

SYSPRO in the Financial Space



SYSPRO™
Say Yes to Next

Five ways you can count on SYSPRO financially:

1

Maintain Accurate Job Costs

In custom-build, as well as project and service environments, job cost accuracy is essential in attaining correct pricing and profitability, as well as to assess the reliability of the quoting process. It is also essential for tracking the validity of current standard costs in standard costing environments. SYSPRO's fully integrated solution enables the capture, tracking and analyzing of job and product costs, and profitability in real-time. With SYSPRO's visibility to product cost details and profit margins, including for co- and by-products, you can evaluate job cost performance, margin analysis and pricing with confidence.

2

Manage Complex and Highly Variable Pricing and Discount Structures in International Markets

Whether you supply industrial machinery, food, or other fast moving consumer goods, your pricing strategies are built to accommodate a wide variety of customer types in wholesale and retail environments. SYSPRO enables you to optimize pricing for a heterogeneous customer base, providing you with the tools to implement and manage your global pricing requirements, and to minimize the costs and effort associated with the administration of trade promotions and deductions.

3

Maximize Profitability in a Low Margin Environment

Maximizing your profitability is only possible with an accurate picture of your costs. With operational costs consuming a high percentage of your revenues, we understand that maximizing yield and keeping strict control of costs and reducing waste in all areas of the business is essential to your on-going profitability. Rationalize your supplier and vendor management across multiple sites and legal entities, optimizing management capabilities.

4

Plan and Control Capex Expenditure

For corporate governance requirements, as well as cash flow and operational efficiency, it is critical to budget for capital expenditure and to forecast the requisite cash requirements. SYSPRO's Asset Capex System facilitates the creation of both broad and specific capex budgets with the latter forming a subset of the broader budget category - for example, a piece of equipment within a production cell or line.

5

Project and Manage Cash Flow

The effective prediction and management of cash flow requirements depends on access to reliable accurate data. SYSPRO facilitates this by providing you detailed data and a number of tools, including reporting of actuals versus budgets in the General Ledger, multiple budgets, and commitment accounting for controlling overhead expenditure, all of which enable you to see what cash is due for payment or collection, and when. SYSPRO Cashflow Forecasting facilitates the effective projection of currency-based cash flow requirements by providing the capability to create multiple online cash flow models from a variety of forward-looking inflow and outflow data such as future receivables, payables, sales, purchases, demand forecasts, material requirements, budgeted expenses and user-defined projections. This provides insight into the expected timing of cash inflows and outflows.



SYSPRO in the financial space

Since 1978, the SYSPRO ERP software has successfully delivered superior financial management solutions for thousands of manufacturers and distributors across the world. The preparation of financial information and reports is critical for any business.

From the outset, SYSPRO has not only delivered core operational functionality, but has developed the financial audit trails required by CFOs, along with the ability to generate the necessary financial statements and information in the formats required. SYSPRO also includes many features that assist with regulatory, governance, risk and compliance adherence.

One solution

SYSPRO enterprise software is an integrated business accounting system, and the flexible nature of the software allows companies to use what they need today to be successful and to expand their usage of the software as their business evolves.

Financial data is always current thanks to real-time integration between SYSPRO financial, distribution and manufacturing solutions. Financial processes can be extended to the web or integrated to other applications using SYSPRO's Integration Framework and e.net Solutions.

Tax regulations catered for by SYSPRO include the VAT, Sales Tax and GST systems used in the world's major economies. Cross-module tax return functionality facilitates easy tax compliance.

SYSPRO Tax Connectors integrates with the best-of-breed tax calculation systems to help manufacturers and distributors reduce the hassle and complexity of sales tax compliance at every stage. This allows organizations to make the best use of their finance department resources.

Budgeting and forecasting for different parts of the business can be managed with SYSPRO. Sales Analysis allows for the setting of sales targets to manage sales performance. Inventory Forecasting uses statistical algorithms to predict future sales and identifies those products that contribute the most in terms of sales value, gross profit, cost of sales or quantity sold.





We now have real-time visibility across our consolidated group, and our financial data is always current thanks to real-time integration. We've also eliminated large volumes of month-end journal entries, which has significantly reduced the time required to produce month end financial reporting.

- Tim Bridges, Director, B&R Enclosures



SYSPRO's Financial Solutions

SYSPRO's powerful financial solutions provide comprehensive financial and cost accounting functionality and controls.



Role of Finance	Your Business Requirement	SYSPRO Financial Solution
Management Accounting	Costing	Activity Based Costing Landed Cost Tracking Bill-of-Materials (BOM) Work-in-Progress (WIP)
	Forecasting	Inventory Optimization Cashflow Forecasting Net Requirements Planning
	Budgeting	Budgeting
	Cash Flow Management	Cash Flow Executive Dashboards
Management Support	Decision support	Analytics
	Tracking KPIs	Executive Dashboards Customized Panes Financial Ratios
	Governance and risk management	Assets Register eSignatures Process Modeling Workflow GL commitment accounting Power Tailoring
Accounting Operations	Transaction processing Payables and receivables	General Ledger Accounts Payable Electronic Funds Transfer Accounts Receivable Cash Book
	Internal reporting	Reporting Services Report Writer General Ledger Cost Analysis Sales Analysis
External Reporting	Statutory reporting	General Ledger Report Writer Digital Tax Tool
	Taxes - global tax reporting and tax returns	Accounts Payable Tax Accounts Receivable Tax Cash Book GL Global Tax Report
	Sustainability reporting	Statistical accounting Inventory management WIP BOM
Management Information Systems	Developing, implementing and maintaining systems	Process Modeling Power Tailoring



Code	Product	Price
10001	RICE	150
10002	PORK	180
10003	CORN	85
10004	BEANUT	180
10005	CHICKEN	100
10006	COCONUT	120
10007	AVANGO	10



SYSPRO Solutions for Management Accounting

Costing

- Management accounting is made easy with SYSPRO's methods of inventory costing that include standard, average, FIFO, LIFO and last cost.
- Activity Based Costing and Actual Costing are additional options. So is Landed Cost Tracking, which enables greater control of all associated costs by providing visibility of imported goods through shipment trading, resulting in accurate landed costs.

Budgeting and forecasting

- Budgeting and forecasting for different parts of the business can be managed with SYSPRO. Our Sales Analysis solution allows for the setting of sales targets to manage sales performance. Inventory Forecasting predicts future sales and identifies those products that contribute the most in terms of sales value, gross profit, cost of sales, quantity sold or hits.

Financial analysis

- SYSPRO Financial Analysis comprises a set of tools that enables managers to forecast and perform what-if analysis on financial data. The tools include:
 - Cash flow forecasting
 - Financial ratio analysis
 - Budgeting and planning functionality



One of the major benefits we've experienced has been the improvement of inventory and costing accuracy from 92% to 99.5%. We use SYSPRO to plan out purchasing in a way that is integrated with production planning. This has reduced our stockholding by an average of two weeks for finished goods, and we have also experienced a 20%-30% reduction in packaging material as well as raw material.

- Fu Shou Jen, Executive Director, Wen Ken



SYSPRO Solutions for Management Support

SYSPRO has the dashboards, key performance indicators and measurements to assist with making accountability part of the corporate culture in a mutually-beneficial way, that has a positive impact on the bottom line.

Enterprise performance management

- SYSPRO financials enable enterprise performance management in the form of dashboards and analytics, boardroom-quality reporting plus cash flow reporting and forecasting. These features provide real-time, at-a-glance visibility of all aspects of the organization.
- SYSPRO Assets Register provides up-to-date, real-time information regarding the value of all assets within the organization.

Workflow management

- SYSPRO Workflow Management provides increased business process visibility and real-time visual monitoring with the capability for continuous process improvement.

Supply chain management

- The Supply Chain Portal streamlines collaboration between buyers and suppliers and minimizes document handling – reducing potential fraud. It automates business processes and ensures transparency of supplier and customer transactions. Ultimately, the Supply Chain Portal will help to increase operational efficiency and improve governance.

Compliance Support

SYSPRO offers not only standard accounting functionality, but can also assist CFOs with governance, risk management and compliance reporting.

- SYSPRO Electronic Signatures is designed to improve security and control over internal automated workflows and enables companies to increase control over their system changes, by providing the authentication and tracking of system activities against key business processes and sensitive data.
- The Customer Complaints capability allows for the capturing, management and effective resolution of customer complaints. It enables the business to easily review and escalate critical product defects and service issues to prevent their reoccurrence, and is a requirement for all businesses wanting to achieve a formal quality accreditation. This improves customer-centric behavior, driving customer retention.
- Return to Supplier facilitates financial control by tracking variances between the cost of an item and the credit received. The solution integrates all processes and capabilities affected by a return transaction, which includes Accounts Payable, Purchase Orders, Inventory Control, Return Material Authorization and General Ledger.



Efficiency

Quality

Speed

Cost

SYSPRO Solutions for Accounting Operations and Reporting

- The bread-and-butter transactions of payables, receivables and general ledger are seamlessly integrated into the inventory, sales and procurement modules. Tax regulations catered for by SYSPRO include the VAT and GST systems used in the world's major economies with advanced geographic logic and withholding sales tax options. Cross-module tax return functionality facilitates easy tax compliance.
- The General Ledger query enables you to drill down from the ledger to original source transactions, and transaction history reporting is available throughout the system. The General Ledger module includes a powerful Report Writer that accommodates a range of reporting requirements from quick reports for internal reporting purposes to boardroom quality reports which fulfil statutory requirements.

An interface between your sub-ledgers and General Ledger that is designed at a granular level ensures that financial entries are classified and recorded based on your reporting requirements.

Seamless real-time integration between financial, distribution and manufacturing solutions, means your financial data is always current. In the exceptional circumstance where an imbalance arises between the sub-ledger and General Ledger, it can be identified easily and corrected efficiently, using the GL Balancing Tool.

- Customer and Supplier Group Payments simplifies the allocation of a single deposit or payment across multiple related customers or suppliers. Treasury can easily and efficiently manage consolidated customer receipts or supplier payments.
- The Dunning System helps streamline the credit management process and reduces the risk of incurring bad debts. The Dunning System manages the generating and distributing of periodic reminders for unpaid invoices.
- Tax Connectors connects to tax calculation systems that are up-to-date with the latest regulatory requirements to ensure that manufacturers and distributors are compliant, giving them confidence that their tax is being assessed correctly.

SYSPRO and Compliance with Accounting Standards and Regulations

SYSPRO provides you with both the scope and the flexibility to implement your chosen accounting framework through a number of powerful features. Capabilities focused on governance, compliance and risk management support tighter controls and regulations. SYSPRO's financial solutions and reporting services gives companies comprehensive support for International Financial Reporting Standards (IFRS) and Generally Accepted Accounting Principles (GAAP). This enables enterprises to adhere to complex accounting frameworks, meet the requirements of capital and financial markets and ensure the reliability and transparency of their financial reporting.

Our development team constantly monitors the business environment to determine the latest trends and imminent legislation changes. In terms of business processes, we aim to give our customers a competitive edge by allowing them to use the latest thinking in business management and best practice.

At SYSPRO, we try to simplify the compliance process for our customers by removing obstacles to compliance in our software and by adding new functionality. For example, SYSPRO Electronic Signatures helps organizations comply with Sarbanes-Oxley; and the XML output of the General Ledger Report Writer, if set up correctly, allows customers to produce their financials in XBRL.

SYSPRO's Electronic Signatures gives you the tools to comply with Sarbanes-Oxley requirement for the creation of detailed audit logs of who is doing what in your ERP system. Not only do the Electronic Signatures features enable logging of all activity in SYSPRO, but they also give you the tools to define rules around who is allowed to process specific transactions and under what conditions. Electronic Signatures also enable you to configure notifications and other triggers to be fired off in the case of specific events. This improves transparency and accountability in business transaction processing, giving you strict authorization and access control at a granular level in addition to SYSPRO's general system security. Role Conflicts are another Sarbanes-Oxley target area for which SYSPRO provides controls, giving you a customizable template to help you define and report on such conflicts within the system.



Module-specific capabilities further support you in designing your ERP system to align with your specific accounting standards and regulations. For example, within Fixed Assets.

SYSPRO's Assets Register solution allows for a variety of depreciation methods and models, with variable depreciation start dates, as well as enabling you to temporarily suspend depreciation of an asset, if required. Master/sub-asset functionality allows depreciation of assets and their components at different rates. The Capex system allows for the capitalization of all the costs incurred in the creation/dismantling or refurbishing of an asset through integration to purchase orders, jobs and the cash book. Comprehensive auditability of your assets is facilitated through a number of reports and queries, as well as the Asset Count feature.

SYSPRO's powerful General Ledger query enables you to drill down from the ledger to original source transactions. General ledger journal authorization enables distributed journal input with centralized checking, authorization and posting, thereby enhancing transactional integrity. In addition, other SYSPRO features, such as the revaluation of outstanding accounts payable and accounts receivable foreign invoices at an appropriate exchange rate, contribute to IAS compliance.

Reporting features in SYSPRO are extensive, including the ability to output reports and documents in many different formats or standards, such as XML. Full audit trails are provided for all master data changes, as well as for all financial transaction activity in the system at sub-ledger and general ledger levels. Transaction history reporting is available throughout the system, along with online archiving of data and reports.

You can produce secure PDF format stationery, such as invoices, purchase orders and statements for electronic transmission using SYSPRO Reporting Services (SRS). With SRS, you can produce exception, financial and boardroom-quality operational reports directly from your integrated data. In addition, SYSPRO Analytics gives you real-time dashboard capability that enables informed decision-making and the highlighting of inconsistencies.



We can see exactly how to cost a project, how many people and which skills are required and the cost components in more detail than ever before. We can cost future projects more accurately, become more competitive, create more jobs and use our people more effectively.

– Akash Singh, Financial Manager, Southern African Shipyards



About SYSPRO

SYSPRO is a leading, global Enterprise Resource Planning (ERP) software provider, specializing in key manufacturing and distribution industries. Our Industry-built solutions and services are designed to make things possible. Established In 1978 by CEO Phil Duff, SYSPRO remains one of the longest standing privately owned vendors of ERP software in the world and today has offices in the United States, Canada, Africa, the UK, Asia and Australasia.

SYSPRO's ERP solution empowers customers to take the next step – whether it is expanding into new territories, adding new product lines, transforming business processes, or driving innovation. Through our ERP software, customers gain access to solutions, processes, and tools to assist in the management of data for key business insights and informed decision making.

The solution is scalable and can be deployed in the cloud, on-premise, or both, and accessed via the web on any device to provide customers with choice and flexibility. With a focus on mid-market manufacturers and distributors, SYSPRO specializes in key industries including Industrial Machinery & Equipment Fabricated Metals Electronics Food & Beverages Plastics & Rubber Packaging Automotive Parts and Accessories.

We remain focused on the success of partners and customers. With a strong commitment to channel partner growth, SYSPRO customers are backed by a team of global experts that drive maximum value out of IT systems and business solutions. We are committed to addressing the unique needs of our customers, enabling them to easily adapt and remain resilient.

Our evolving solutions are aligned with industry trends and leverage emerging technologies that will enable partners and customers to secure a digital future and to gain a competitive advantage.

With more than 15,000 licensed companies in over 60 countries across six continents, SYSPRO offers guidance and support every step of the way as a trusted advisor.

For more information, visit www.syspro.com more.





SYSPRO has enabled us to do more with the same number of people, and without it we probably would have needed more staff. Because the system has supported our expansion, we have benefitted from greater profits. It has therefore proven itself as an essential part of our investment in the company.

- John Wells, Managing Director, AJ Wells





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