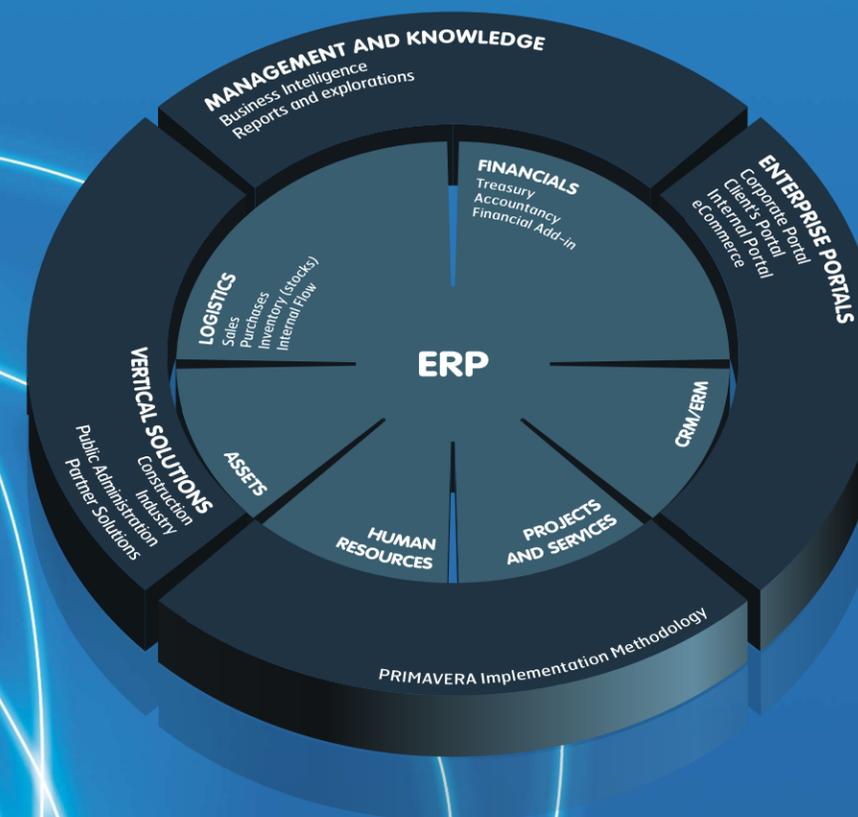


THE ERP FOR DEMANDING COMPANIES

PRIMAVERA Business Software Solutions is committed to the development and commercialization of management solutions and platforms for the integration of business processes in a global market, providing solutions for Small, Medium and Large Organizations, as well as the Public Administration sector.



40 thousand companies resort to PRIMAVERA BSS solutions everyday to optimize their business processes.

PRIMAVERA BSS is present in Portugal, Spain, Brazil, Angola, Mozambique, Cape Verde and Guinea-Bissau, being market leader in many of those countries.

PRIMAVERA's commitment, since its establishment in 1993, towards the development of avant-garde solutions, that respond in advance to the future needs of companies, has contributed much to its successful path, which is why PRIMAVERA is included in the 500 largest European companies with greatest growth potential, a ranking promoted by Growth Plus.

Technological Platform

Technology and productivity in an integrated environment

With the goal of achieving a wide range of its solutions and, simultaneously, combining technology with the capacity to adapt them to the reality of the companies where the products are implemented, PRIMAVERA BSS uses a transversal environment which supports all applications, providing them with numerous functionalities and characteristics. This environment is called the Platform and it serves the applications as the operating system serves the programmes. The Platform constitutes the basis of the whole PRIMAVERA solution, thereby being endowed with great importance.

Designed in line with the requirements of organizations with major volumes of information where the sturdiness, reliability, integrity and security of information are vital factors to the business, the Platform is transversal to the whole product and, over time, has been subject to significant improvements in terms of the consolidation and flexibilization of the administration tools, integration between the various ERP modules, provision of the internationalization and development means of new technologies which lead to a richer, more intuitive information exploration.

The main features of the Platform include: the Integrated Shell which will enable the user to access the vast majority of ERP modules in a single application, simultaneously simplifying the programming of extensibility technologies; Drill Down which facilitates the exploration of data and navigation between related windows and a Platform called "Business Monitor" which allows the creation of management indicators and the definition of differentiated alerts for each system user.

Many of the characteristics that are used by the various ERP applicational areas derive from the technological and functional availability defined in the Platform. This availability followed some premises such as, for example, the preparation of the technical infrastructure of the Platform to support PRIMAVERA products, the concern with improving and simplifying ERP administration tools, making them more adaptable to each installation (examples: installation parameters, security modes and Windows authentication), the significant increase in the level of integration of the main ERP modules and the introduction of new information exploitation technologies stored in the ERP, making data more available in operational and management decision-making processes.



Logistics

Total coverage of business processes



Designed according to a logic of great flexibility and integration, Logistics extends to the specific needs of companies in a wide range of activity sectors. The treatment of the whole commercial circuit of companies is assured by areas which interconnect harmoniously: Sales, Purchases and Inventories. The search for ever more advanced, productive solutions in areas such as stock and warehouse management, the processing of prices and costs, colors and sizes and Electronic Billing, as well as the drive towards making the documental and logistical flows supported more flexible make ERP PRIMAVERA's Logistics the ideal product for organizing the logistics' area of companies. Logistics also includes the POS module aimed at companies with over the counter sales and prepared to operate autonomously, on local networks and at organizations with multiple branches.

In addition to the flexibility and range of the operational and logistical processes, ERP PRIMAVERA was developed with the sturdiness, fluidity of information and tasks, performance and the visibility of information in mind, among others. ERP PRIMAVERA meets a great number of company needs, namely as regards requisition processes, internal logistical flows of the organization and purchasing/sales processes. The possibility of characterizing document flows and the respective

interim authorization allow all processes to be treated in accordance with the rules of the organization.

The great flexibility with which the support tables and documents are defined and used allows a documental circuit to be implemented which is suitable for the needs of companies, avoiding the repetitive introduction of information at multiple stages of its processing. In addition, the use of VBA, combined with the possibility of creating new fields and tables as well as defining new charts, allows the most specific requirements of each company to be met.

Through the Internal Documents concept, ERP PRIMAVERA provides an important support tool for the internal operational processes of companies. Internal Documents support and intermediate Procurement, Sales, Stocks, Production and Negotiation processes, among others.

Financials

The financial area is the heart of any integrated management system. Starting with the Treasury module, PRIMAVERA Financials issues all kinds of receipt and payment documents, notifications and wage tables, it carries out bank forecasts and integrates them on-line, reconciles bank accounts manually or automatically, calculates interest, issues bank checks and deposit slips – these are just some of the numerous functionalities available, wholly integrated with the Accounting and with the ERP operational modules.

In turn, the Accounting module allows the budget organization, general and cost accounting for any kind of company. The Tax Returns module provides all the fiscal or different nature's reports that must be submitted by the companies to the official entities. The Financial Add-in allows the integration of account information from the PRIMAVERA Accounting data bases directly into Excel, thereby making use of the full potential of the spreadsheet.

These modules stand out for their broad fiscal and legal coverage and for their total flexibility in terms of definition and procedures. The submission of dematerialized (digital) models is present in all those models which can be submitted in this format.

Integral support to International Accounting Standards is an example of what PRIMAVERA BSS has been doing for some years now: solutions should always be in harmony with fiscal and legal matters. It should be noted that it is currently geared towards all companies being obliged to adopt IAS (International Accounting Standards).

Fluidity of processes

ERP PRIMAVERA provides support, on a single Platform, to all the problems associated with the multiple currencies suffering exchange rate fluctuations, responding to companies with specific needs in this regard such as: companies listed on the Stock Market, branches of multinationals or of listed companies; companies with operations abroad who report to their parent companies; or even companies with more sophisticated management requirements.

Assets

Total control of the life cycle of company assets

In addition to the issuing of all legal tables of depreciations, revaluations, gains/losses and leasing, the Assets module deals with the whole life cycle of a company's assets. The registration of acquisitions, the calculation of depreciation, revaluations and gains, as well as processing major reparation, disposals and write-offs, make this module an excellent tool for any kind of company, regardless of its size.

Characterized by great flexibility of depreciation and/or revaluation criteria, this module allows the generation of monthly or annual movements whose imputation to accounts may be carried out by cost centre and/or establishment. The possibility of carrying out the simulation of depreciations ensures that the manager has the information he needs to take strategic investment decisions. Advanced concepts like the processing of autonomous taxation and the issuing of the respective table, the supporting of the legal justifications integrated with the depreciation processing criteria, the creation of insurance damage documents which enable the write-off of an asset associating the receipt of an insured amount, the management of low-value assets, depreciations with fixed values, inter alia, confirm the broad scope of this ERP area.



Human Resources

Management and enhancement of the human capital



The Human Resources module of the PRIMAVERA ERP is an important tool for managing and enhancing the human resources of organizations.

This module deals thoroughly with all kinds of remunerations and fees that a company has to put at the disposal of its dependent or independent employees. It is based on a set of functionalities including: wage processing, contractual management, training management, expenses processing, processing and issue of the social report, issuing of all compulsory official tables and also the provision of numerous management tables and statistics which allow detailed analyses to be carried out by employee and department, including many others.

Characterized by total calculation flexibility and configurability, wage processing allows the remunerations of any category of income to be processed. Self-evidently, all legal obligations and requirements are dealt with by this module, namely as regards Social Security, Inland Revenue, Insurers, Trade Unions etc. Processing flexibility allows direct interaction in the processing editor, thereby avoiding an excessive need for monthly alterations. Contractual management automates the whole contractual process in the organization, ensuring the correct calculation of compensation, fees etc. at the end of the contract, also managing the whole prior contract of employment expiry notification process. Other matters like the calculation of additional days of holidays and the automated calculation of backdated amounts in wage increases are totally managed by the application.



CRM/ERM

Knowing clients as a loyalty mechanism

All companies, regardless of their size, recognise the value that the client represents to their business. Even before there is any commercial relationship with a potential client, the identification and collection of information about the latter is increasingly vital. The growing focus on the client is a requirement of the competitive economy in which we live. As such, it has become ever more vital for organizations to have at their disposal tools which enable them to manage the information of their clients and of other entities with whom they deal, so as to effectively meet their needs. In actual fact, the management of client knowledge has become an ever more important priority for organizations and an effective loyalty mechanism. Improving the relationship with the client, getting to know him better, knowing when and how to invest in the relationship with him, knowing when and how to gain benefits from this relationship and manage to adapt the products and services to a given client, are vital aspects for the success of companies and reasons which have led to a growing reliance on these tools by the latter.

With CRM/ERM in PRIMAVERA technology, ERP provides a wholly inbuilt solution which allows effective management of all tasks involving relationships with clients, suppliers, State etc. CRM PRIMAVERA is present throughout the solution, making use of the information which is available at the various modules and allowing company operations to become more flexible (registration of activities, management of sales opportunities, collection, contacts, etc.).

All the contacts made by whatsoever means, all the proposals issued, all the commercial information (credit, turnover, amounts outstanding, inter alia), are examples of the information you can view in centralised fashion as regards v/ client maintenance. The classification of sales opportunities will enable you to know, for example, why sales are increasing in a given kind of products of a certain family. In this way you can replicate the strategy for other products. The dynamization and optimisation of Marketing drives, the increase in or retention of clients, the reduction in response times and the respective effectiveness/efficiency are objectives that can be achieved with PRIMAVERA CRM.

Business Intelligence

The best information to support decision-making



At present, ERP systems cannot be designed and implemented without a strong link to Business Intelligence (BI) systems since they enable organizations to get the most out of the use of the ERP.

In actual fact, the managers of organizations, at the most varied levels, increasingly need, in real time, not only information for day-to-day management, but also information for decision-making, in other words, information processed and aggregated in such a way as to produce the indicators which support decisions.

At our companies today we have a large quantity of data distributed amongst various ERP, CRM, Corporate Portal modules etc. But a "great amount of Data" is not necessarily "useful Information", a symptom we usually call the Analysis Gap. With the provision of PRIMAVERA BI in partnership with Hyperion, it was intended to solve this problem, transforming disperse data from transactional systems into Management Information with easy-to-read formats in order to sustain and make decision-making processes more flexible at the various hierarchical levels of the organization.

PRIMAVERA BI is aimed at all PRIMAVERA solution users who require business information in their day-to-day lives in order to make decisions with the speed and quality level that the competitive, global economy of today requires. The Marketing and Sales Managers need Sales and Budget Deviations by segment – product, family, area, client, vendor etc; the Human Resources managers need attendance indices, overtime, staffing costs, training hours, performance appraisals etc; the Financial managers need bank information, credit due, treasury forecasts; whilst the Administration needs a "Balanced Scorecard" with Management indicators which summarizes company performance and boosts the taking of corrective actions. And we can find dozens of other similar examples.

Enterprise Portals

Competitiveness through digitized and dematerialized processes



The constant development of information technologies, namely of the Internet, requires organizations to adopt new forms of operation and interaction with their surrounding communities, this being the sole means of ensuring positive evolution on a highly competitive market. The PRIMAVERA Enterprise Portals involve a Platform integrating all types of contents, including applicational components developed by third parties, which allow any company to manage its business processes using the Internet as a communication channel. This communication may be established internally within the organization or with the entities surrounding it, bringing together at one sole Platform a set of functionalities capable of lending a new dynamism to your business. The implementation of new processes supported by the Internet, which replace the traditional business models, shall be reflected

straight away in the optimization of human and material resources and in the quality of services provided to clients, suppliers and employees, as well as in the image of modernity transmitted to the exterior.

PRIMAVERA Enterprise Portals is a technological management Platform integrating contents with back-office information, to with ERP PRIMAVERA, enabling companies to extend their systems beyond the physical space in which they operate. Clients, Suppliers, Employees and the Inland Revenue will be some of the entities who will benefit from the entry of companies into the digital era. The internet will support, through the PRIMAVERA Enterprise Portals, the extension of your business beyond the physical limits of the organization in the certainty that the next years will be marked by the requirement of each

company to compete with new tools on a market which knows no boundaries.

This total freedom of access will also be within the reach of the communities to whom you wish to open your management system, be they your clients, suppliers, employees or even the State, providing them with the information relating to them through portals or specific communication processes. The confluence of all the communities surrounding the companies self-evidently results in an optimization of communication and in the circulation of information between the various entities.

