99%
STOCK ACCURACY

100%
TRACEABILITY

+30%
SALES
INCREASE

+10%
PRODUCTIVITY
INCREASE

SeniorXRP

FLEXIBLE. INTEGRATED. MOBILE

senior SOFTWARE

FLEXIBLE. INTEGRATED. MOBILE
One application • One database • Extended ERP, WMS, CRM,
document management and B2B portal features

senior SOFTWARE

Choose the modules that best suit your activity:

Distribution:

- Purchase: quotes, supplier orders
- Sale: quotes, customer orders, drop shipping, kitting, automatic packaging
- Orders: inventory visibility from all warehouses, automatic allocation, configurable rules for prioritization, delivery from multiple warehouses, bulk processing
- Automatic approval workflows
- Delivery management: external / internal suppliers, roadmap

Inventory:

- Multi-warehouse / multi-location management
- Real-time inventory tracking
- Inventory list
- Sub-items for size, color, etc.
- Multiple measuring units
- Multipart items
- Minimum / maximum stock alerts, automatic replenishment
- Lot / Serial traceability

Financial:

- Receivables / debt management: customer / supplier invoicing; payments / receipts management; balance tracking
- Trade policies: payment term, manual / automatic discounts, credit limits, contracts, price lists
- Cash management: recurring transactions, bank accounts, money transfers
- Management of trade effects: CEC, BO, slip, discount, clearing, bills of exchange
- Deferred revenues / expenses
- Multi-company / multi-currency financial management
- Exchange rate management
- Financial consolidation
- Cash flow tracking
- Document recognition: automatic data extraction from PDF invoices, duplicate detection, automatic verification and validation of invoice information, processing multiple documents simultaneously

Accounting:

- Accounting records, automatic accounting notes, fiscal periods
- Automatically generated Balance Sheet
- Accounting records required by the local legislation: Account statement for various operations (General Ledger), Journal Register, Inventory Register, Synthetic Balance Sheet, Cash Register Reports and Statements required by the local legislation: Annual / Semi-Annual Balance Sheet, 300, 390, 394, 100, 101, 406 and Intrastat
- Purchasing Sales Journal, Profit and Loss, Financial Budgeting on accounts and sub-accounts
- VAT on collection, various accounting notes, cash receipts, invoice from cash receipt, purchase receipts

Fixed assets:

- Nomenclature and fixed assets catalog
- Fixed assets management from the acquisition stage to scrapping
- Depreciation plans for owned, leased or rented assets
- Predefined or customized depreciation plans, in accordance with the legislation
- Tracking reserves from revaluation to incorporation
- Management of scrapping operations
- Printing Fixed Asset Sheet and Balance of Fixed Assets

CRM:

- Marketing: campaign management, marketing lists, bulk emails, conversion rate
- Sales: customer management, potential customers, opportunities, meetings, SLAs, offers, incidents / tickets
- Allocation / approval workflows, tasks, activities, notifications
- Cross-sell: automatic recommendations of complementary products, analysis and prediction through AI/ML, purchase history, real-time opportunity visibility, offer prioritization through configurable rules, campaign performance monitoring
- Outlook integration

Manufacturing:

- Management of production recipes and phases: recipe versions, recipe copying, flexible recipe modification, multi-level recipes, automatic cost allocation on recipe
- Production cost management: production cost, labor cost, allocation of fixed or variable indirect costs
- Production management (unique, in series, to order etc.): recording transactions using barcodes, complete traceability on a batch / series level, event audit
- Production estimate based on sales and limited capacity
- Product configurator based on features and attributes
- Planning of raw materials and resources: critical stocks on raw materials and resources
- Advanced production planning: resources, machinery, equipment, labor
- Capable-to-promise features

FLEXIBLE. INTEGRATED. MOBILE
One application • One database • Extended ERP, WMS, CRM,
document management and B2B portal features

Choose the modules that best suit your activity:

Service:

- Management of service orders, guarantees, contracts
- Service calendar: HR / meetings / interventions planning
- Maintenance and stock management of equipment, tools and facilities
- Access to customer information directly from the field via the mobile application
- Integration with CRM for overview on customer interactions
- Integration with the Financial module for automatic invoicing, based on orders or service interventions

Project management:

- Budget management: compare forecast budget with actual budget, project profitability
- Time and costs: timesheets, indirect costs, allocation of formula-based costs, flexible rates depending on client / type of project / work done / resources involved
- Managing changes on a project level
- Multiple billing scenarios: based on cost / time / price
- Labor billing
- Predefined project templates
- Multi-currency support

B2B portal:

- 24/7 availability
- Self-service customers: placing orders online, tracking invoice and order history, order / delivery status tracking, adding incidents and tracking solving status
- Real-time access to financial information: balance, deadline payment, discounts, payments, prices and stocks
- Access to product catalogs or various materials: marketing / educational / user manuals

Construction:

- Document management: plans, specification sheets, inspection reports, images, etc.
- Contract and subcontract management
- Issuing proforma invoices
- Management of budgets, costs and rates
- Capture labor costs, materials and equipment using mobile devices
- Daily field reports
- Integrated Rentals module
- Integration with Smartsheet
- Integration with Procore

Mobile application:

- Native mobile application in Android or iOS
- Access to all system functionalities, from anywhere, directly from your mobile phone
- Capture images using the camera and attach them in the system
- Scan receipts using the camera
- Push notifications

WMS:

- Automation of warehouse processes: picking, reception, placement, packaging, delivery
- Order picking: by series/lots, with grouping of similar items and picking route optimization
- Generate picking lists
- Barcode management: printing labels with barcodes, scanning using dedicated devices / mobile phones
- Optimization of goods movements in the warehouse: replenishment, transfer, inventory
- Integration with smart printers and scales
- Integrated EDI for electronic document transfer
- WMS mobile application
- Automation of goods return process (customer/supplier)

Monitoring & Automation:

- Custom business flows, easy to create / edit / modify, without code
- Configurable dashboards: data integration from various sources, configurable filters and parameters, multiple views, roles and personalized access, anomaly detection with AI
- Events triggered automatically under certain predefined conditions
- Recurring scenarios for automating repetitive tasks
- Approval and assignment workflows
- Security and field level audit
- Automatic document processing
- Notification of changes
- Time reporting per activity
- Activities calendar

Exchange Server Integration:

- Bidirectional synchronization of data and records (including email, contacts, tasks and meetings) with the Microsoft
- Exchange Server and Microsoft Office 365 accounts
- Automatic detection of emails and their display as activities in CRM
- Flexible synchronization policies

SeniorXRP, more than an ERP system

Mobility

The HTML5 web interface adapts to any type of screen; you can work from anywhere, on any type of device; all you need is an internet connection.

Intuitive interface

Easily create and customize screens for each user, through filters and by configuring dashboards and graphics in the application.

Integrated reporting

Easily create custom reports or use the generic ones within the system; the unique database easily provides all the necessary information.

Integrated business flows

Due to the extensive features (CRM, WMS, B2B portal etc.) you can fully configure the workflow in your current activity (example: from tacking an opportunity to collecting the invoice related to the products / services generated from it).

Document management

The system allows the attachment of documents in any format and in any section of the application, being able to manage at the same time their versioning and the related storage conditions (directly in the application database or as a link in a datacenter or on a dedicated server). There is also the option to create and manage wiki documents.

Multilingual

The system supports multiple localization, it's available in Romanian and English, and it can be translated into any other desired language through integrated location mechanisms.

Notifications

E-mails, alerts, official announcements, activities, requests or tasks are accessible to all users and can be used to create a collaborative and automated environment within the company.

Work templates

Minimize typing errors and save time by creating and using predefined templates, specific to each type of activity or department.

Multi-company

You can set up one or more companies / offices in the same system, with the same database. Also, you can perform financial consolidation, pursue and send group level approvals.

SeniorXRP, more than an ERP system

Advanced search feature

Allows you to perform quick searches in the system, whether it's an item in the application menu, in the existing files, in the system profiles or transactions, or even in the "Help" section.

Customizable dashboards

The system includes configurable dashboards for each user, which display exactly the required information, in the desired form.

Additional developments directly in the application

Whether it's complex customizations, additional developments in a certain module of the application or even new modules development - these are all possible, SeniorXRP being not only an ERP application, but also a development platform.

Open API interface

Extremely useful for data import at the time of the implementation, or for the integration with other external applications.

Data security

The application allows defining and configuring users and their access rights at the most advanced level, defining security policies and auditing each user in detail at any time, as well as managing digital certificates through encrypted connection to the database.
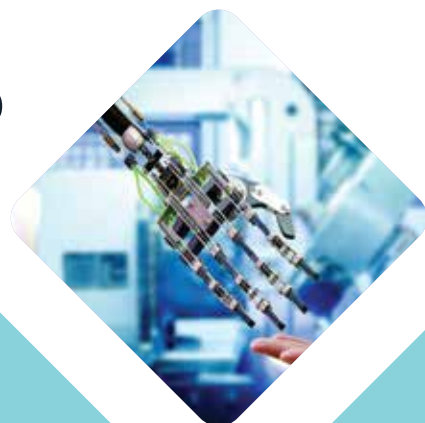
Multi-tenancy

The system allows the management of different economic entities in the same database (with the possibility to copy or restore snapshot data from one entity to another).

> With the help of the SeniorXRP solution, we have redefined, simplified and streamlined our processes, and now they are stable, very accesible and we can very easily make improvements.
>
> **Vasile Andrei Vita**
> Manager General - Vitacom

FLEXIBLE. INTEGRATED. MOBILE
One application • One database • Extended ERP, WMS, CRM,
document management and B2B portal features

senior
SOFTWARE

What does SeniorXRP offer to Manufacturing companies?

In addition to the intuitive interface of the system, the ability to create custom workflows or access information from anywhere and at any time, SeniorXRP offers manufacturers a range of extremely useful advantages for the industry in which they operate:

- **Integrated production module**
  The SeniorXRP production module is natively integrated with the other modules of the ERP system, which means that all the processes carried out by the company can be tracked and controlled within the same application.

- **Synchronizing demand with supply**
  The prediction features integrated in the ERP system combined with its ability to generate detailed planning allow manufacturers to achieve the desired balance between customer demand and production capacity.

- **Unlimited possibilities to extend**
  SeniorXRP can be easily integrated with any external application used by the company, whether we are talking about advanced production planning software or factory management systems.

- **Increased business control**
  You have at your disposal an advanced system of approvals, notifications, business flows and recurring scenarios, so you can effectively manage and control all changes that occur during the manufacturing process.

What does SeniorXRP offer to Distribution companies?

When you choose to implement SeniorXRP, you don't get just one ERP system, but a complete distribution management platform, with extended features, capable of supporting any type of business, regardless of its complexity.

- **Complete workflow**
  With SeniorXRP you manage customer relationship from first interaction up to the stage of preparing and delivering the order, because it includes CRM and WMS modules integrated within the same system.

- **Multiple sales channels**
  In the same ERP system you manage all orders from customers, regardless of whether they come from the online store, the B2B portal, the field agents or by email/ telephone.

- **Multi-warehouse, multi-location**
  SeniorXRP provides visibility into available stocks regardless of their location, and allows easy transfer of goods between different warehouses.

- **Integrated mobile application**
  With the mobile application, field employees have real time access to stocks, prices, customer data and more. Moreover, they can easily place orders and collect outstanding balances.

SeniorXRP for Retail & Ecommerce

SeniorXRP offers complete retail, B2B or B2C transaction management features, online or offline, so that organizations can integrate all their sales channels.

- Integration with B2B, B2C and marketplace ecommerce platforms
- POS module integrated in the ERP system
- Integrated workflows and automation of repetitive operations
- Financial data on inventory and sales, up to date and integrated into a single system
- Native CRM module integrated in the ERP system
- Integrated WMS module for picking, packing and delivering orders using mobile devices
- Effective management of pricing policy and loyalty programs
- Managing returns
- Integration with SeniorAWB – the integrated courier management system

Manufacturing methodologies supported by SeniorXRP

SeniorXRP successfully manages any type of manufacturing, as it can be easily adapted to the specific requirements of any company.
- Traditional manufacturing / based on customer order
- Make-to-order and small series manufacturing
- Custom manufacturing
- Project-based manufacturing

How is SeniorXRP useful for Construction?

The ERP platform has been designed so that it can meet all the specific requirements of Construction projects, regardless of their degree of complexity or the company's activity.

- **Integrated Project Management**
  Manages projects from A to Z, along with all related activities. The system gathers opportunities, contracts, timesheets, budgets, change orders and more, all in one database.

- **Document management**
  Efficiently manages plans, contracts, technical documentation, quotation requests, emails, change orders, images, tables, inspection reports, all in the same system.

- **Full integration**
  You have access to a wide range of features, thanks to the fact that the system integrates natively with the entire Senior Software portfolio but also with any specialized software on the market (CAD, CFMA Benchmark, ProEst, Procore, Smartsheet, Microsoft Office 365, Adobe Sign, DocuSign etc.).

- **Mobile application**
  Employees no longer have to perform repetitive manual operations and have access to complete, real-time data. The mobile application allows employees to be constantly up to date and transmit data back to the system directly from the field.

Why is SeniorXRP ideal for Service companies?

Because time is money, especially when you bill clients per hour, you need tools that allow you to be productive. Give your employees the opportunity to fulfill tasks quickly, from wherever they are, without having to navigate between multiple systems and devices.

- **Automated business processes**
  Automatically assign service tasks to the right people, based on predetermined rules. Create customized workflows and set alerts to make sure all activities are done in a timely manner.

- **Integrated document management**
  In the same ERP platform you can manage all documents, procedures and files required by the field teams. You can easily attach scanned copies of invoices, technical instructions or even multimedia files.

- **Mobile workflows**
  Give mobile teams access to the information they need, wherever they need it. With SeniorXRP you quickly approve documents sent by the field agents and communicate easily with employees, making sure they do their tasks.

senior SOFTWARE

Senior Software – We are one of the most dynamic suppliers of integrated software solutions for business management

500+
Successful
implementation

200+
Employee

2003
Founding
year

3 Offices
Bucharest, Cluj,
Constanta

References

Our systems are used by companies in Romania and abroad, with activities in distribution, production, retail, services, in areas such as FMCG, building materials, pharmaceuticals, equipment and others.

Know-how

Our knowledge translates into good practices and custom workflows embedded in software solutions specialized for sales and marketing, management, manufacturing and logistics, reporting and data analysis.

Technology

We use the latest technology from Microsoft and internationally tested platforms which allow us to offer modern solutions available on a wide variety of devices.

Flexible licensing

Our applications have a modular structure and can be delivered in different versions, both SaaS and On-premises, which allows a flexible licensing policy with easy to control costs.

VIDEO:
Case study Vitacom

www.seniorsoftware.ro

+40-21-310 74 81

office@seniorsoftware.ro

QFORT.

NETT FRONT®

VITACOM

RAWLPLUG®

TehnoWorld

printman

alka

OTTER

RAP Confectionery

RAFI GROUP®

DIAMEDIX Diagnostika

Madrugada

RCB ELECTRO

Fabi

ADF