Automation of tasks and alerts

Send debtor statements in a systematic manner

Automation of processes reducing human intervention and error

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

- Frank Salt Real Estate Ltd.

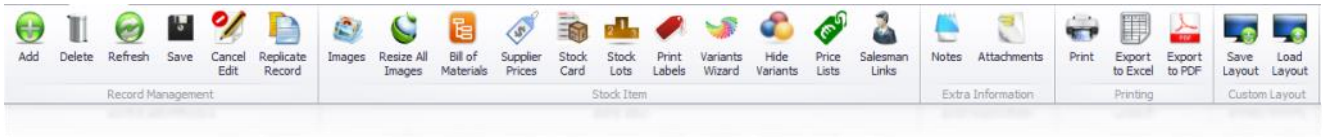


CUSTOMISABLE & MODULAR

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.

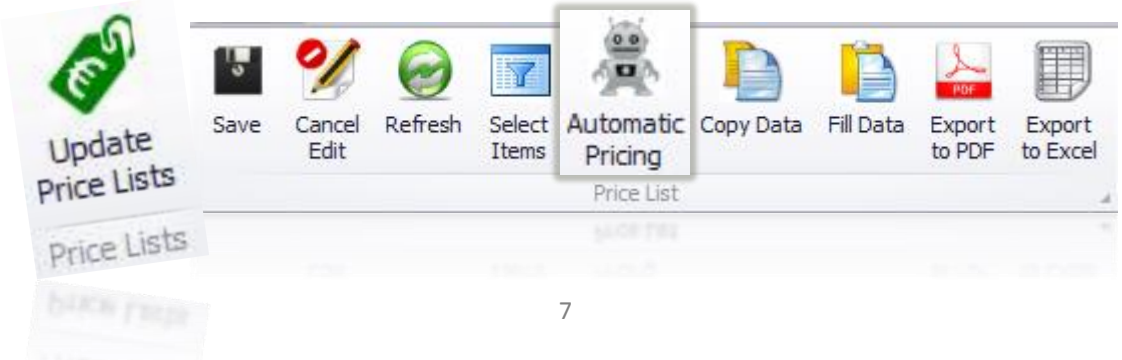
Ask for the Inventory Management leaflet to check out the full list of features.



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.

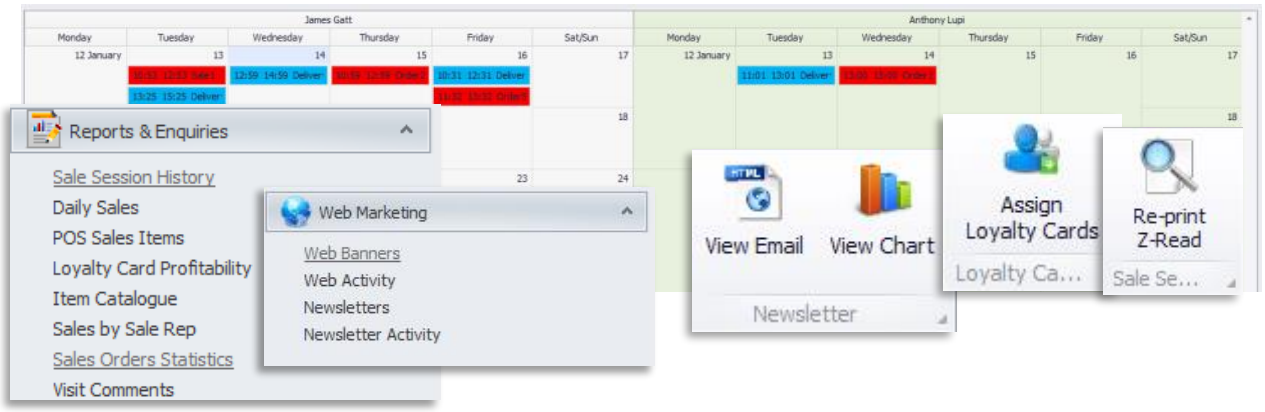


Wholesale & Distribution

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.

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.

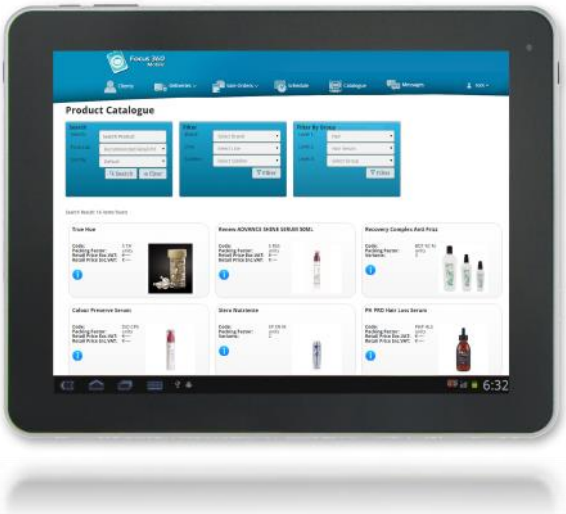
Ask for the Wholesale & Distribution leaflet to check out the full list of features.



Focus 360 Mobile Sales-Team Automation

Provides your sales team with an on-line brochure on their tablet, plus the ability to capture customer orders in real-time, record deliveries and payment method, show customers high quality images of products and much more.

- **View items catalogue** with filtering by Brand, Stock Group and more;
- View Pricing according to Client's pricelist;
- Record and update Sales Orders remotely;
- View **Sales-team'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;
- Facility to **reconcile deliveries made and payments received by delivery man;**
- View pending tasks assigned to Sales & Delivery team;
- **GPS tracking** ability.

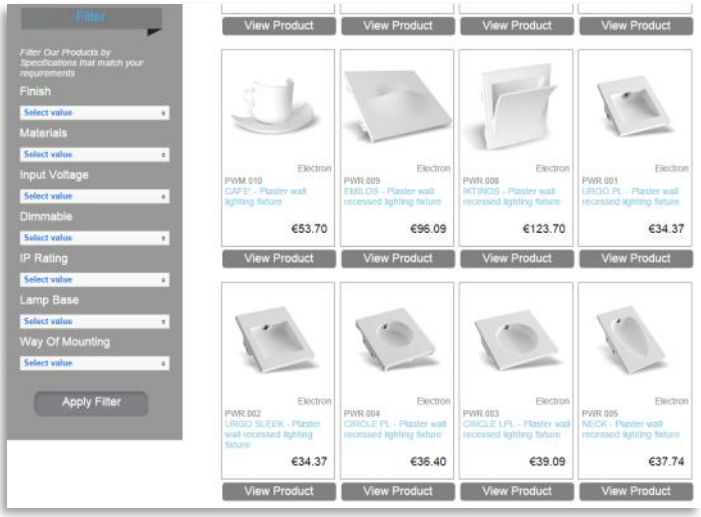


eSHOP WEBSITE

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.

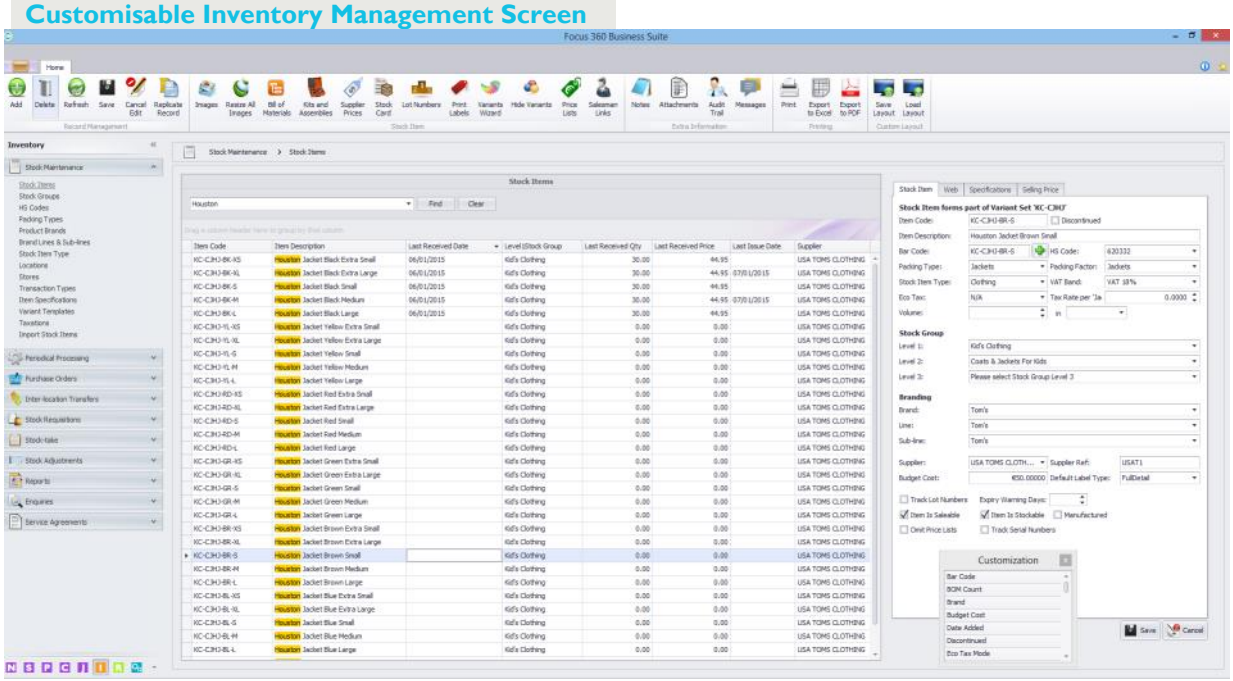
A FULLY INTEGRATED SOLUTION

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.

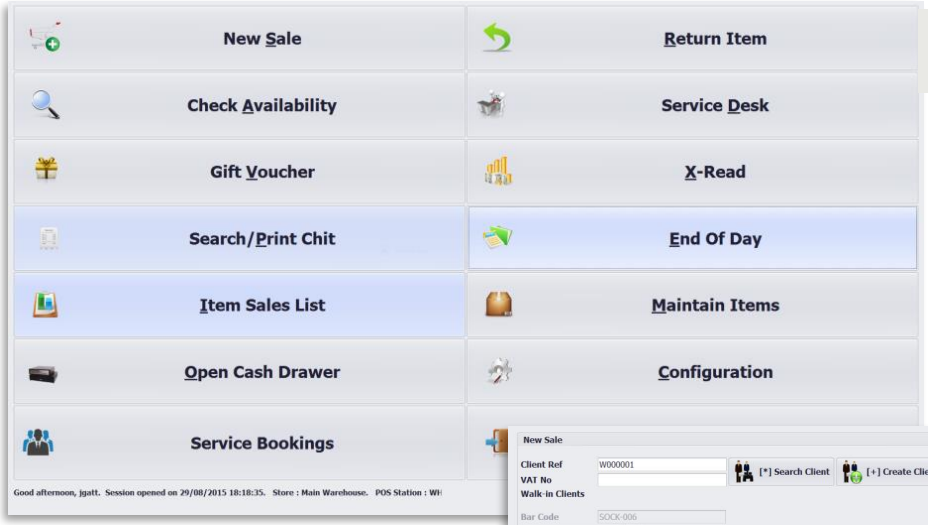
Modules can also be acquired in a progressive and modular manner, offering businesses of all sizes the space and flexibility they need to grow.

SCREENSHOTS

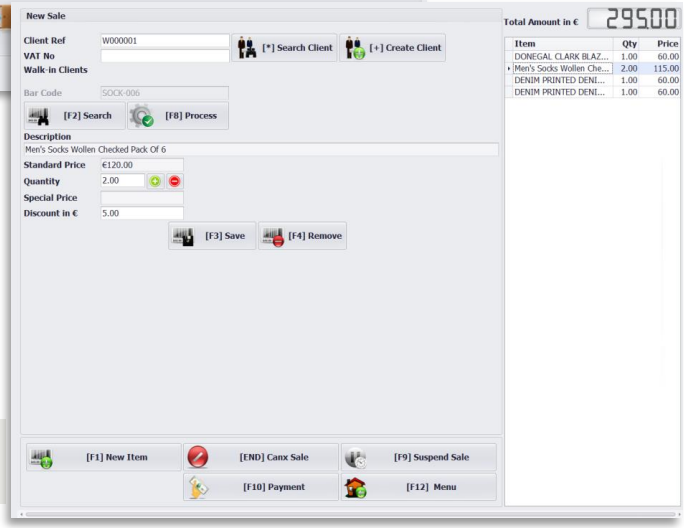
Customisable Inventory Management Screen



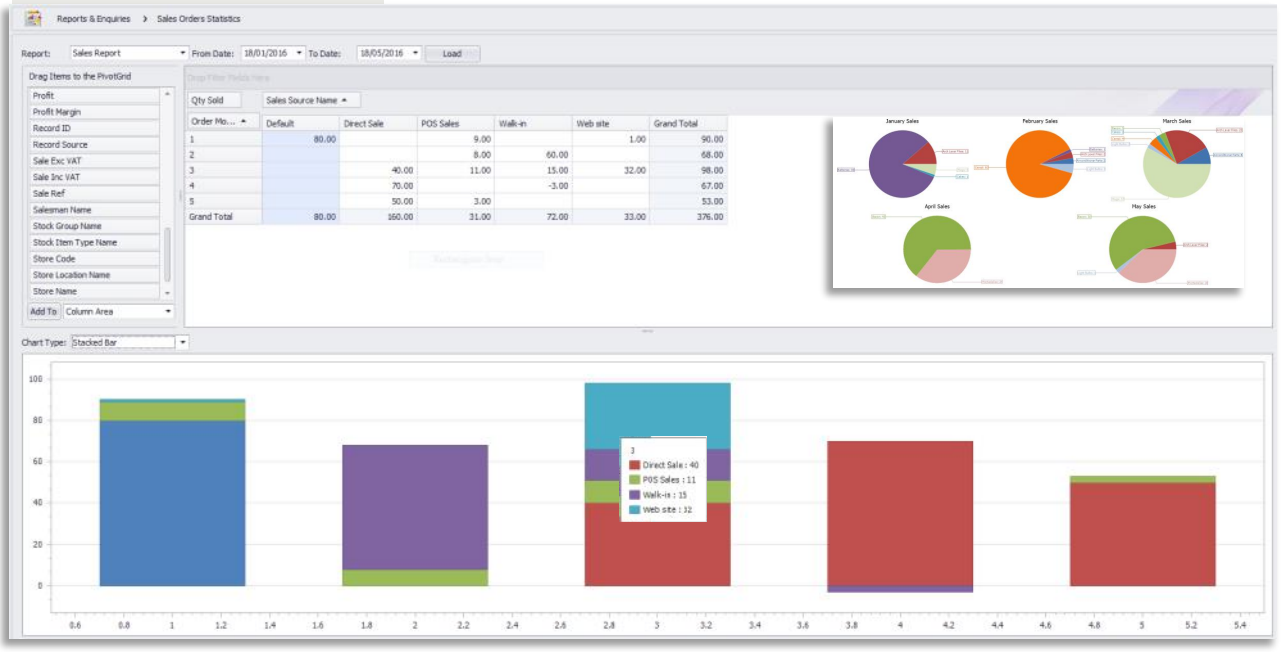
POS Main Menu



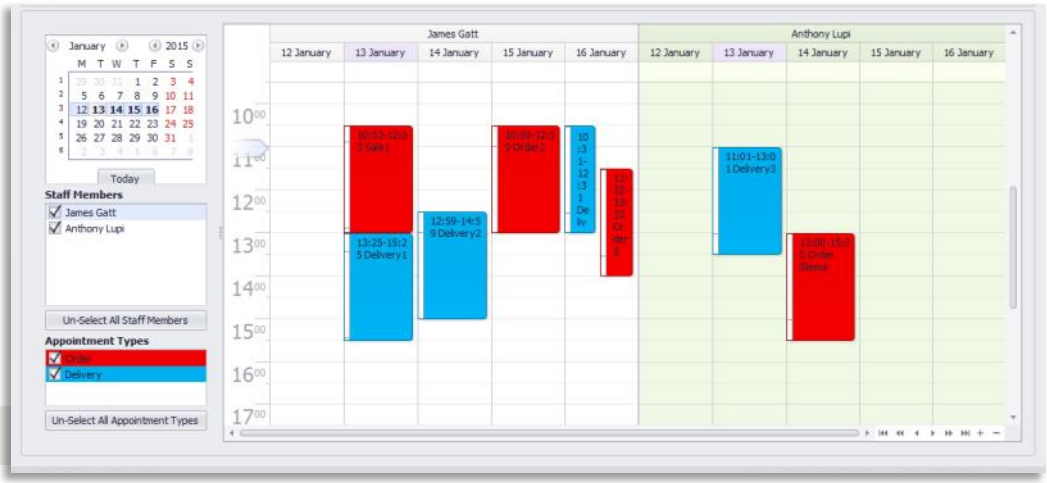
POS Sale Screen



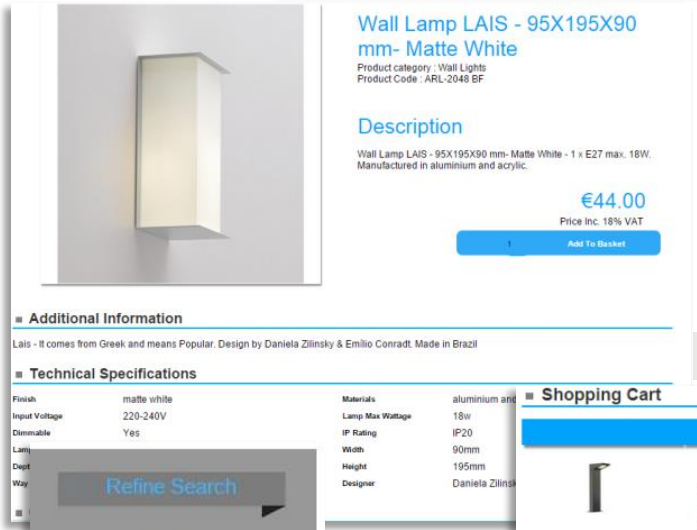
Business Intelligence Tools



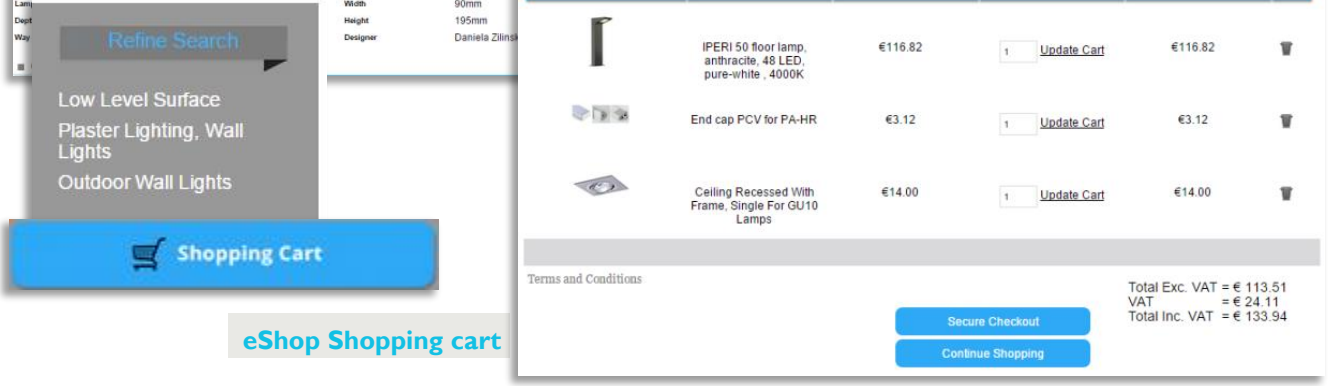
Staff Scheduling

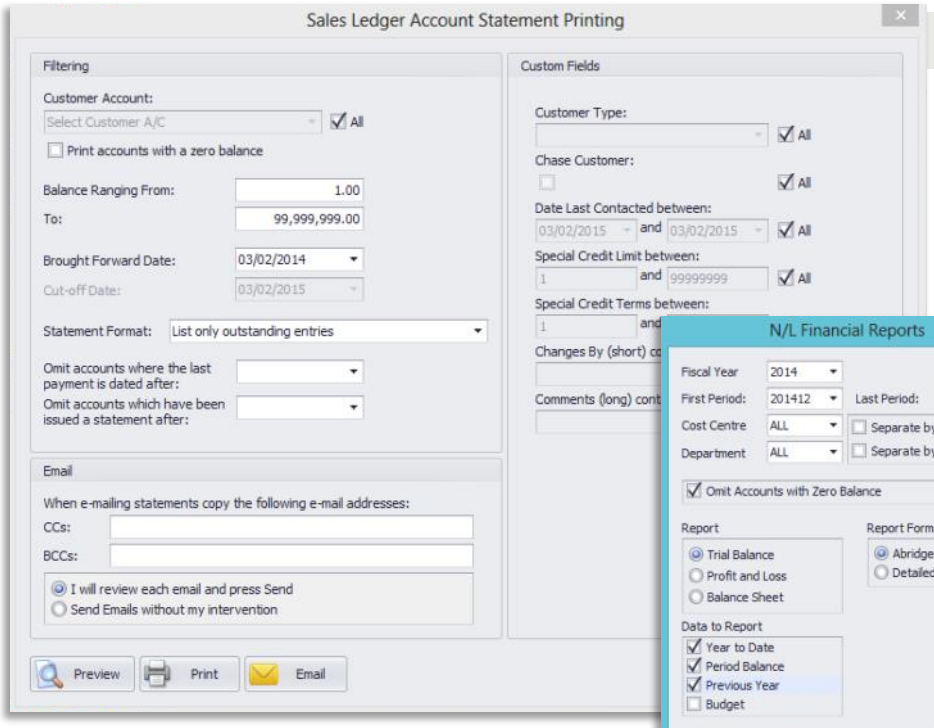


eShop Product Page

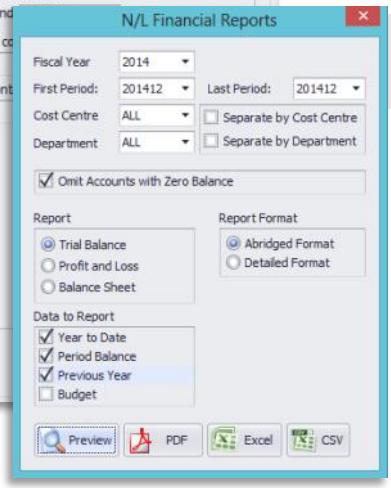


eShop Shopping cart



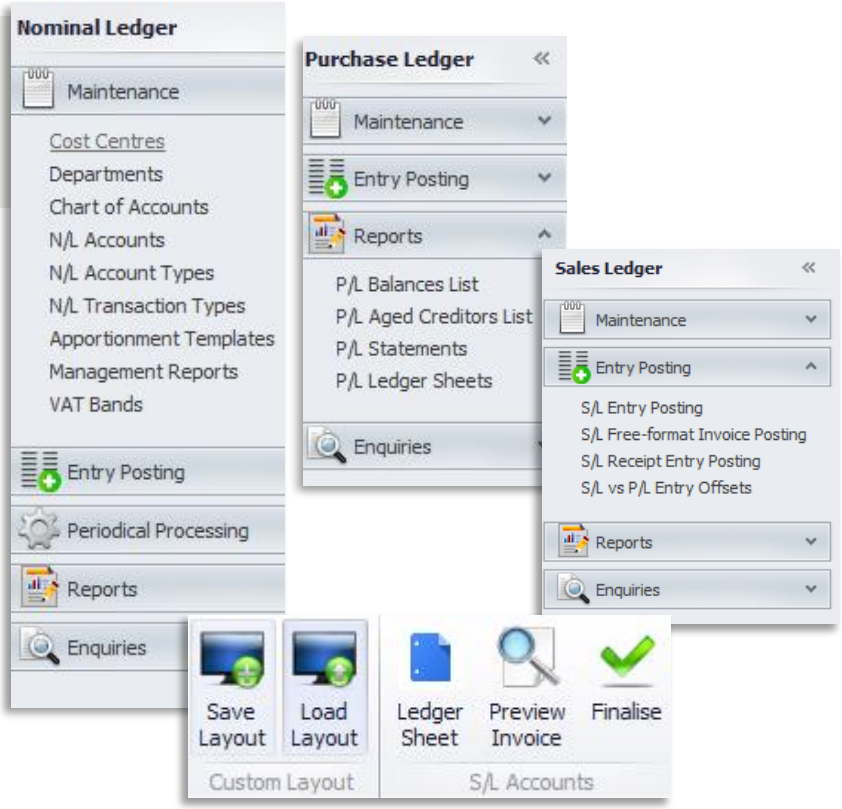


S/L Statement



N/L Financial reports

Nominal, Sales & Purchase Ledgers



MORE INFORMATION IS AVAILABLE ONLINE AT
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 efficienctly 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 clientiele 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.*

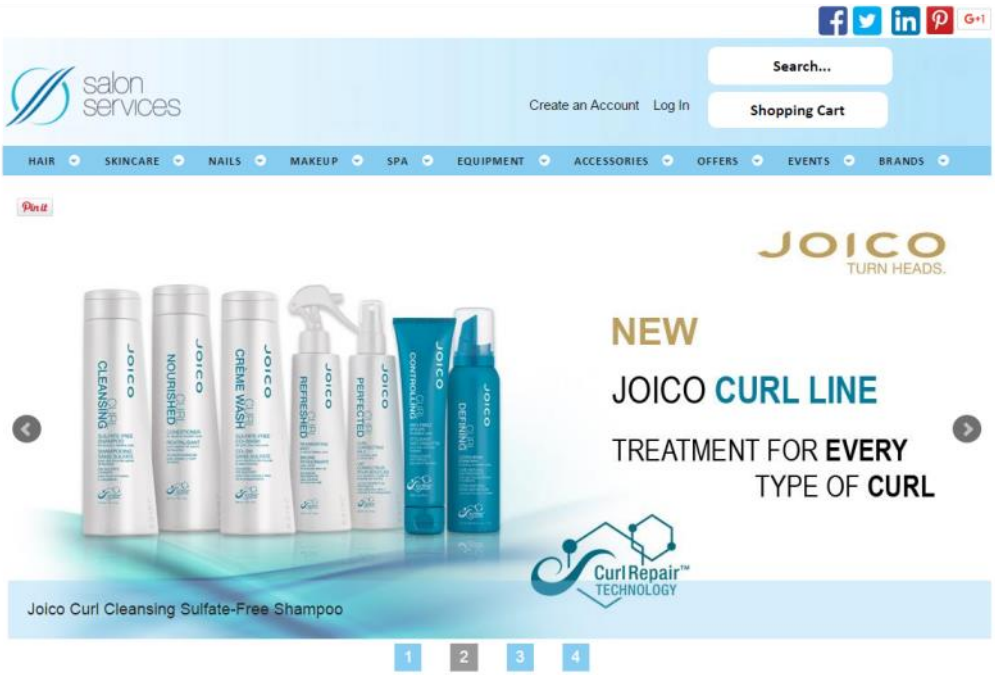
*Focus has delivered us a system that helps us keep track of our inventory and efficiently manage our finances. The system **intelligently automates** the issuing of accurate bills covering the various types of agreements that we have with our clients for the leasing and maintenance of Konica Minolta printing equipment. We contiously strive for improvment 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



www.salonsmalta.com

For more Testimonials visit our website on:
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.

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

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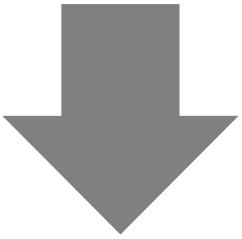
MORE INFORMATION ABOUT MODULES



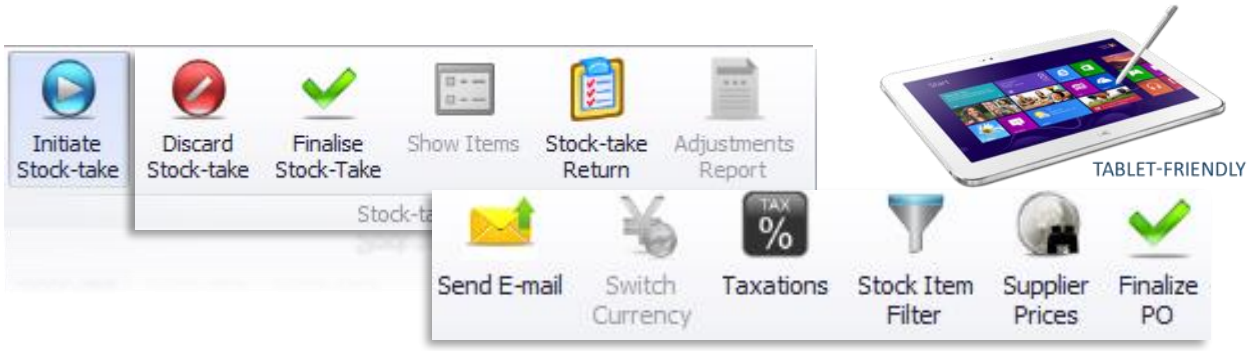
FOCUS 360 BUSINESS SUITE

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 record-ing 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;

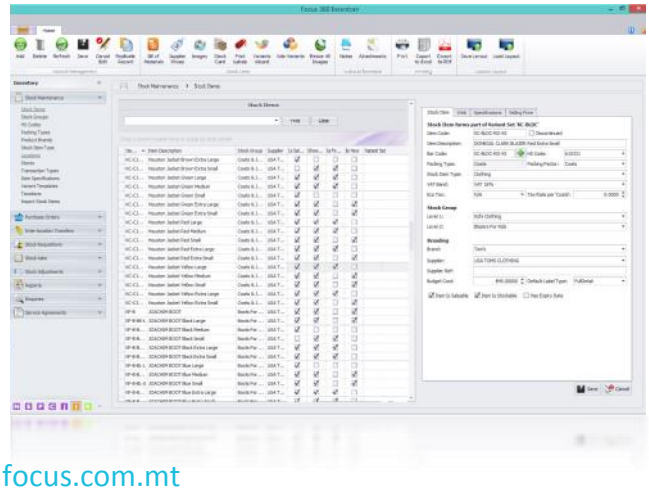
Maintenance of Supplier details with a link to Focus 360 Purchase Ledger for the easy retrieval of supplier details;

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.



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Or ask us for a FREE demo on +356 21381613 / info@focus.com.mt

DATA | INFORMATION | KNOWLEDGE | SUCCESS

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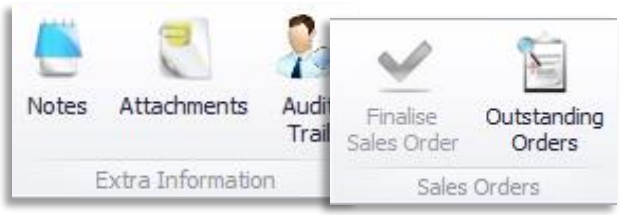
FOCUS 360 BUSINESS SUITE

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;

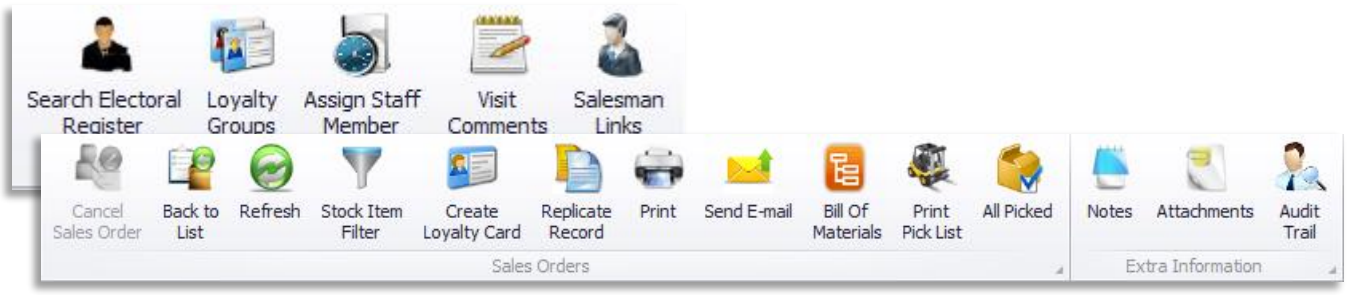
On-line **posting of Sales Invoices** to Focus Sales Ledger;

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.

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FOCUS 360 BUSINESS SUITE

FOCUS 360 MOBILE

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;

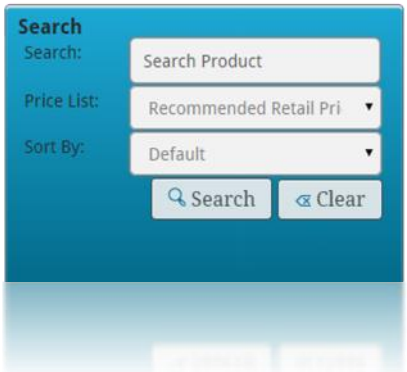
View Client Statements on site and record payments against customer invoices;

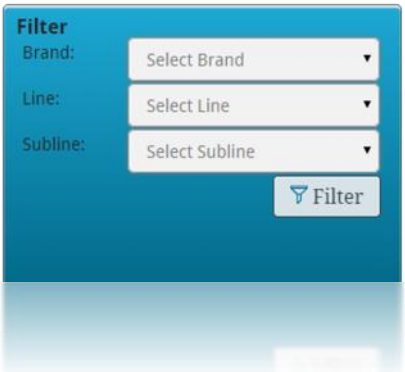
Z-Read facility to **reconcile payments recorded by Salesperson;**

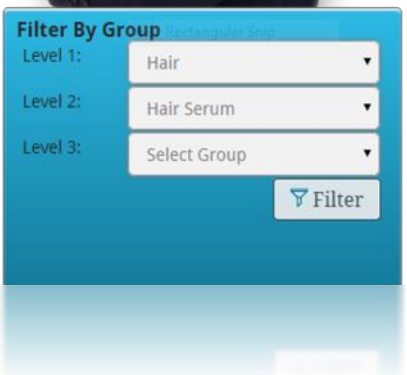
View pending Tasks assigned to Staff Members;

Messaging mechanism with Tagging & linking facilities;

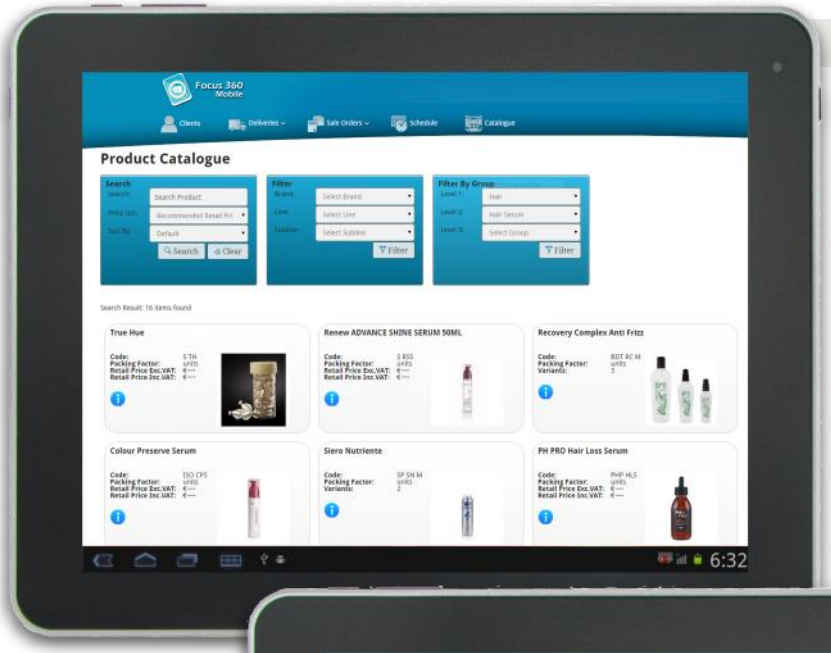
GPS tracking ability.



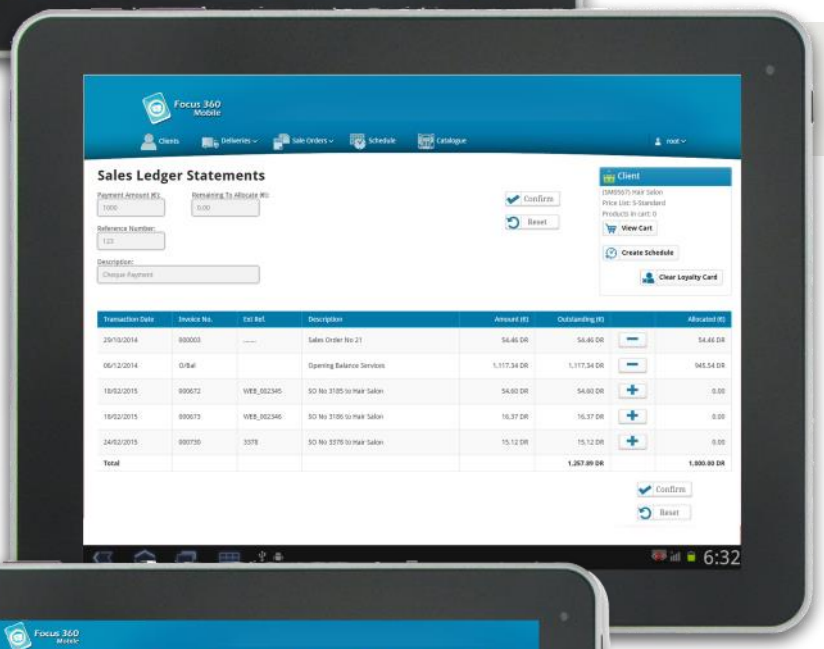




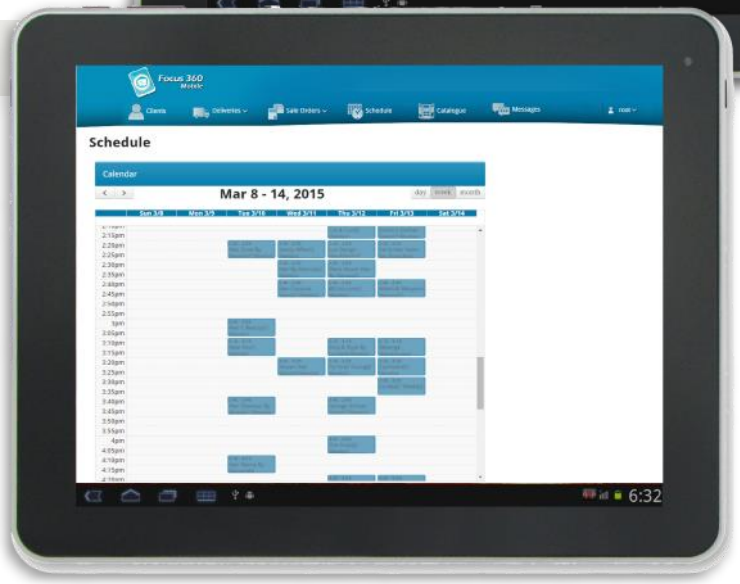
Product Catalogue



Sales Ledger Statements



Scheduler



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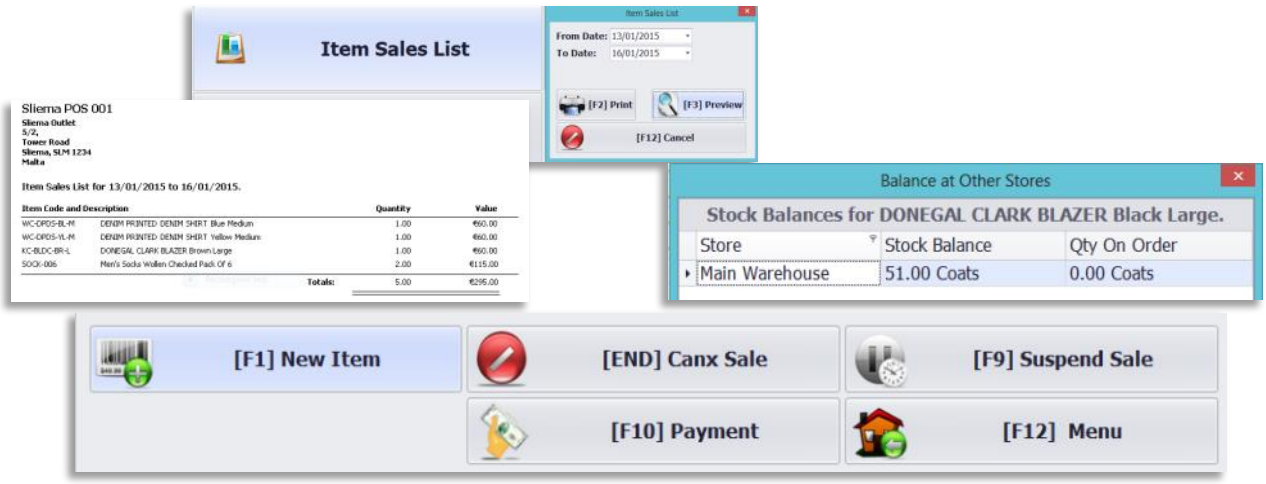
FOCUS 360 BUSINESS SUITE

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 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.

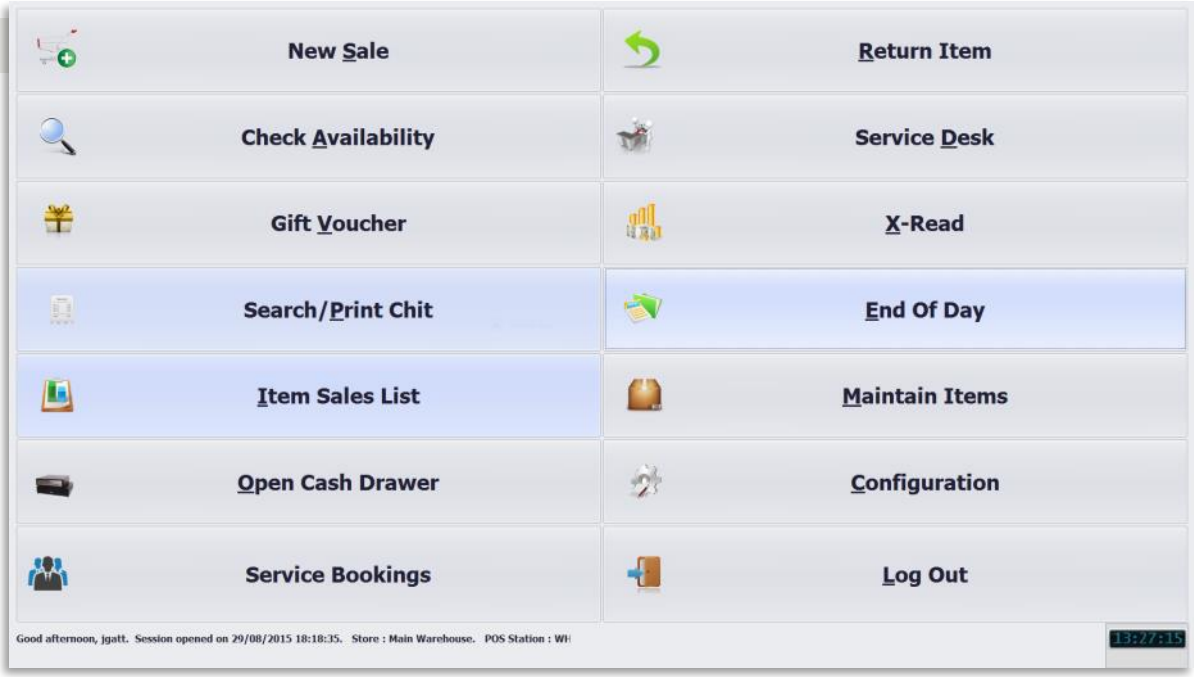
END OF DAY

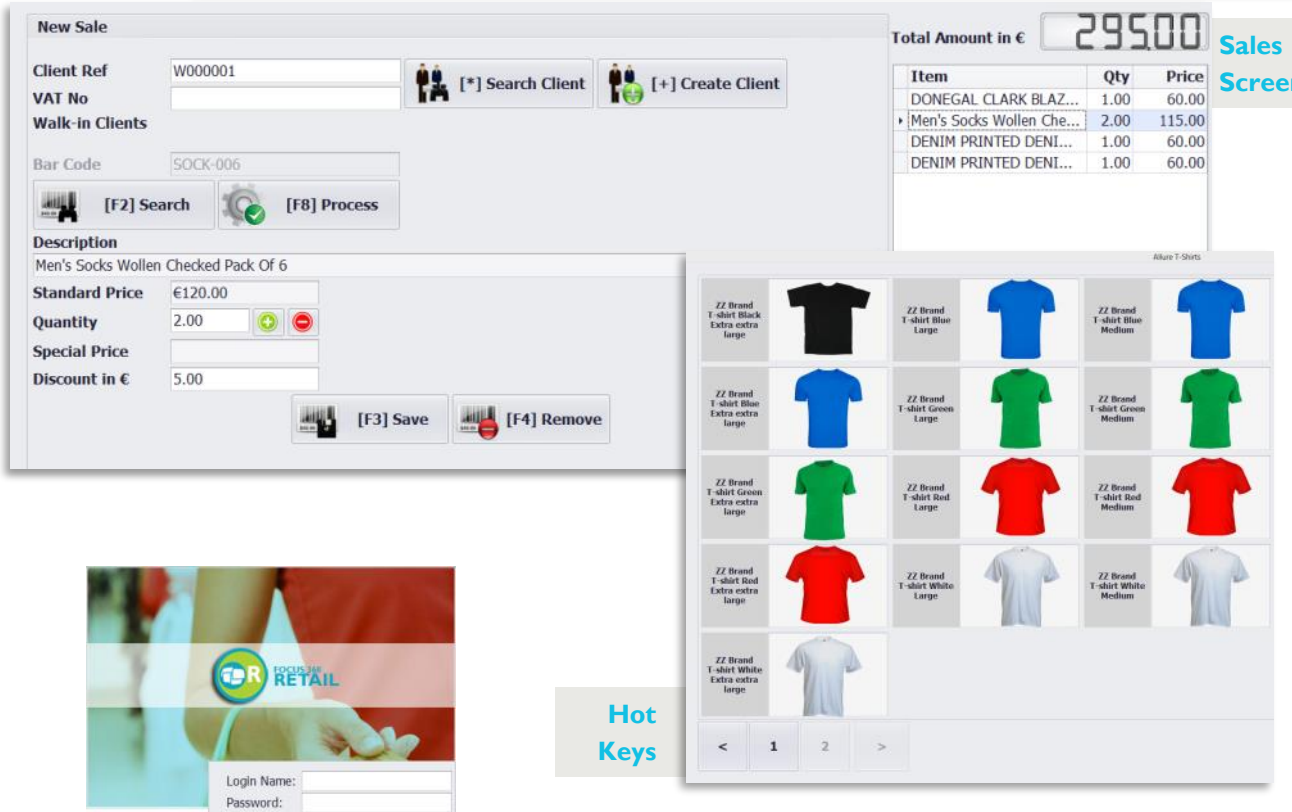
Facility to run End-of-day processes which finalise all closed Z-Reads for each outlet and POS, producing the necessary control reports such as Z-Read Summary, Chit Lists and automated book-keeping.

REPORTING

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

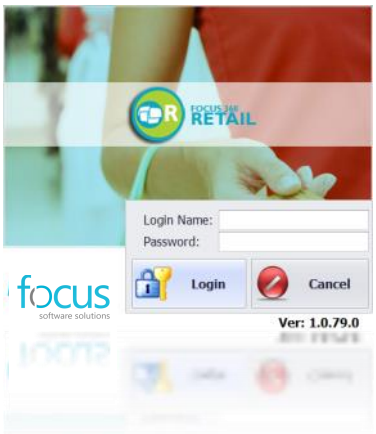
Main Menu





Sales Screen

Hot Keys



Lite

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 .

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FOCUS 360 BUSINESS SUITE

eSHOP WEBSITE

Enables a global reach and wider client base via the online website whereby if 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;**

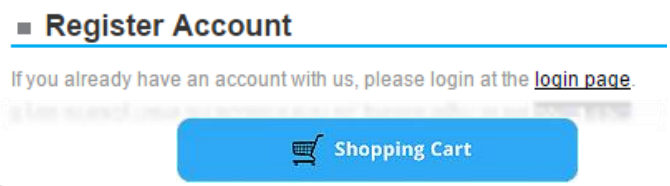
Search for products using various criteria;

View **full details** of products;

View product images;

View product specifications;

Subscribe for **membership and for newsletters;**

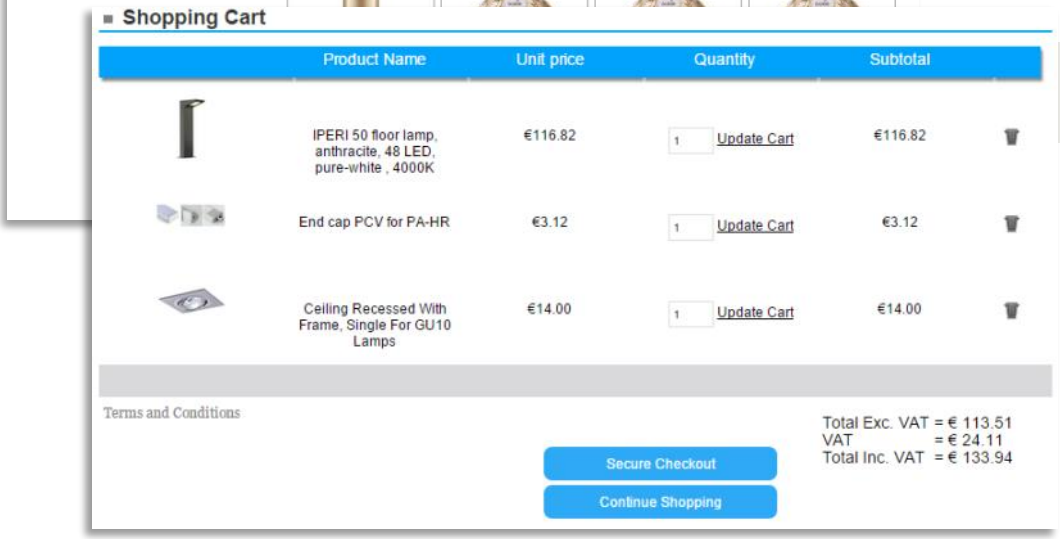


Highlight Key Products via the 'featured products', the 'New products' or the 'On-Sale' pages;

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

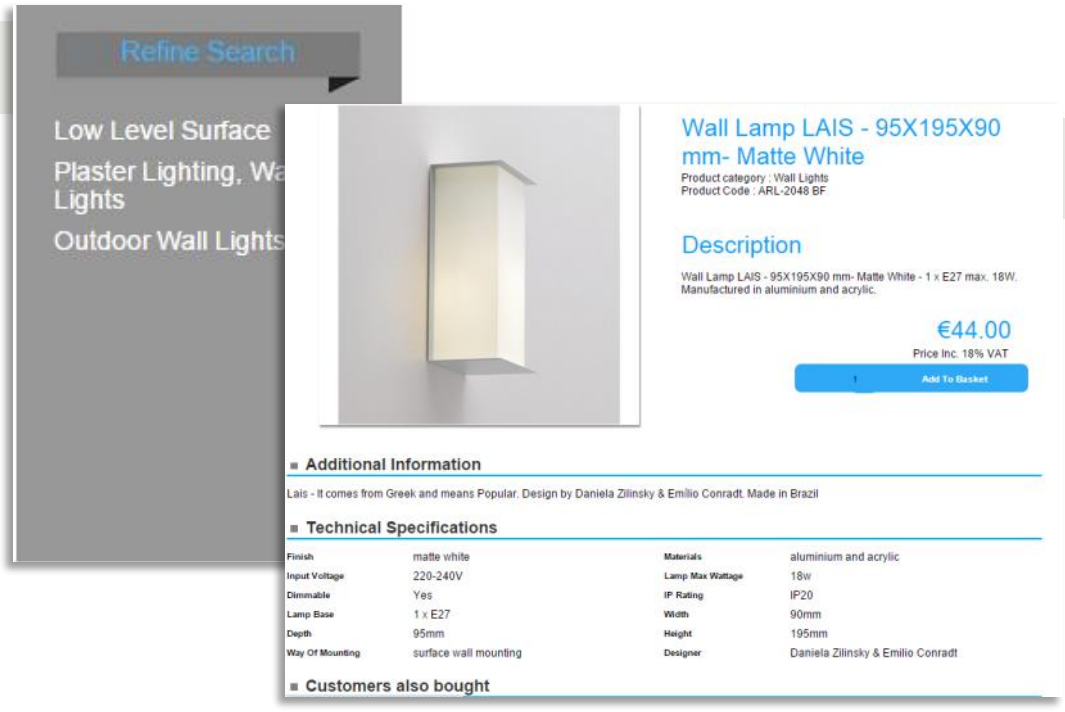
Item display

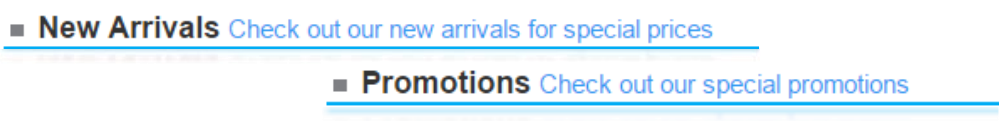
Shopping cart



Refine search

Item display





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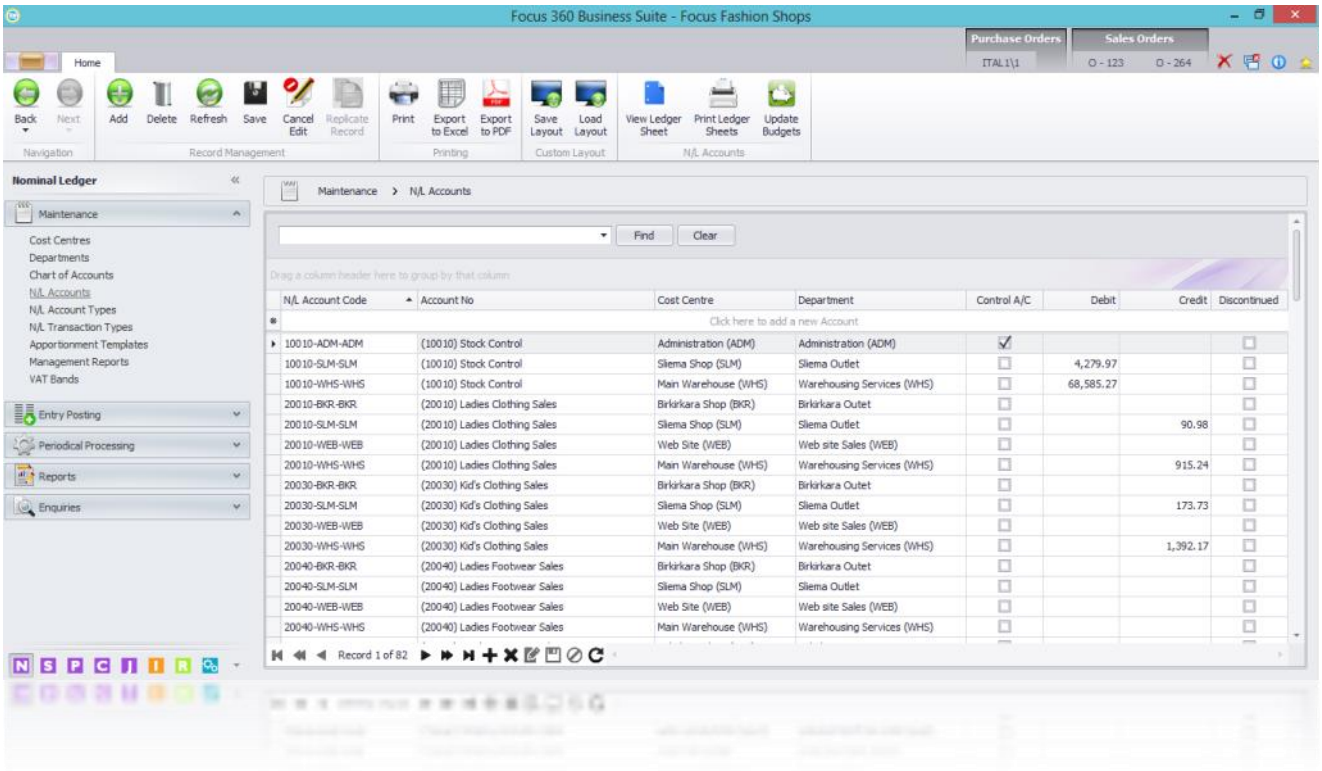
FOCUS 360 BUSINESS SUITE

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.



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;

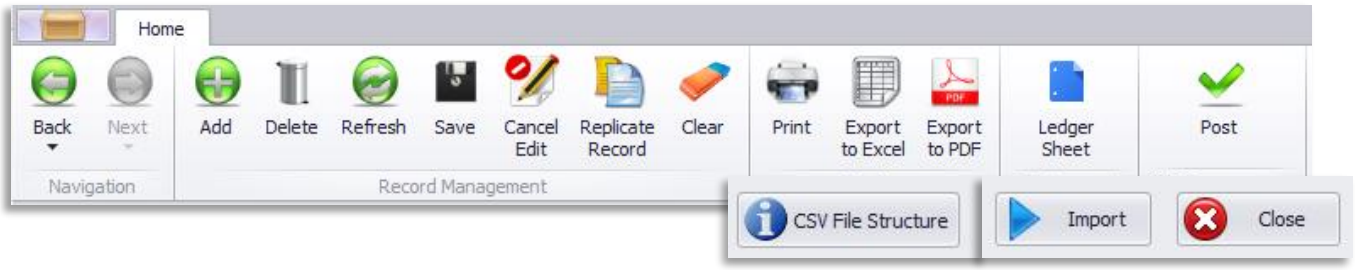
Multi-currency & Multi-company support;

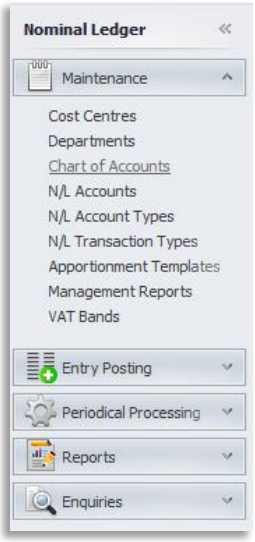
Support for **User-defined fields;**

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;

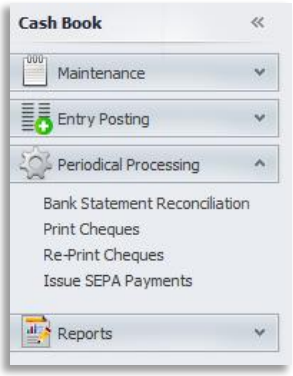
Automatic apportionment of entries via pre-defined ratios;

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.



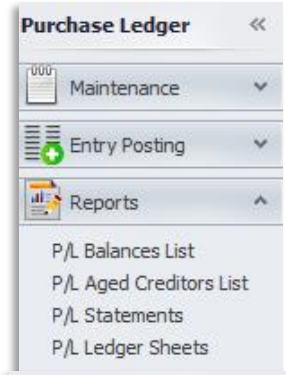
CASH BOOK

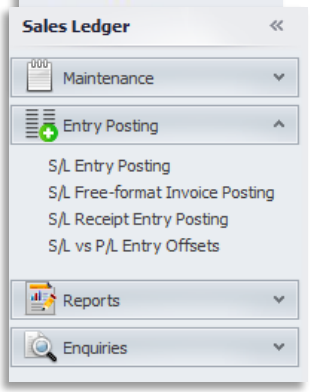
Support for the configuration of bank accounts and till accounts;

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.**





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.

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 faciltates 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

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FOCUS 360 BUSINESS SUITE

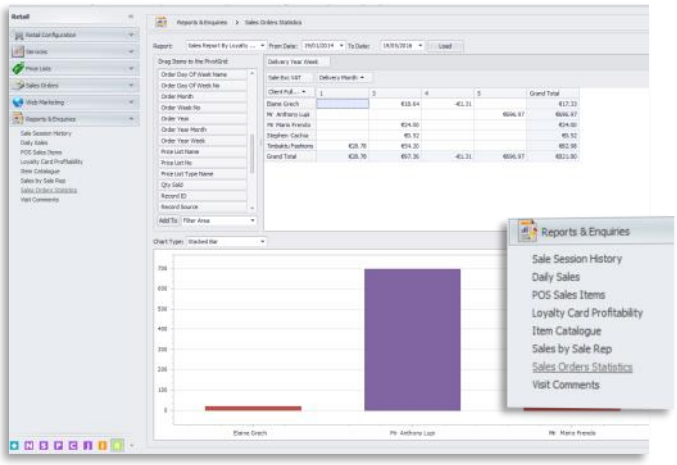
BUSINESS INTELLIGENCE

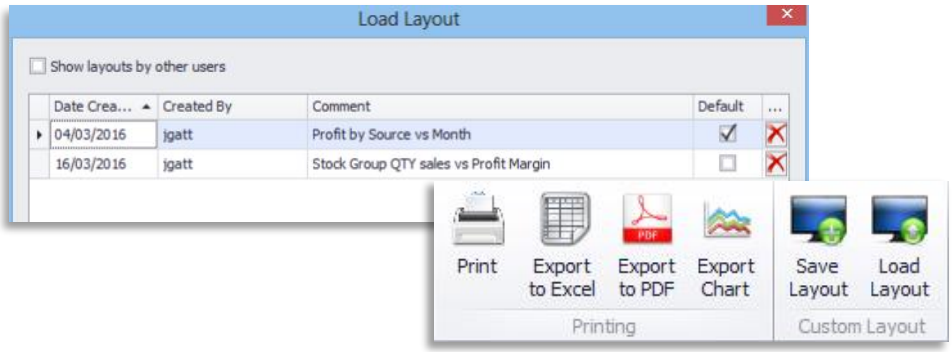
Unlimited potential! Providing you with a solid platform for high-impact and fast decision making. Focus 360 includes a fully-fledged BIG DATA mini tool. All the data gathered from your business operations can now be made to good use, producing reports and insight which are vital in today's cut-throat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

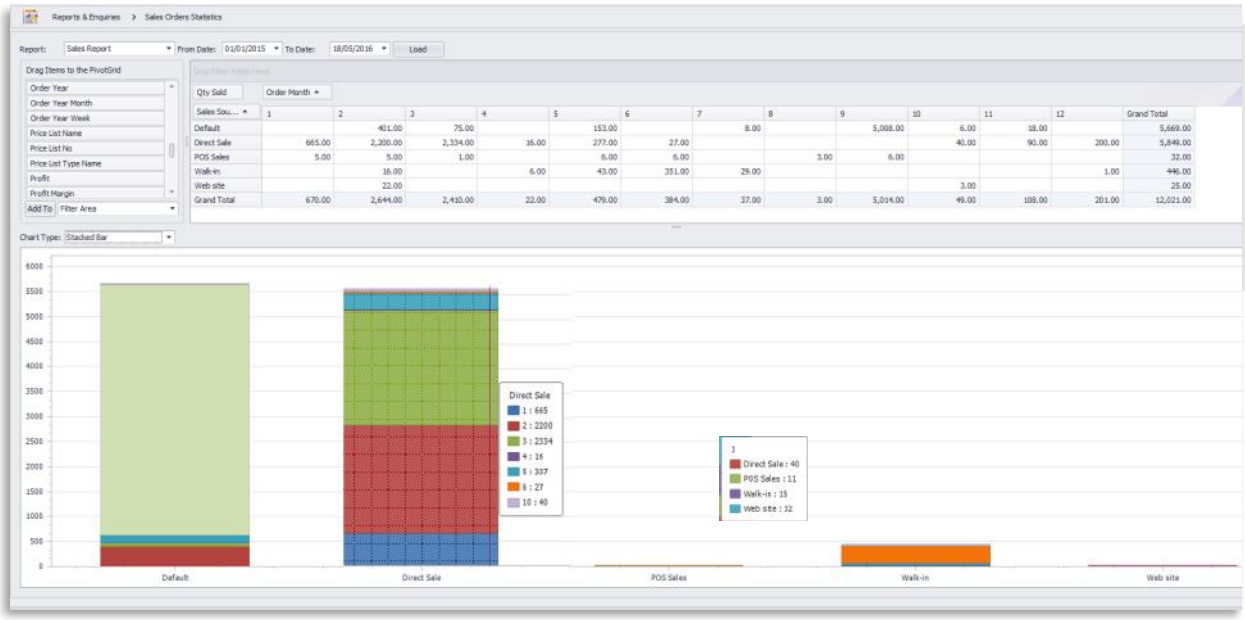
YOUR BUSINESS IS A ALIVE! - GET ACCESS TO VITAL INFORMATION AT YOUR FINGERTIPS

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.

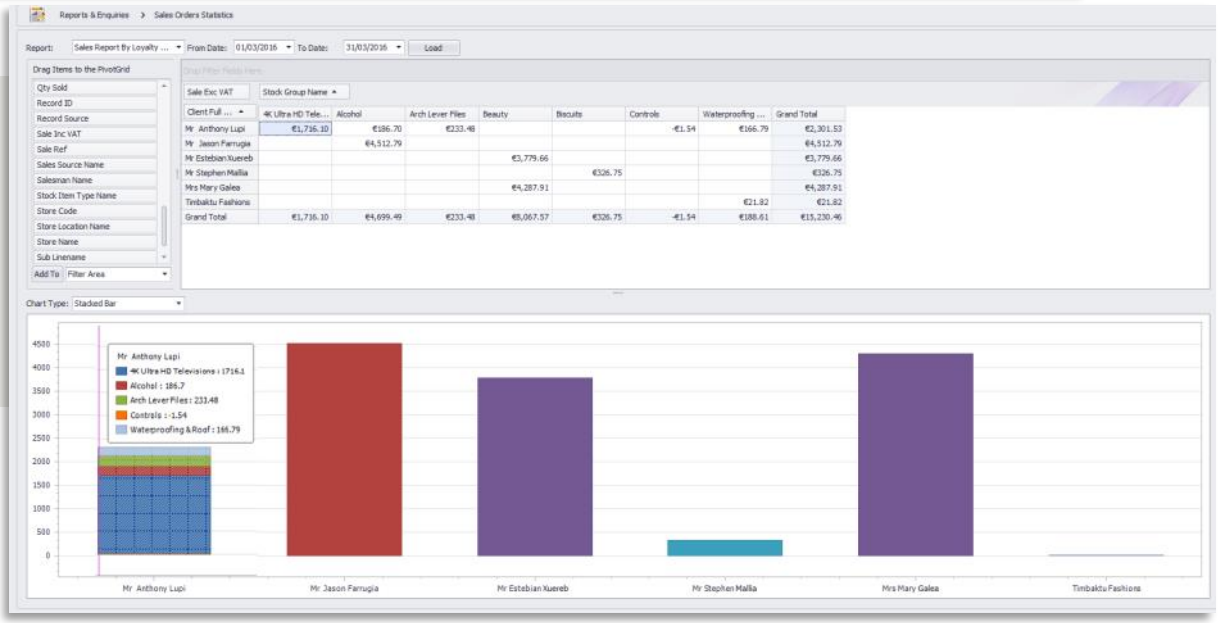




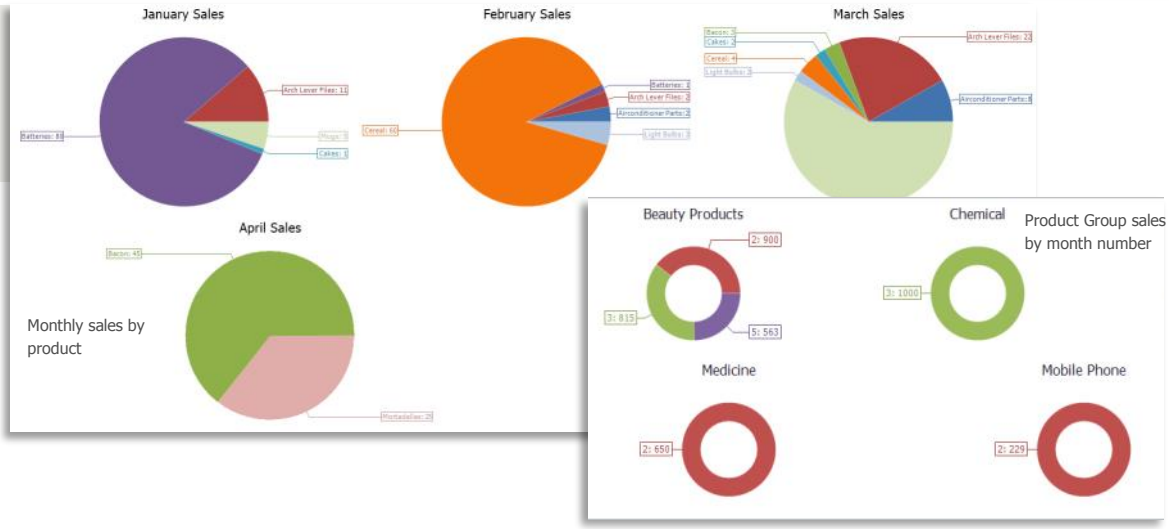


Custom report: Monthly sales vs Source of sale

Custom report: Revenue by Client & Stock Group



Sample custom charts



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