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Executive Summary

The ability to effectively monitor the performance of our business processes from a perspective that provides the insight to make impacting changes where necessary still remains the Holy Grail for organisations of all types and sizes.

Enterprise Resource Planning has been hailed as the way forward in this quest; however, its' application in our peculiar business jungle has proved too expensive, overly-complicated, or - even worse - both.

What is required is a solution that is founded on simplicity, and builds on this founding criterion to cover the key aspects of your operations. The result will be an application that provides a simple yet informative perspective of your organisation, while strengthening the links within your operational network.

It is for this reason that Concept Nova would like to introduce **StockNova** Enterprise.

Survive or Thrive: Why Enterprise Software?

Today's businesses face great challenges in this globalised environment:

- economic uncertainty,
- very intense competition from foreign and domestic rivals,
- managing a complex network of business units, suppliers and customers,

Consider that management already has to focus on:

- reducing costs,
- improving efficiency, and
- sustaining a competitive advantage, while
- satisfying the increasing demands of customers and shareholders

These challenges only serve to raise the stakes between mere survival and business excellence.

Those successful businesses that achieve excellence have been proven to meet these challenges simultaneously. This is done primarily by improving the visibility of not only their organisation, but also of its' external networks. This increase in transparency enables continuous improvement, which in turn leads to improved efficiency in process execution and cost-effective use of resources.

The discipline known as Enterprise Resource Planning (ERP) is widely regarded as the best approach towards success. It enables this visibility by tracking all of the organisation's resources throughout its' key stages:

- Planning,
- Acquisition,
- Implementation, and
- Use (in processes)

ERP software uses these ERP principles and also automates the organisation's processes. As a result of this tracking, enterprise software enables the organisation to take control of its resources, ensuring that



they are deployed effectively and efficiently in their operational processes. This is why today's businesses continue to turn to enterprise software to achieve this.

Why StockNova Enterprise?

StockNova Enterprise is an enterprise software application that embodies the core principles of ERP. Before Enterprise, previous StockNova editions have focused on stock inventory management and point-of-sale (POS). After extensive consultations with our existing and prospective clients, we are now able to offer the new Enterprise Edition.

StockNova Enterprise is an increase in both scope and depth to include:

- supply chain management,
- manufacturing & assembly,
- warehouse management,
- distribution, as well as
- Point-Of-Sale

Enterprise can be deployed not only in modules but also in sub-modules and features, making it a highly customisable application that can suit your unique needs. It is well-equipped to track the core functions of a wide range of organisations, and is also of particular relevance to companies in the following sectors:

- Procurement
- Manufacturing
- Transport & Logistics
- Storage
- Distribution
- Retail

It is geared towards providing management with visibility through the organisation, and this transparency in processes leads to improved efficiency as well as the cost-effective use of resources. Together with





the information required to make better decisions, these are the crucial factors needed in achieving business excellence in today's environment.

This operational excellence is in itself a competitive advantage; it can also be translated into many key benefits - such as improved lead times, time to market, customer response times, etc. - that have become key performance indicators for some of the world's leading organisations.

StockNova Enterprise is equipped to handle the smallest firms with the simplest structures as well as medium/large corporations with more complex business networks. As a result, it grows with your business, allowing you to change the application to suit your needs, while adding and removing features when you need them.



Our Value Proposition

Enterprise looks to improve your company's operations in the following key areas of your business environment:

- your people,
- your organisation (and its' processes), and
- your business networks (partners, suppliers and customers)

Your Business

Enterprise's flexibility allows you to create agile responses to changes in your business environment:

- Make changes to your company information and overall structure as your business changes,
- Add new modules and capabilities to your software package at any time in the future
- Create ad hoc reports for vendors and customers.

Furthermore, Enterprise's layout and reporting provides the incisive information that encourages analysis and improves decision-making:

- Gain real-time access to your business operations for when running your processes through Enterprise.
- Provide a holistic and rapid response to external partners with viewing access to your critical information.

All of these benefits improve service, reduce the costs, and increase productivity, and give a positive boost to profitability as a result.

Your People & Processes

With Enterprise, you can increase the productivity and ROI of your human resources:

- Capture key members of your workforce within the application and determine their footprint on your daily operations
- The ability to interface with applications directly or through more universal formats, such as MS Excel, not only reduces the possibility of errors, but also saves precious time by reducing the need to repeat time-consuming data-entry tasks in various systems.
- Simple user-friendly interface creates familiarity and easy adoption into their daily routine
- Improve communication between employees with reminders and alerts

Enterprise can also be used to improve your process efficiency:

- Detect bottlenecks in your process flows, so that you can find ways to remove them and relieve the stress on your systems.
- Add control processes such as quality control, to improve and maintain quality levels.
- Further tighten oversight by inserting approvals procedures wherever you see fit.

By streamlining your processes - and thus improving their efficiency as well as the productivity of your workforce - quicker responses can be made to changes in the market and working environment, which also reduces costs.

Your Networks (Customers, Partners & Suppliers)

Enterprise brings your networks closer, so that you are more efficient in operations and more responsive to market conditions:

- Give external partners secure access to your information via Web Services



- Provide customers with real-time process updates on their orders





StockNova Enterprise also tracks activities with customers and suppliers at all the key touch-points to ensure quality service delivery:

- Improve efficiency and effectiveness of procurement and sales & marketing processes
- Identify cross-sell and up-sell opportunities with analytical reports.
- Identify high-value customers and suppliers for strategic partnerships

These benefits serve to improve communication within your organisation as well as your business network which includes, partners, customers and suppliers. This increases responsiveness, reduces time-wasting processes, maintains quality and also improves decision-making, thus reducing costs and improving the efficiency and effectiveness of your resources.



Explore Our Solution

StockNova consists of 4 core modules, which can operate as a standalone solution or as part of a combined solution:

- Procurement,
- Production & Assembly,
- Storage, and
- Point of Sale & Distribution

Each deployment involves an initial setup to input your company information and define your requirements, including relevant documents and their contents. Different users and their rights must also be established. Once this is complete, Enterprise can begin to add value to your operations.

Contact Management

The Contact Management module sets up the various companies and people that are important to the business of your organisation:

- Vendors
- Customers
- Agents
- Partners

A verification process can be included to ensure the authentication of all contacts. A registration process over a recurring period of your choice can also be instated.

Foundation

- Company Setup
- Items
- Item Categories
- Unit Of Measurement
- Departments
- Positions
- Users
- Contacts
- Edit Contact Status
- WareHouse Sites
- Global Configuration

EDIT CONTACT STATUS

UNAPPROVED CONTACTS

No unapproved contacts are available at the moment.

EDIT APPROVED CONTACT STATUS

	CONTACT NAME	CONTACT TYPE	ITEM	ITEM CATEGORY	RC NUMBER	COUNTRY	STATUS
blacklist inactive expired	CNet	Customer	Laptop	Equipments	adfsdgsdg	Albania	Approved
blacklist inactive expired	Rosabon	Customer	Computer	Equipments	sdfg	Saint Helena	Approved
blacklist inactive expired	CAT	Vendor	Chain Saw	Equipments	asdfsdf	Andorra	Approved
blacklist inactive expired	kasali Andrew	Customer			S613131	Antarctica	Approved
blacklist inactive expired	Tent place	Vendor	Milk	Consumption	rc400453	Nigeria	Approved

RE-ACTIVATE CONTACT STATUS

Select status ▾

Select Status to view details.

With this setup, you are equipped to track activities with these contacts and arming you with key information, such as:

- (Periodic) Purchases by vendor
- Delivery quality and timing (from vendors and to customers)
- (Periodic) Sales by customer
- (Periodic) Purchases and sales by agent or partner

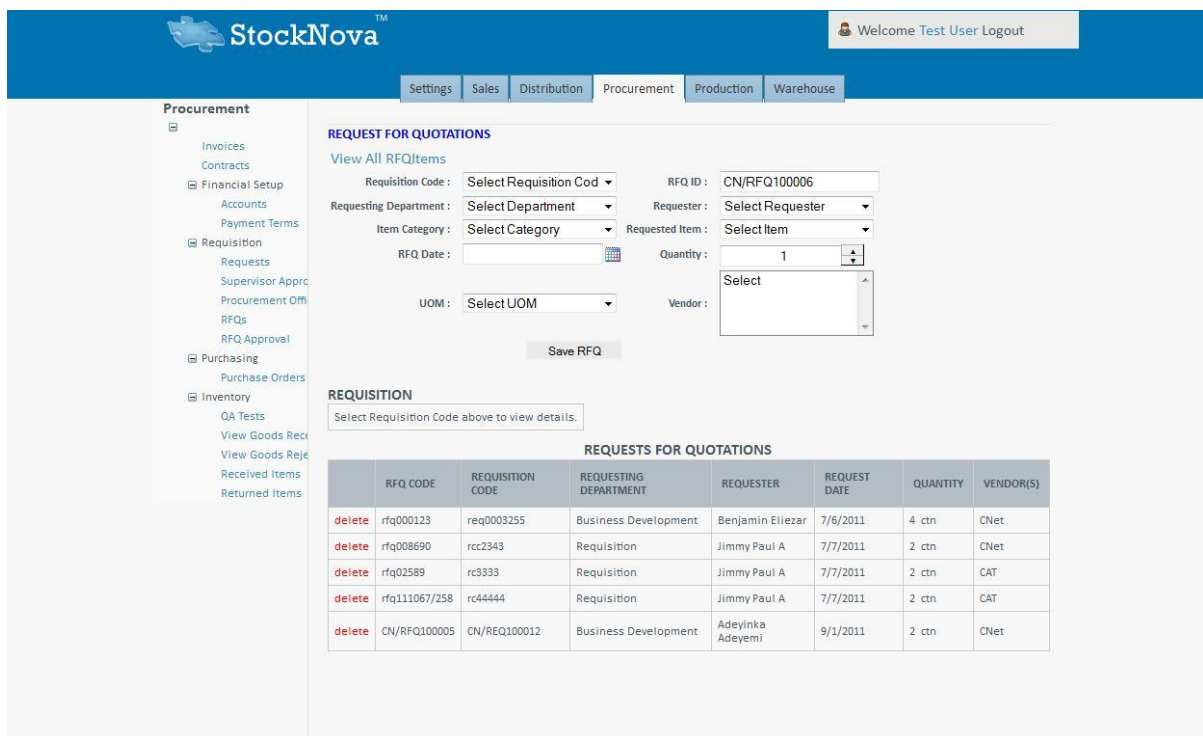
With this knowledge, you are better informed of which organisations are making the biggest impact on your business, and manage them accordingly to improve your performances.

Procurement

The Procurement module handles the acquisition of raw materials, products, and other resources. Within the application, this is an end-to-end process, from the stock check before they are ordered, to the moment the physical goods are received and checked. It can be planned, approved and tracked by users in various departments.

You can use the application to:

- Add vendors to your vendor list
- Send RFQs, invoices, notes and other documents to vendors and colleagues either through email, Web Services or between StockNova Enterprise applications



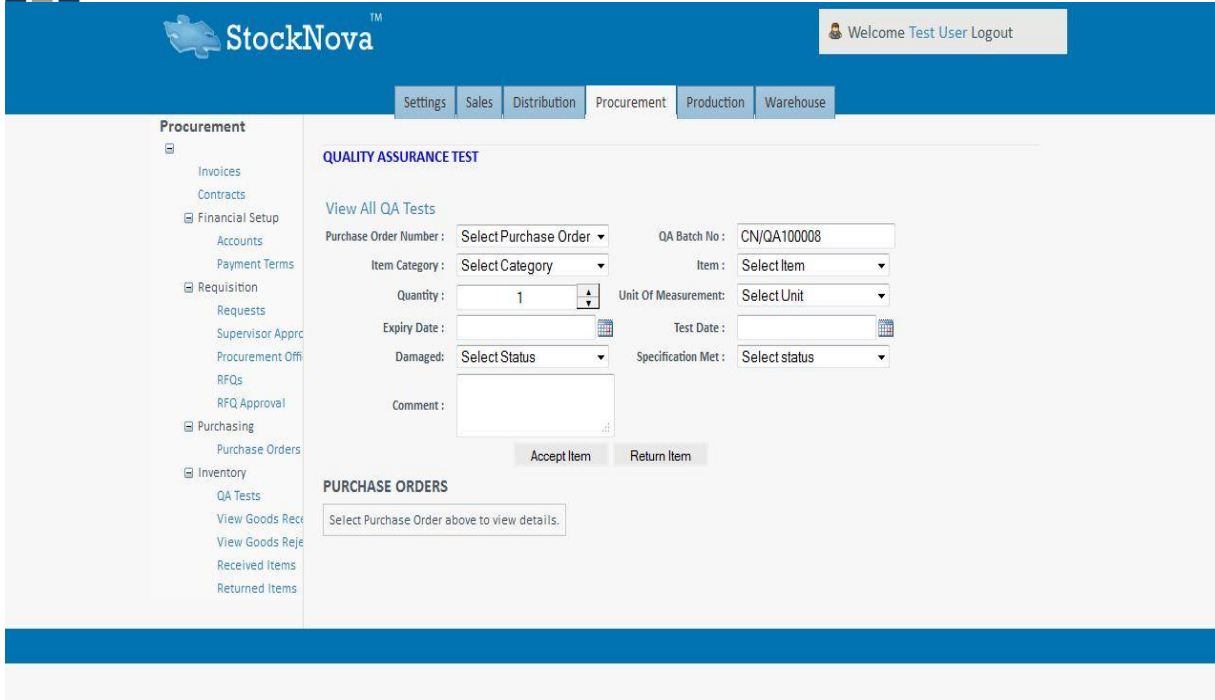
The screenshot shows the StockNova Procurement interface. The top navigation bar includes 'Settings', 'Sales', 'Distribution', 'Procurement', 'Production', and 'Warehouse'. The left sidebar lists various procurement-related options like 'Invoices', 'Contracts', 'Financial Setup', 'Accounts', 'Payment Terms', 'Requisition', 'Requests', 'Supervisor Apprc', 'Procurement Off', 'RFQs', 'RFQ Approval', 'Purchasing', 'Purchase Orders', 'Inventory', 'QA Tests', 'View Goods Recd', 'View Goods Reje', 'Received Items', and 'Returned Items'.

The main content area is titled 'REQUEST FOR QUOTATIONS' and includes a 'View All RFQItems' link. Below this is a form with several fields: 'Requisition Code' (dropdown), 'RFQ ID' (text input with value 'CN/RFQ100006'), 'Requesting Department' (dropdown), 'Requester' (dropdown), 'Item Category' (dropdown), 'Requested Item' (dropdown), 'RFQ Date' (calendar icon), 'Quantity' (spinner with value '1'), 'UOM' (dropdown), and 'Vendor' (dropdown). A 'Save RFQ' button is located below the form.

Below the form is a section titled 'REQUISITION' with a text input field: 'Select Requisition Code above to view details.' Below this is a table titled 'REQUESTS FOR QUOTATIONS' with the following data:

	RFQ CODE	REQUISITION CODE	REQUESTING DEPARTMENT	REQUESTER	REQUEST DATE	QUANTITY	VENDOR(S)
delete	rfq000123	req0003255	Business Development	Benjamin Eliezar	7/6/2011	4 ctn	CNet
delete	rfq008690	rcc2343	Requisition	Jimmy Paul A	7/7/2011	2 ctn	CNet
delete	rfq02589	rc3333	Requisition	Jimmy Paul A	7/7/2011	2 ctn	CAT
delete	rfq111067/258	rc44444	Requisition	Jimmy Paul A	7/7/2011	2 ctn	CAT
delete	CN/RFQ100005	CN/REQ100012	Business Development	Adeyinka Adeyemi	9/1/2011	2 ctn	CNet

Use our search engine and reports to determine key information, such as the timeliest deliveries, the timeliest payments, and the best-quality vendors [based on Quality Assurance (QA) tests]



The screenshot displays the StockNova software interface. At the top, there is a blue header with the 'concept nova' logo on the left and a 'Welcome Test User Logout' notification on the right. Below the header is a navigation bar with tabs for 'Settings', 'Sales', 'Distribution', 'Procurement', 'Production', and 'Warehouse'. The 'Procurement' tab is active, and a sidebar menu on the left lists various procurement-related options such as 'Invoices', 'Contracts', 'Financial Setup', 'Accounts', 'Payment Terms', 'Requisition', 'Requests', 'Supervisor Appr', 'Procurement Offi', 'RFQs', 'RFQ Approval', 'Purchasing', 'Purchase Orders', 'Inventory', 'QA Tests', 'View Goods Rec', 'View Goods Reje', 'Received Items', and 'Returned Items'. The main content area is titled 'QUALITY ASSURANCE TEST' and contains a form for 'View All QA Tests'. The form includes fields for 'Purchase Order Number' (a dropdown menu), 'QA Batch No' (text input with 'CN/QA100008'), 'Item Category' (dropdown), 'Item' (dropdown), 'Quantity' (input with '1'), 'Unit Of Measurement' (dropdown), 'Expiry Date' (calendar icon), 'Test Date' (calendar icon), 'Damaged' (dropdown), and 'Specification Met' (dropdown). There is also a 'Comment' text area and two buttons: 'Accept Item' and 'Return Item'. Below the form is a section titled 'PURCHASE ORDERS' with a text box that says 'Select Purchase Order above to view details.'

With this increase in incisive information and closer communication with suppliers, you can:

- Streamline processes
- Maintain closer relationships
- Profit from your procurement processes through cost reduction

Manufacturing

Our manufacturing module helps to easily manage manufacturing operations, whether it is a large shed based at a single location, or a large plant within an international manufacturing network.

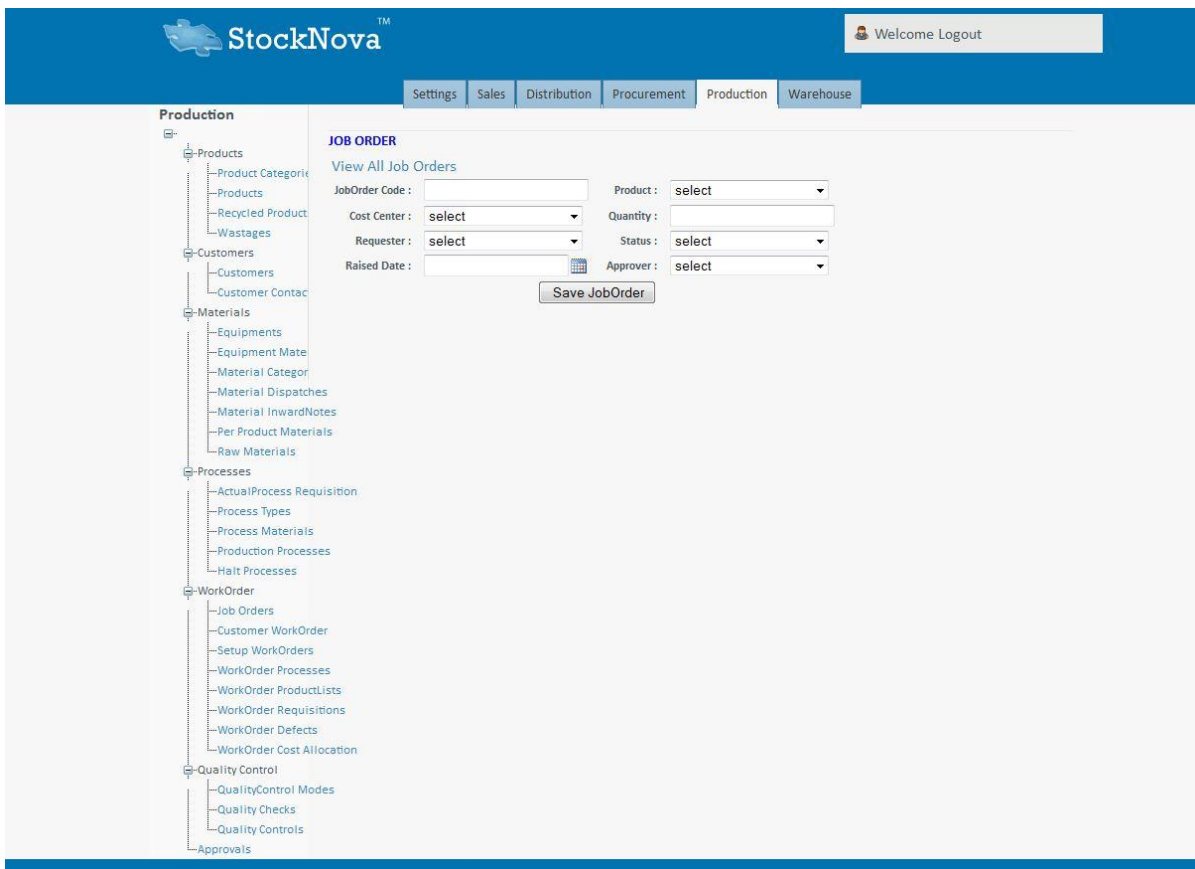
By aligning the Enterprise with your manufacturing processes, you obtain the visibility to view your operations in real-time, rather than after-the-fact reporting. This lets you know the status of each process or job; tagging personnel to each process also increases oversight and accountability.

At setup, you configure your manufacturing network and the processes that occur in each plant to align with your physical network and processes. The application is compatible with the various types of manufacturing, including:



- Discrete, and
- Process,

From this point, you are ready to go; you can create and receive work orders, and monitor each process or manufacturing stage in conjunction with your actual manufacturing operations.



Other features include:

- Document all activities such as line failures, and other disruptions
- Tagging fixed equipment to processes, facilitating asset management planning and the spotting of bottlenecks within each plant within the network.
- Combine with the procurement module to improve responsiveness to market changes, which will reduce costs



Storage & Warehouse Management

Enterprises storage solution caters for all your storage in inventory management needs, whether you own a small stockroom, or a storage network of warehouses.

The storage module tracks the movement of all your stock inventories - inbound, outbound as well as internal transfers. It also has the following features:

- Alerts users when items are below a specified reorder level so you never run out of stock before repurchasing
- Keeps track of items and defective goods
- RFID support, allowing for easy data collection and processing, including proof-of-receipt and proof-of-delivery on inbound and outbound deliveries.
- Zone logic capabilities to provide assistance when picking and putting away stock
- Cross-docking capabilities for goods that are received but not stored
- Tagging of employees and equipment to picking processes
- Generates reports on the inventory stock status, item quantity, daily, and weekly

Warehouse

- Warehouse
 - Company
 - Zones
 - Storage Types
 - Bins
 - Logics
 - Machineries
 - Item PriceList
 - Put-Away
 - PutAway Scedul
 - PutAway Items
 - Stock Refill Histo
 - Orders
 - Customer Orders
 - Picking
 - Picking Schedule
 - Item Pickings
 - Movements
 - Receiving
 - Inbound Returns
 - Goods inward N

PICKING SCHEDULE

IblMessage

Show All Picking Schedules

ORDER DETAIL

Order Code :
CN/CUO1000002
CN/CUO1000003
CN/CUO1000004

Customer Name :

Item :

Quantity Ordered :

Order Date :

Delivery Date :

Delivery Address :

Total Price :

MAKE SCHEDULE

Item : Select

Storage Type :

Storage Label :

Bin Label(s) :

Picking Logic : Select

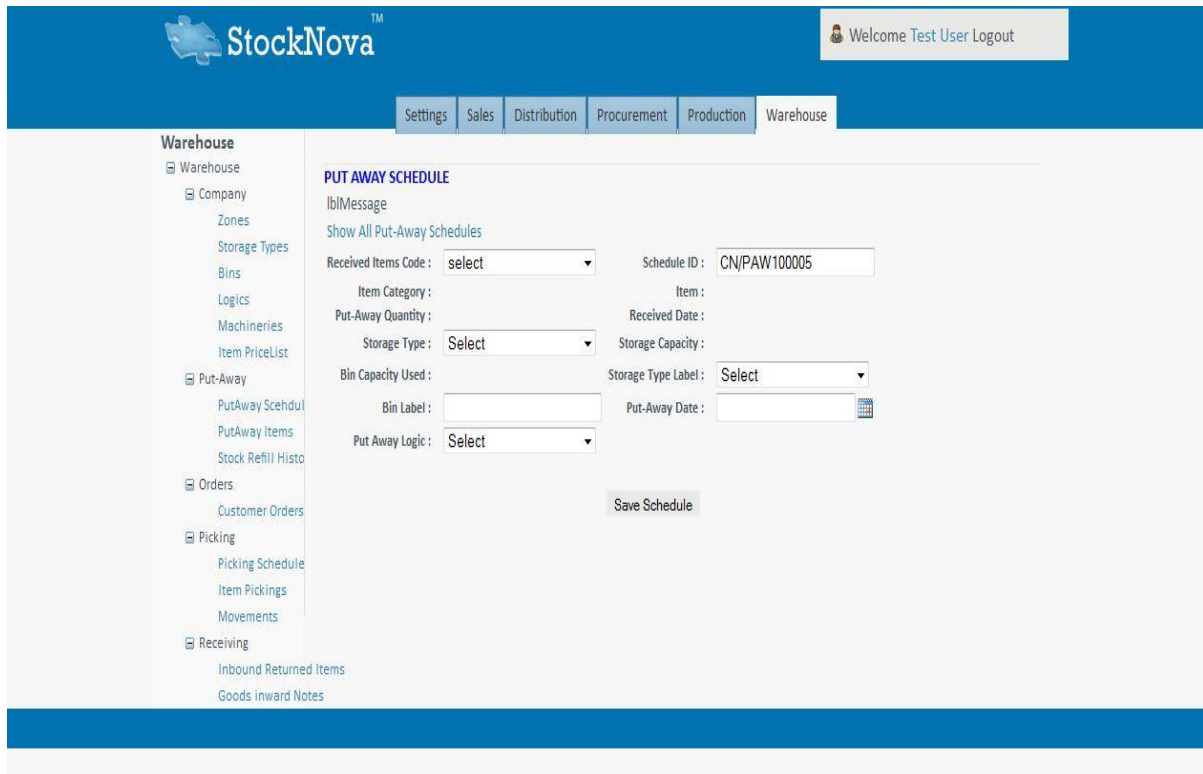
Expected Picking Date :

Picker : Select

Save Schedule

With the Storage solution, you can:

- Improve planning with better knowledge of stock cycles
- Cut response time to customer orders by optimising the flow of inventory into, within, and out of the storage space.
- Optimise the use of resources in terms of labour and equipment



The screenshot shows the StockNova Warehouse interface. The top navigation bar includes 'Settings', 'Sales', 'Distribution', 'Procurement', 'Production', and 'Warehouse'. The left sidebar lists various warehouse functions such as 'Warehouse', 'Company', 'Zones', 'Storage Types', 'Bins', 'Logics', 'Machineries', 'Item Pricelist', 'Put-Away', 'PutAway Scedul', 'PutAway Items', 'Stock Refill Histo', 'Orders', 'Customer Orders', 'Picking', 'Picking Schedule', 'Item Pickings', 'Movements', 'Receiving', 'Inbound Returned Items', and 'Goods inward Notes'. The main content area is titled 'PUT AWAY SCHEDULE' and contains the following fields:

- Received Items Code: select
- Item Category:
- Put-Away Quantity:
- Storage Type: Select
- Bin Capacity Used:
- Bin Label:
- Put Away Logic: Select
- Schedule ID: CN/PAW100005
- Item:
- Received Date:
- Storage Capacity:
- Storage Type Label: Select
- Put-Away Date:

A 'Save Schedule' button is located at the bottom of the form.

Distribution and Point-Of-Sale (POS)

StockNova's Distribution module handles the disbursement of goods and services. Where necessary, it also handles sales.

This module brings StockNova's coverage of the business cycle to a full circle, and showcases the communications benefits on offer between organisations that have deployed the application.

As a process, the module handles the sales process, from the receipt of an enquiry or sending of quotations, to the tracking and deliver of customer's good and services.

Procurement

- ▣ Sales
 - ▣ Logistics
 - Package Delivery
 - Shipment Charge
 - Shipment Points
 - ▣ SellingPoint
 - Sales Items
 - Sales Discount
 - Sales Invoice
 - Sales Orders
 - Record Sales
 - Credit Limits
 - Debtors
 - Sales Returned

SALES ORDER

View All Sales Orders

Customer : CNet Date : 2011-09-06
 Item Category : Equipments Item : Laptop
 Quantity : 3 Unit Price : 50000.00
 Total Cost : 150000.00

Add Sales Order

Total Amount :

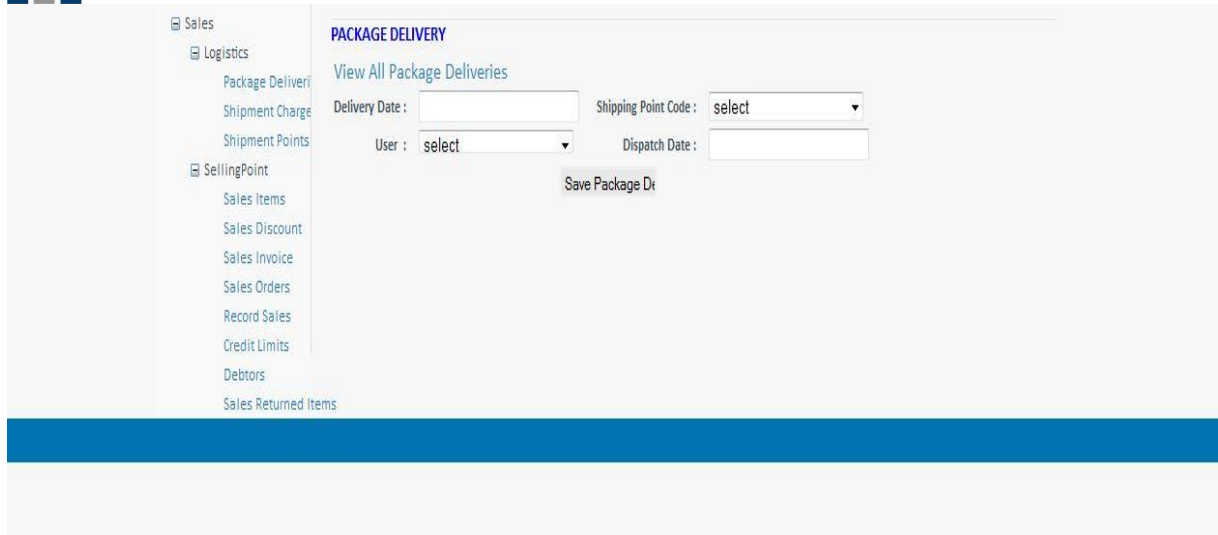
Amount in words : and fifty thousand naira only

How to buy code : P002

Save Sales Order

You can use the application to:

- Create custom sales invoices and receipts for your agents/clients
- Enable pay-later or debtor processing
- Restores and processes invoices for goods returned
- Add customers to your database
- Receive RFQ's and respond with Quotations, invoices, notes and other documents to customers and colleagues either through email, Web Services or between StockNova Enterprise applications
- Generates reports on the monthly sales, sales and returned invoices, defective items and re-order items



PACKAGE DELIVERY

View All Package Deliveries

Delivery Date: Shipping Point Code:

User: Dispatch Date:

Save Package De

Use our search engine and reports to determine key information, such as:

- the timeliest deliveries
- the timeliest payments and
- the most valuable customers by sales volume, revenue, etc.

With this increase in incisive information and closer communication with customers, you can:

- Streamline processes around your sales cycle with better planning and execution
- Better ensure timely deliveries
- Identify cross-sell and up-sell opportunities
- Maintain closer relationships that can lead beyond to repeat business but strategic alliance
- Profit from your delivery processes through cost reduction

About Concept Nova

Concept Nova, a member of the Concept Group, is a well equipped indigenous Software Development company which delivers core IT solutions and services while giving unmatched value to Enterprises nationwide at a reasonably affordable cost.

Incorporated in 1992 as Concept Computers, Concept Nova has achieved a prominent position of an expert and professional Software Company in the dynamically changing IT market. Our transparent, efficient and flexible world class software development process zero down risks of project failures and creates powerful software solutions meeting present as well as future demands.

We aim to constantly add value to our customer's requirements and exceed their expectations through our cutting edge technology solutions and our ability to understand their business processes.

Our Vision

Concept Nova will become the reference point for all Africa's Business Software Solutions.

Our Mission

We aim to become a genuinely customer-focused organization by providing highly-customised service solutions which complement generic products that are superior to all others in any market we choose to compete.

Our Services

Our dedicated team of qualified designers, writers and developers apply their ardent insight and visualization skills to your creativity to convert your business requirements to an excellent functional and visually appealing digital solution while maintaining consistent value and superior quality.

Combining proven expertise in technology, and an understanding of emerging business trends, Concept Nova gives its customers access to numerous services and solutions, including:

- Information technology consulting



- Networking solutions
- Custom software design and development
- Professional website design and development
- Hardware sales and supplies





Contact Us

Concept Nova would be delighted to provide and deliver technology solutions, which will aid in achieving your strategic objectives with our team of professionals across various technology functions and practices.

While looking forward to a mutual beneficial business relationship between both organizations, we assure you of our commitment to provide professional and distinct technology solutions for your good selves.

Call us anytime, as we are always available and willing to further discuss how we can help to eke out every percentage of effectiveness and efficiency from your processes, and put you firmly on the path of greater performances and success. For more information, please visit our website: www.concept-nova.com.

