

We translate technological innovation
into direct benefits for companies



Daniel Toma / General Manager Senior Software

"We are one of the most dynamic local providers of integrated software solutions for business management. The professionalism and expertise of our team is reflected in the quality of services and contributes to the success of implementation projects. The solutions we offer form a safe platform to support key business decisions: analysis, decision, control and optimization."



AGENDA

- About us
- Solutions
- About SeniorERP
- Licensing
- SeniorERP modules
- Services
- Customers
- Contact



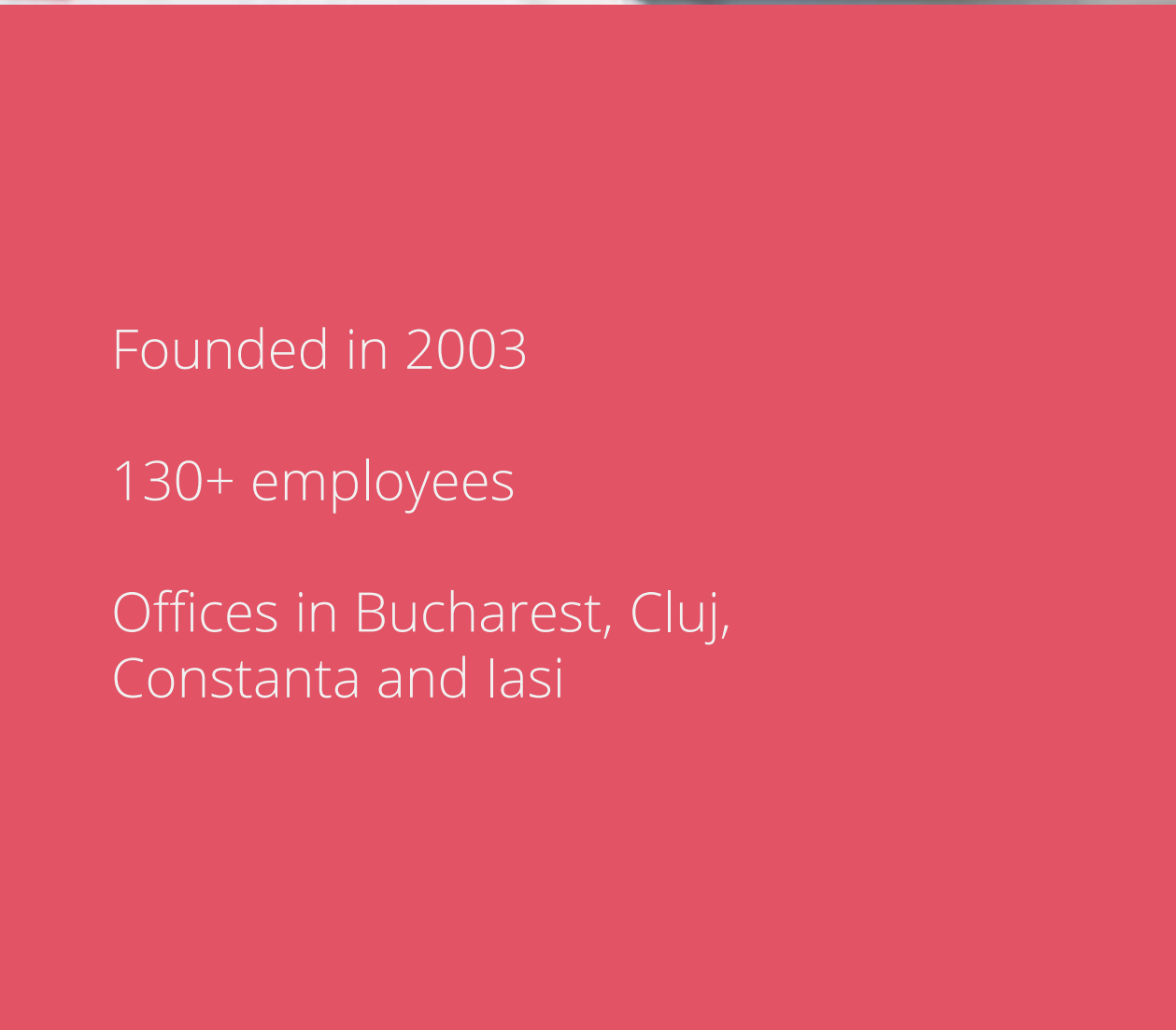
Over 300 implementation projects in:

- Romania
- Bulgaria
- Italy
- Hungary
- UK



Specialized software instruments for:

- Import and export
- Distribution
- Manufacturing
- Retail
- Services



Founded in 2003

130+ employees

Offices in Bucharest, Cluj,
Constanta and Iasi



Latest available technologies

Pioneers in the SaaS area

First Romanian ERP available in the
Cloud





Control all company activities and resources in a single solution: SeniorERP

Due to the advantages of the latest technology embedded in the system, SeniorERP provides integrated management for distribution, import, export, manufacturing, retail and services.

The experience of over **300 implementations** is integrated into SeniorERP as industry-specific best practices:

- Food and beverage
- Consumer goods
- Building materials
- Pharmaceuticals / Parapharmaceuticals / Cosmetics
- Auto parts
- Electronics / Household Appliances
- Machinery and equipment

First ERP in Romania:

- available as SaaS (Software as a Service)
- available on the Microsoft Azure cloud platform
- which incorporates the Tableau Software platform for data analysis

SeniorERP Express

- Free licensing
- Automated operational processes
- Detailed reports for core activities
- Maximum 5 users

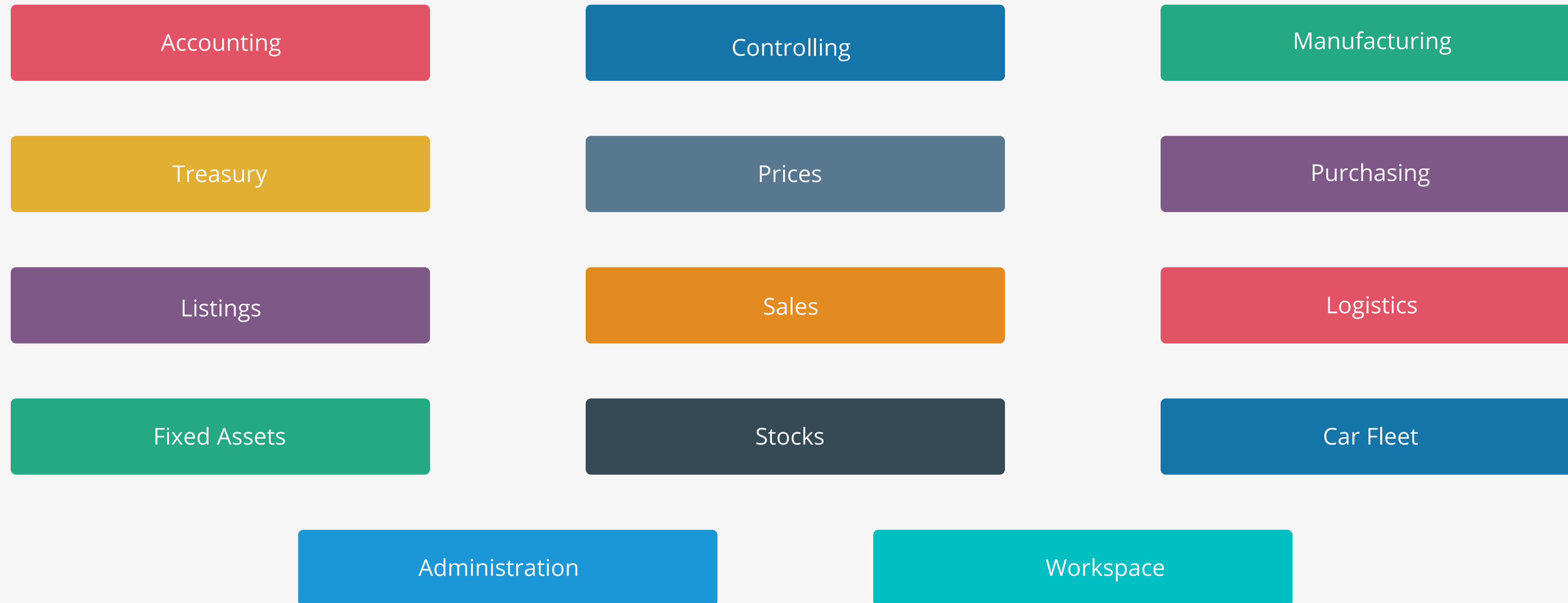
SeniorERP Online

- No additional costs for server infrastructure (software / hardware) or maintenance
- Monthly subscription
- No IT manager required
- Unlimited number of users

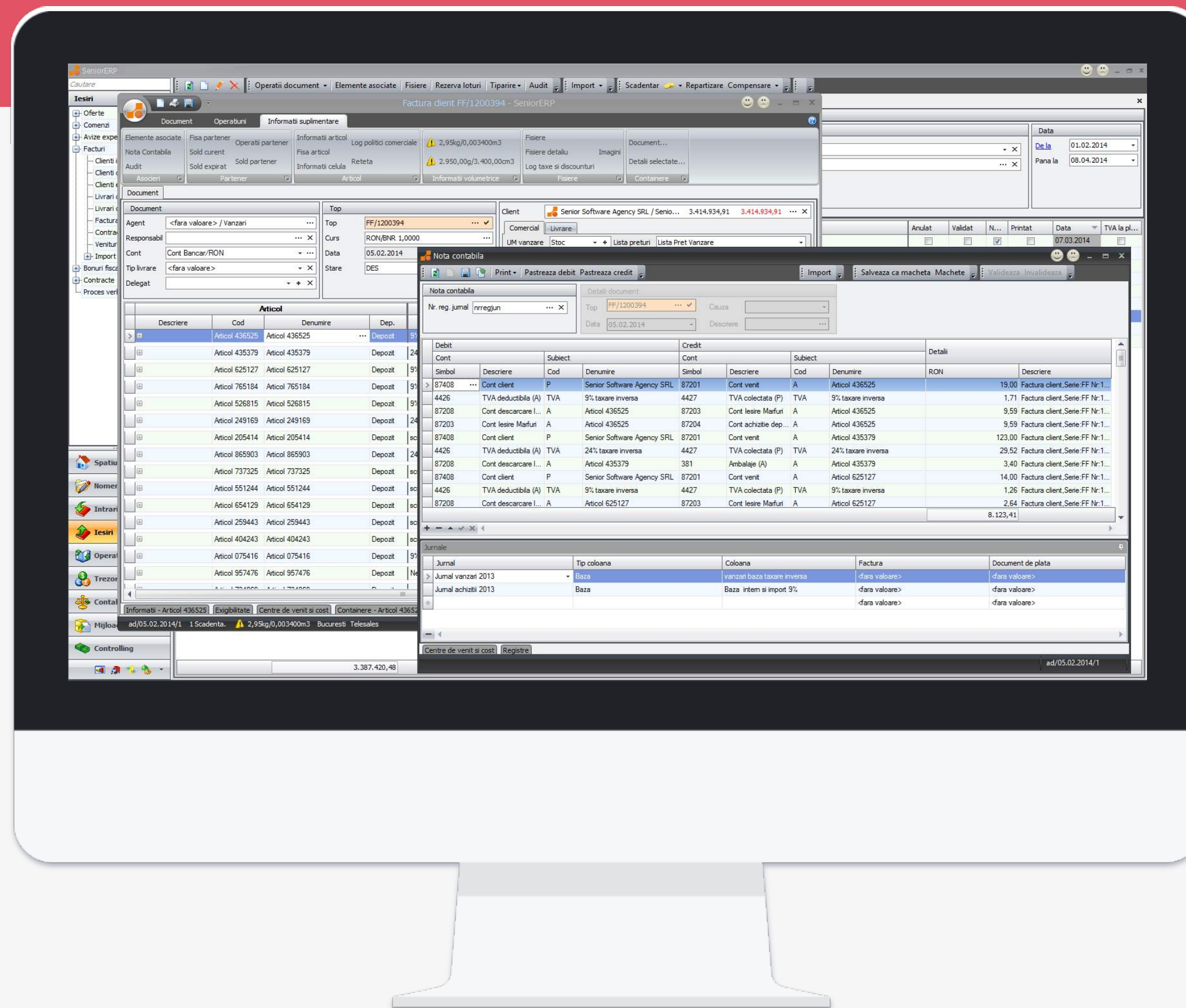
SeniorERP Enterprise

- The business workflows are tailored to the business specifics
- Project Licensing
- It can be extended with any of the available add-ons: BI, CPM, CRM, SFA, WMS, Inventory, TMS, E-commerce, Retail and others
- Unlimited number of users

SeniorERP includes several modules, specialized on departments and types of activities:



Accounting



The Accounting Module is designed for the automation of accounting operations, successfully covering both the needs of small and medium-sized businesses and the complex activities of larger companies (with many branches and outlets, different currencies etc.).

SeniorERP is updated in accordance with the Romanian legislation and is also aligned with international accounting standards. Any change is integrated as soon as possible, without interrupting the activity. The module allows registration of all primary documents and offers all relevant accounting financial statements, according to European standards.

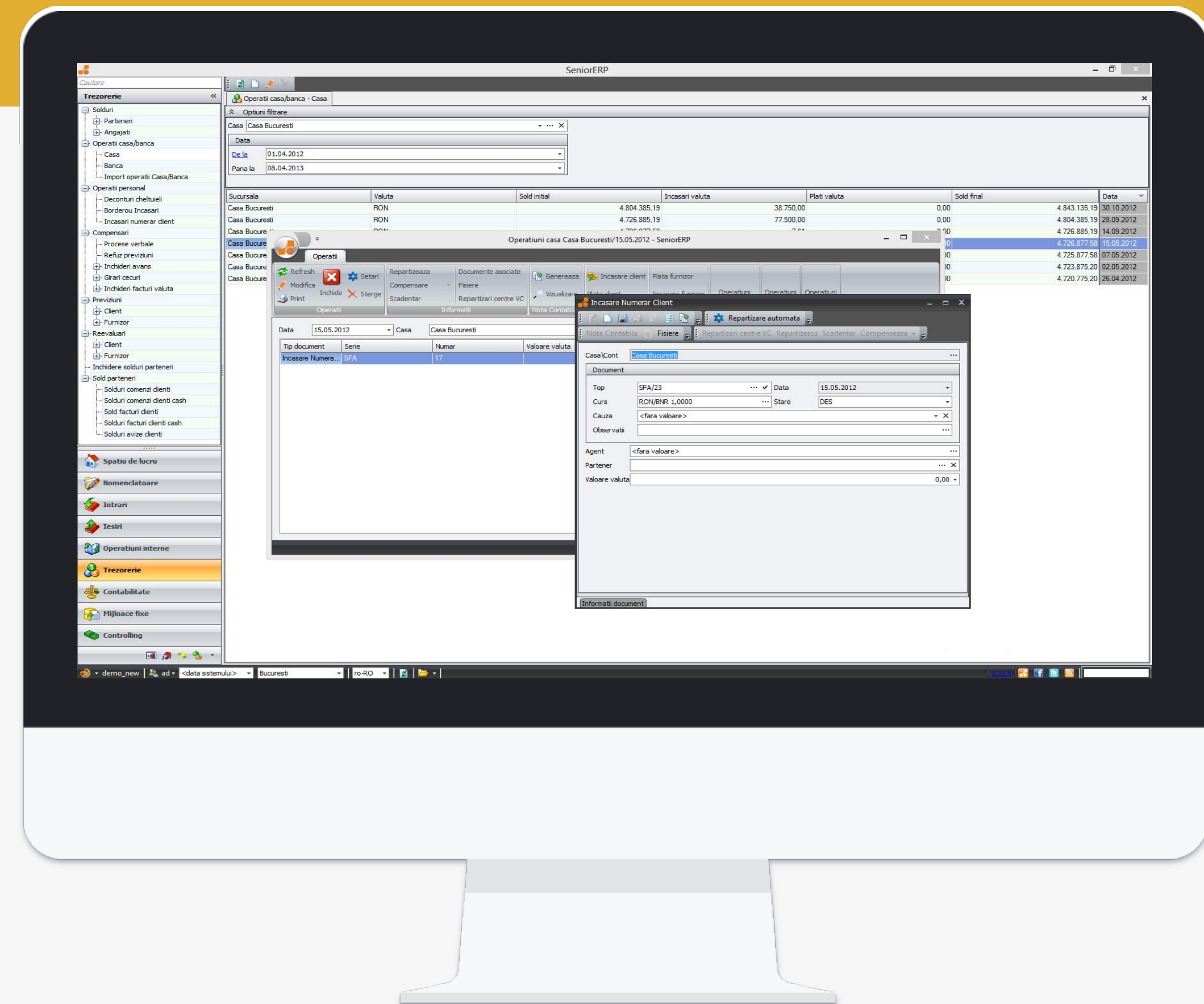
[Lear more!](#)

Treasury

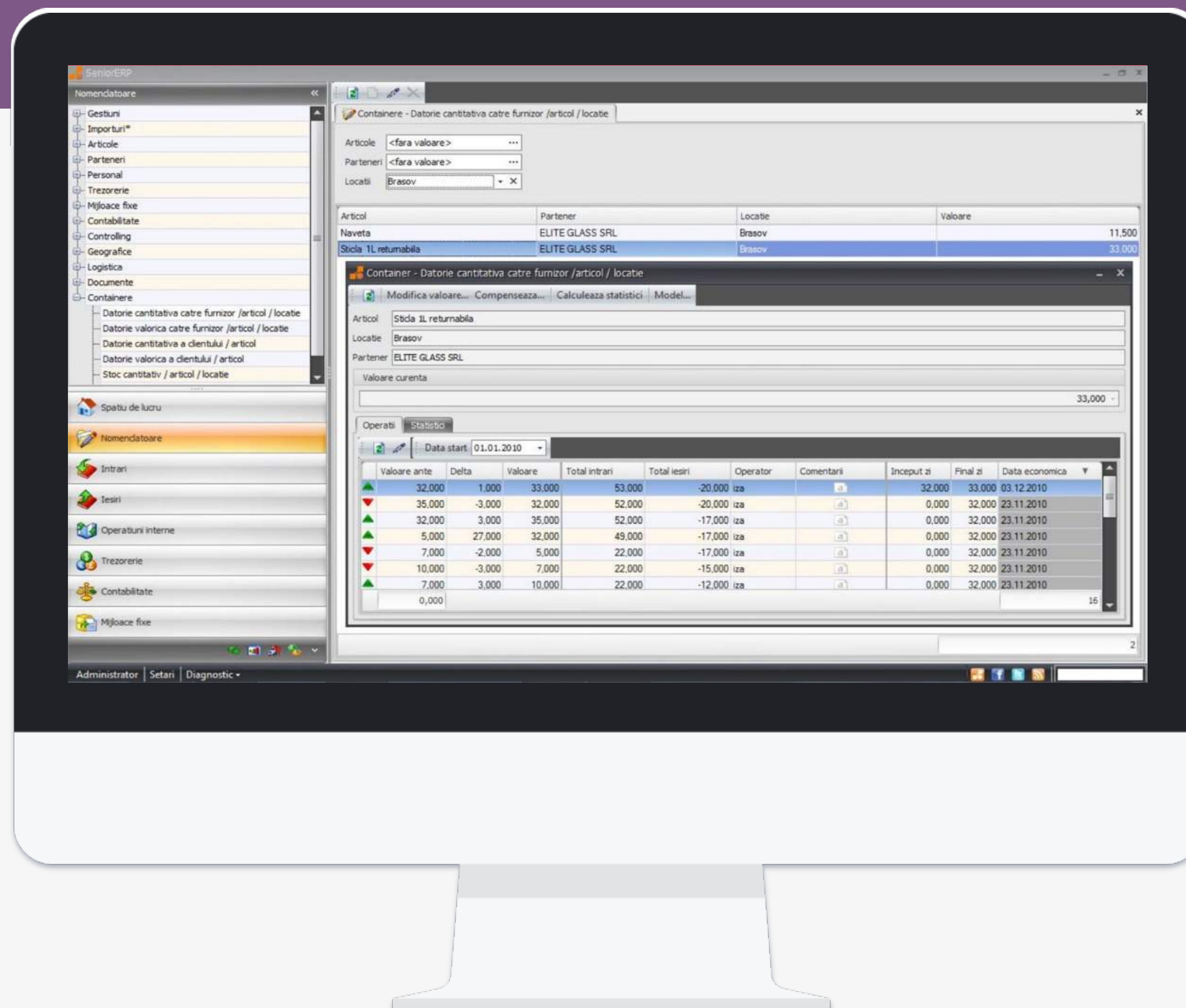
It integrates the company's financial flows tracking in detail every type of operation and allowing their logical structuring, according to their nature: cash register / bank, customers / suppliers, receipts / payments etc.

To ensure ease of operation and high-quality information, specific operation patterns have been implemented, to support decision-making processes, such as cash flow analysis.

[Learn more!](#)



Listings



It includes dedicated functionalities for locations, staff, partners, treasury, fixed assets, accounting, documents, geographic areas, fleet, controlling. This module allows you to define and configure company data, map workflows and associate different document types.

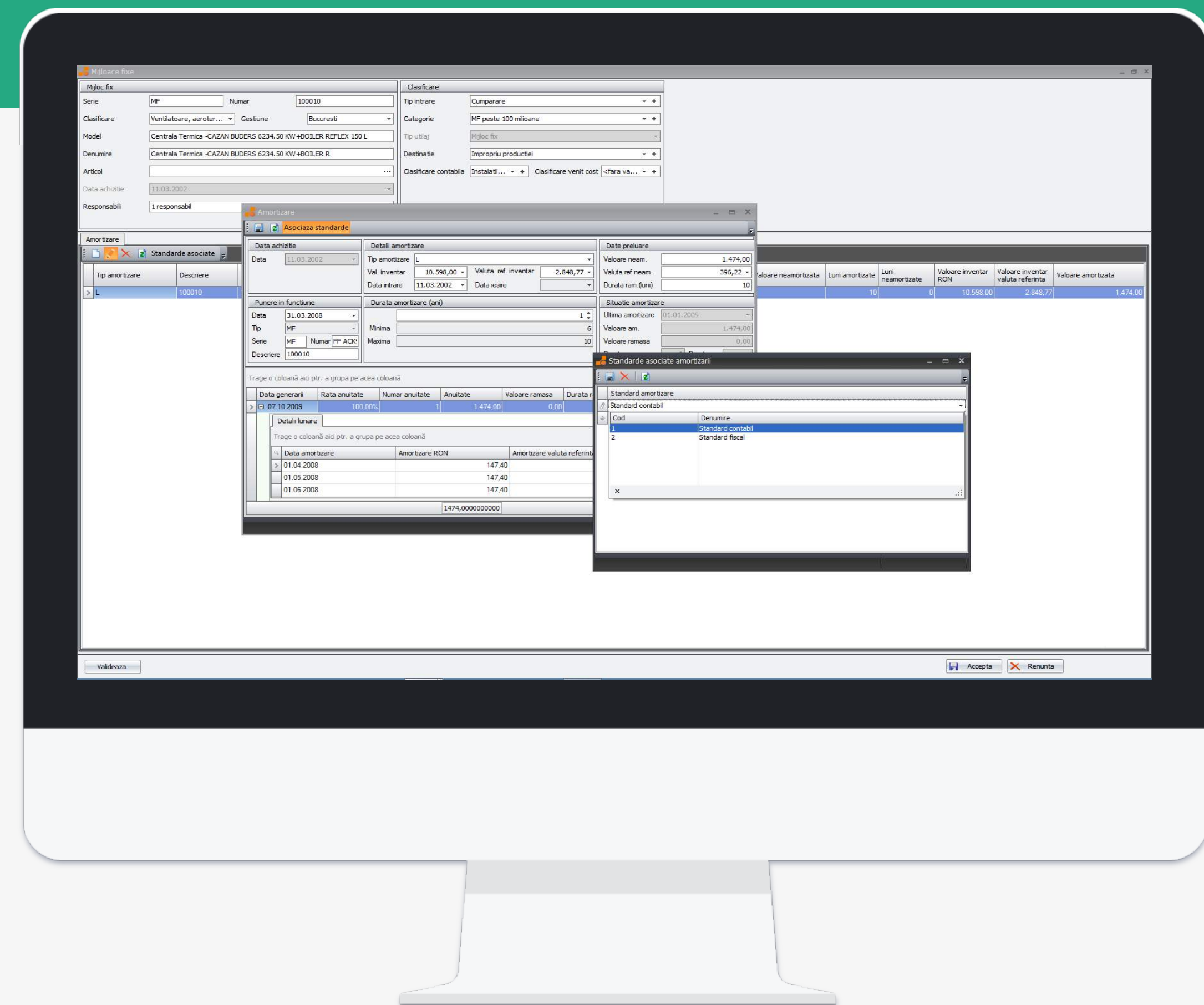
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Fixed Assets

This module allows detailed tracking of all operations applied to the fixed assets throughout their functioning, but also their location within the company and the responsible employees.

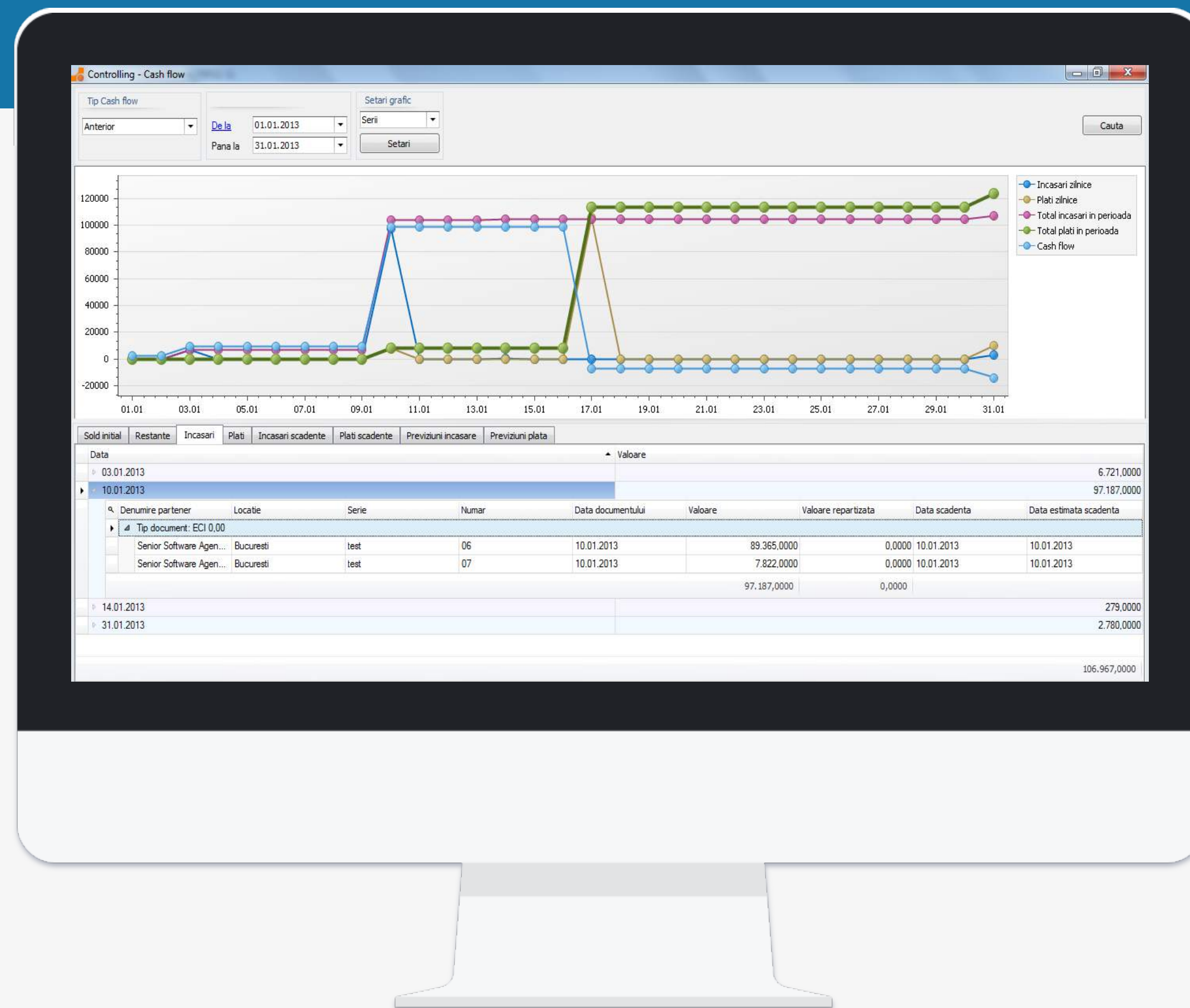
From the financial-accounting point of view, the Fixed Assets Module:

- implements a configurable number of financial depreciation standards
- automatically generates accounting notes
- assigns costs to cost centers according to pre-defined criteria.



Learn more!

Controlling



Enables the option to plan the company's financial parameters, and offers both proactive capabilities for early warning in case of negative overcoming and complex analysis tools to determine influence factors.

Considering the extremely high level of automation to generate accounting effects, we recommend companies that implement SeniorERP and have not used a similar tool in the past, to consider it a natural qualitative evolution of the financial department's activity, from manual data operating to analysis and control.

Learn more!

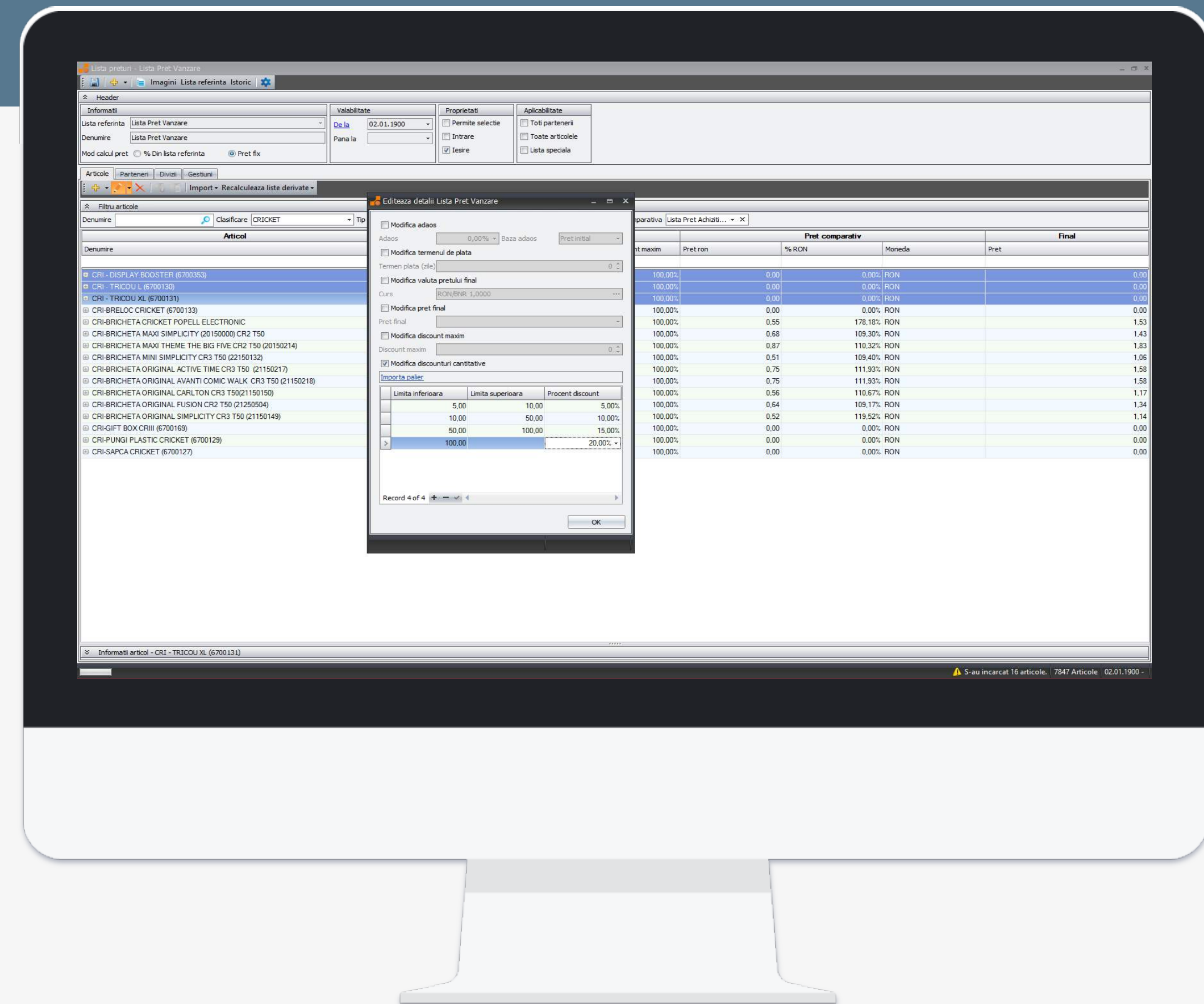
Prices

The supply and sales processes cannot be effective without tracking purchases or sales prices.

Whether they are:

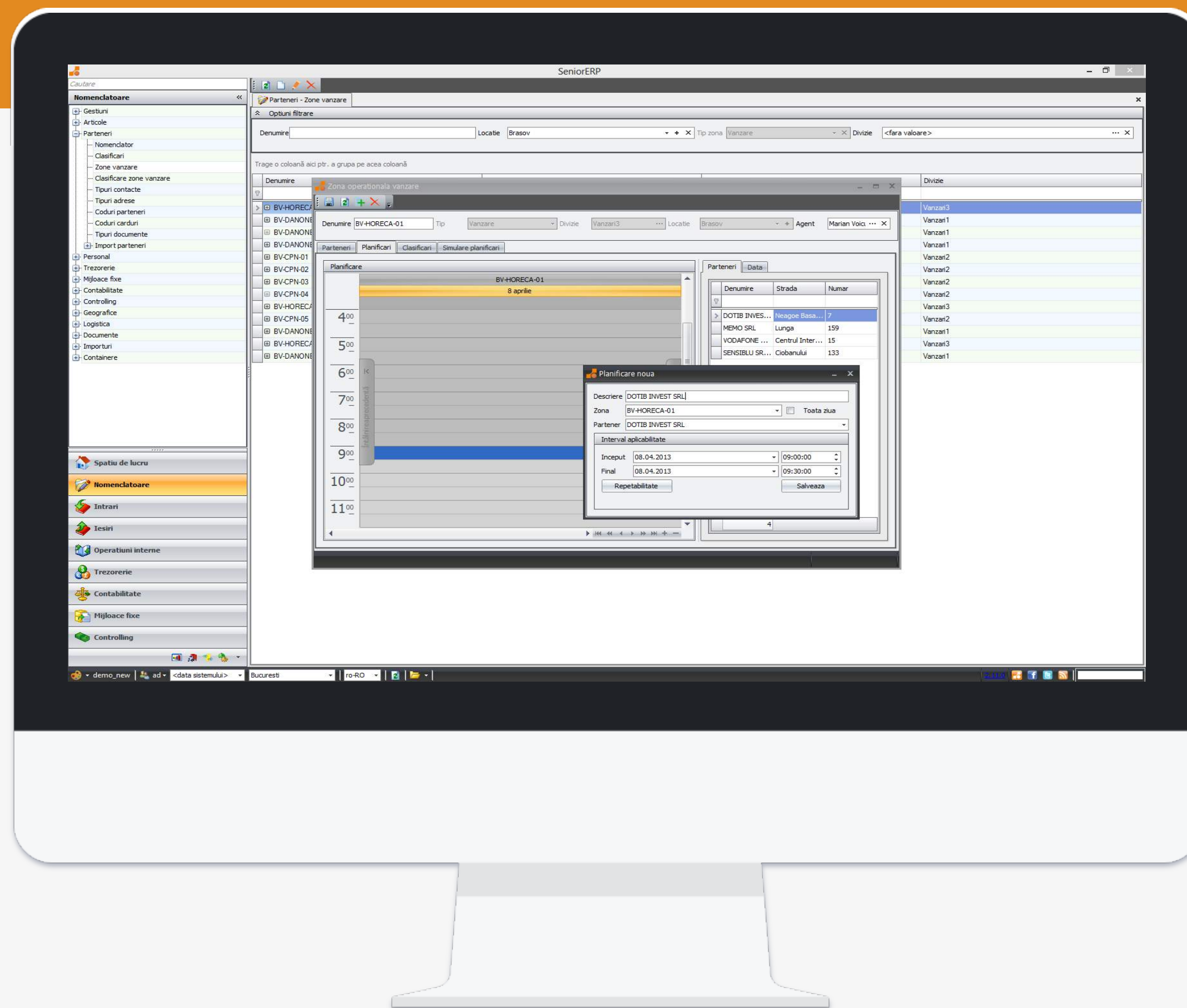
- in RON or in a foreign currency,
- expressed in fixed prices or in discount/add-on percentages,
- specific to a branch or division,
- permanent or promotional,
- net or gross,

the price management in our ERP system was designed to be intuitive and efficient even for many thousands of items, related to many thousands of partners.



Learn more!

Sales



The Sales Module in the ERP system allows a company to (re) organize and track the sales process in an efficient way, due to the multiple options of setting up and tracking sales channels, as well as the functionalities for processing specific documents like orders, invoices etc.

Managing multiple sales agents, sales divisions, distributors, key accounts, retail stores and the connection with the on-line portal are just some of the facilities it offers.

[Learn more!](#)

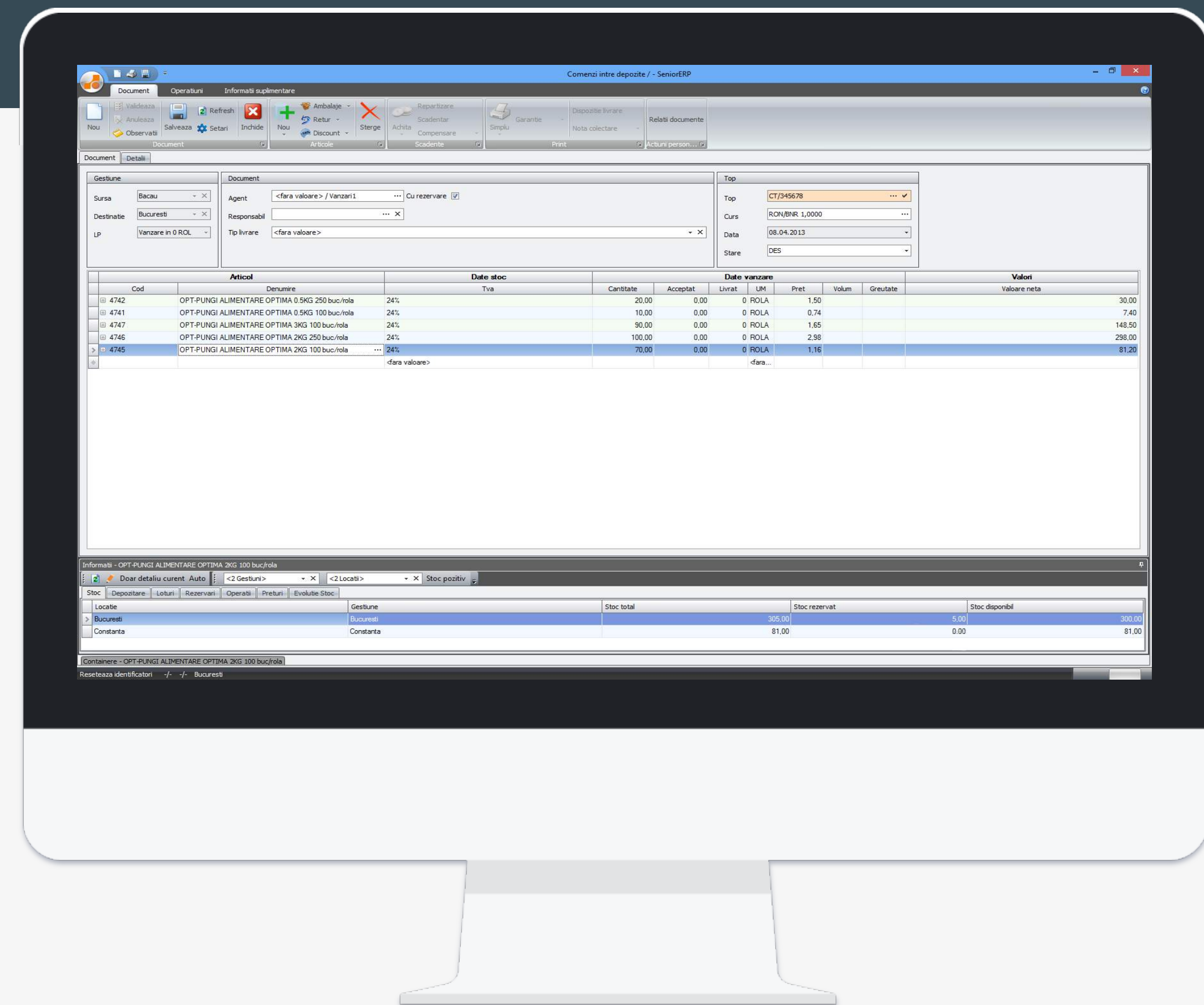
Do you want to coordinate
all your company's activities
and operations with a
single solution?



Ask for personalized demonstration!

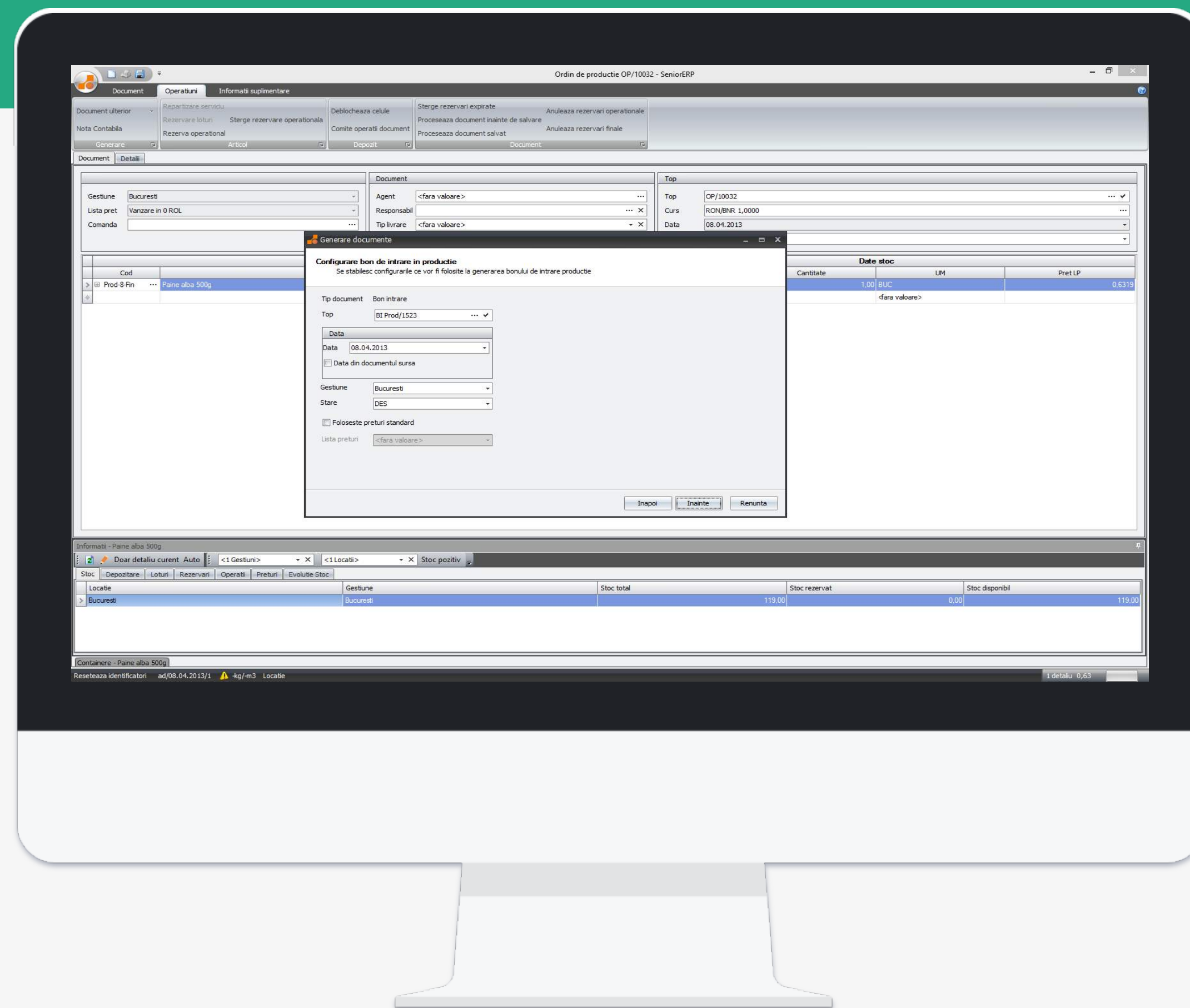
Stocks

Tracking **terms and warranties**, assigning different product characteristics, real-time management of stocks in geographically distributed warehouses, knowing the cost of the merchandise at all times according to the selected discharge method, **batch tracing**, proper management of refundable packaging or activities associated with a product – these are common problems that the Stocks Module was designed to respond to.



[Learn more!](#)

Manufacturing



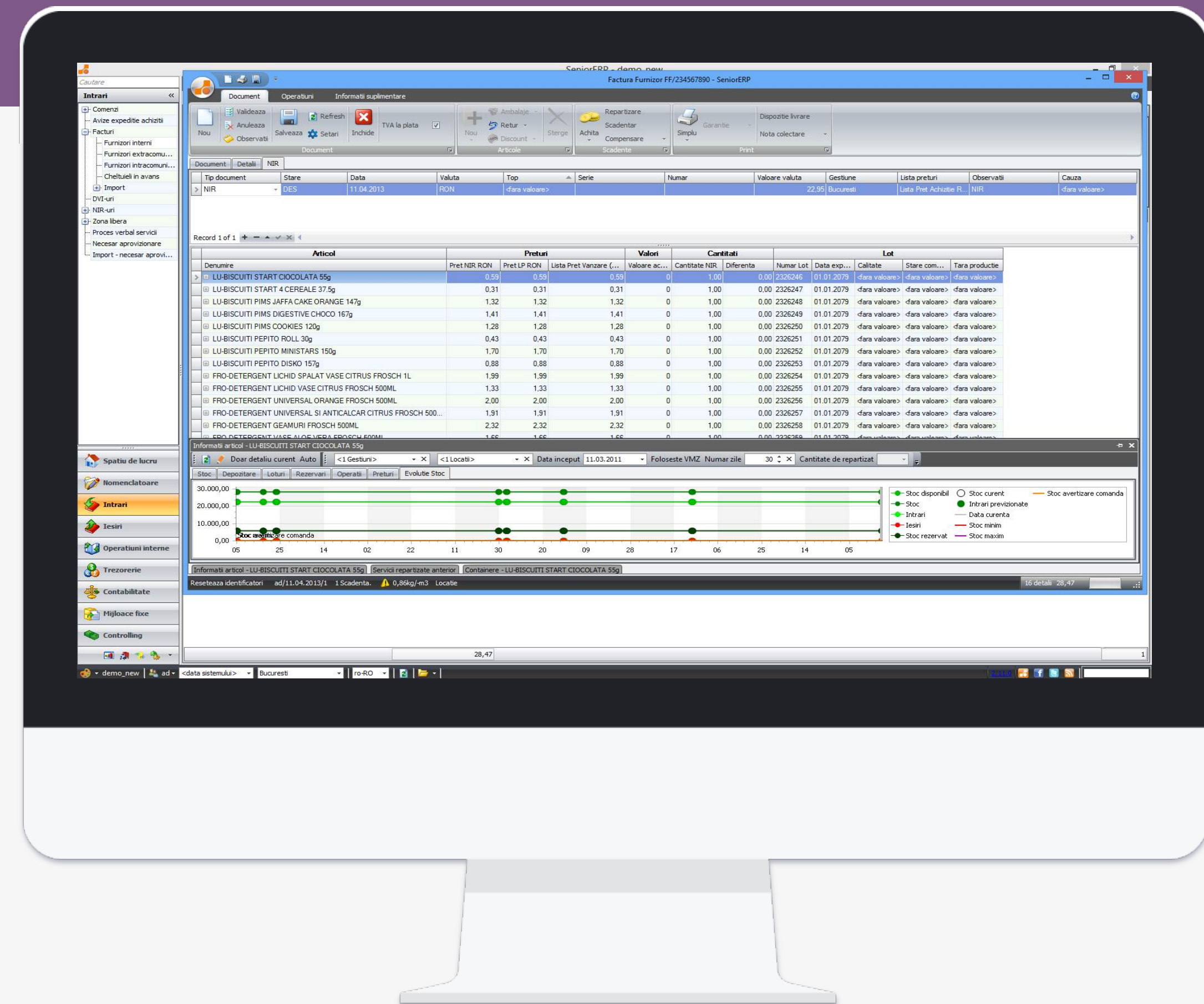
In this module, responsible employees have at their disposal **a range of instruments** to help them manage the production activity: bill of materials, entry or consumption notes, automatic document generation wizard, stock reports depending on the recipe related to the products etc.

Each recipe can have one or more versions to avoid unnecessary overload of product lists in case of small series or unique manufacturing.

[Learn more!](#)

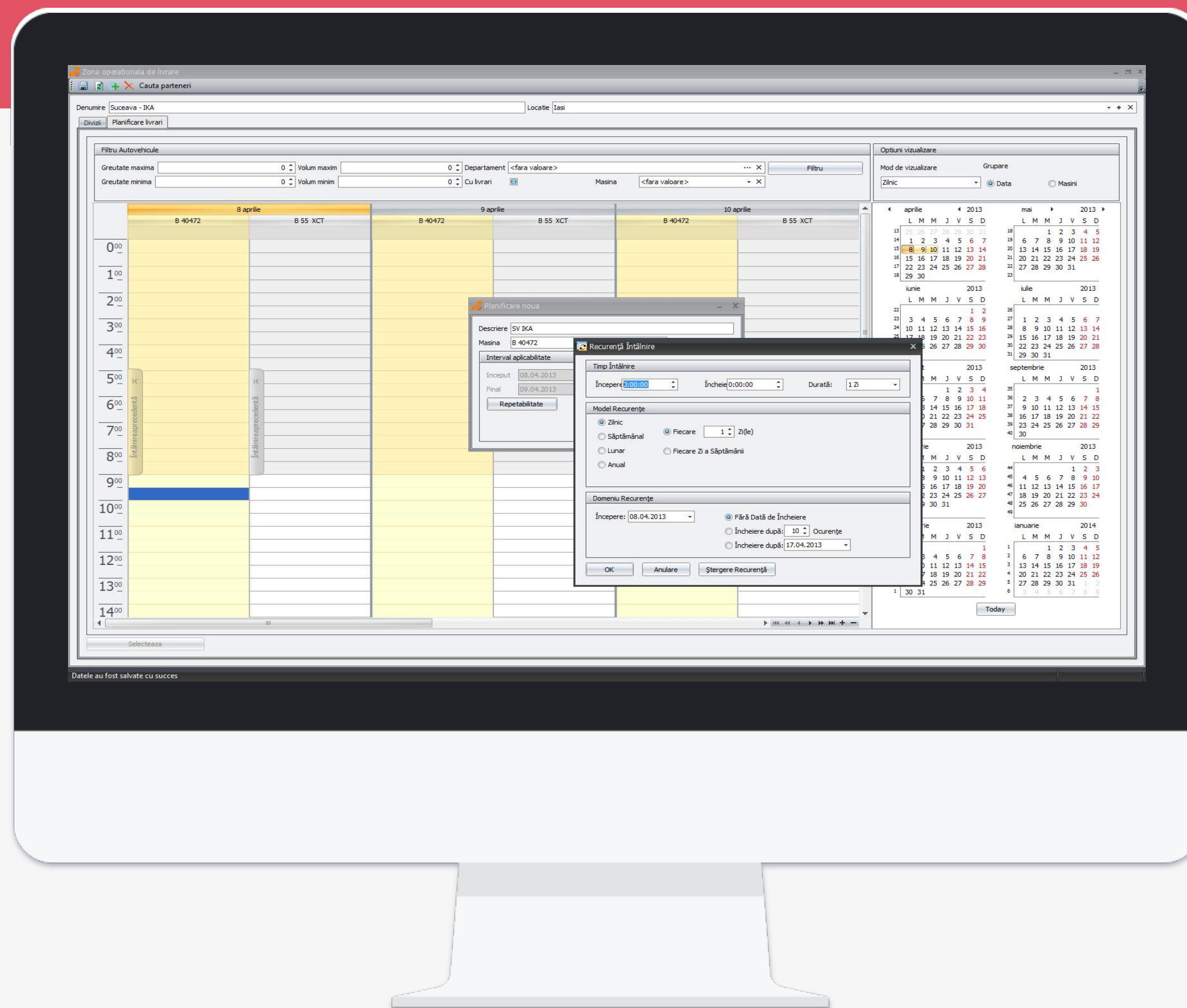
Purchasing

Depending on customers' characteristics, the Purchasing Module of the ERP system tracks the entire supply process, starting with needs estimates, through specific stages of a supply order, tax documents arrival, goods reception management, and finalizing with links to the accounting, sales, inventory and other modules.



[Learn more!](#)

Logistics



The role of Logistics is to streamline the processes of purchasing, storage and redistribution of goods within a company, or the **delivery** of goods to customers.

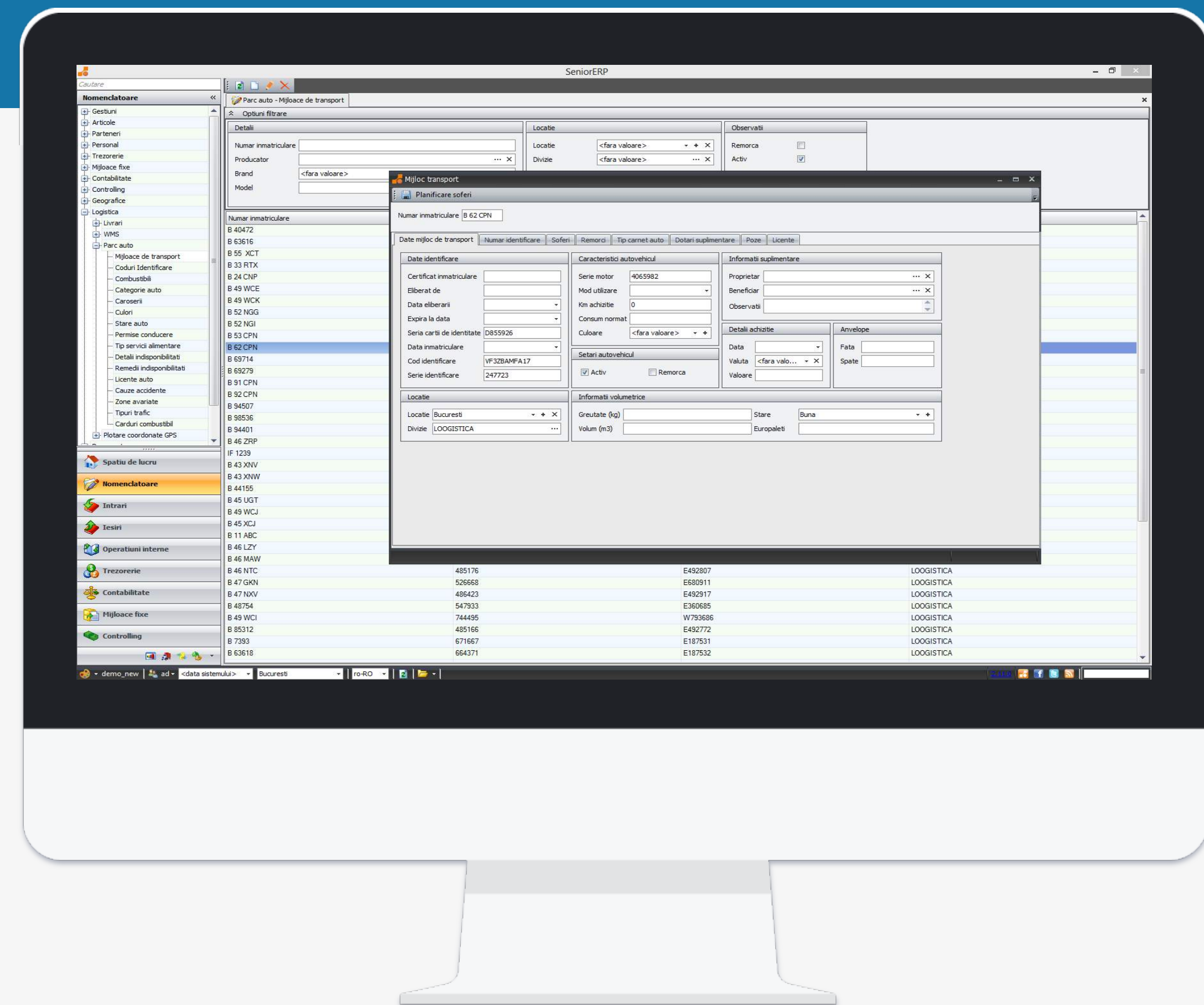
The SeniorERP Logistics Module plans the existing infrastructure resources to achieve their optimal use

Learn more!

Car Fleet

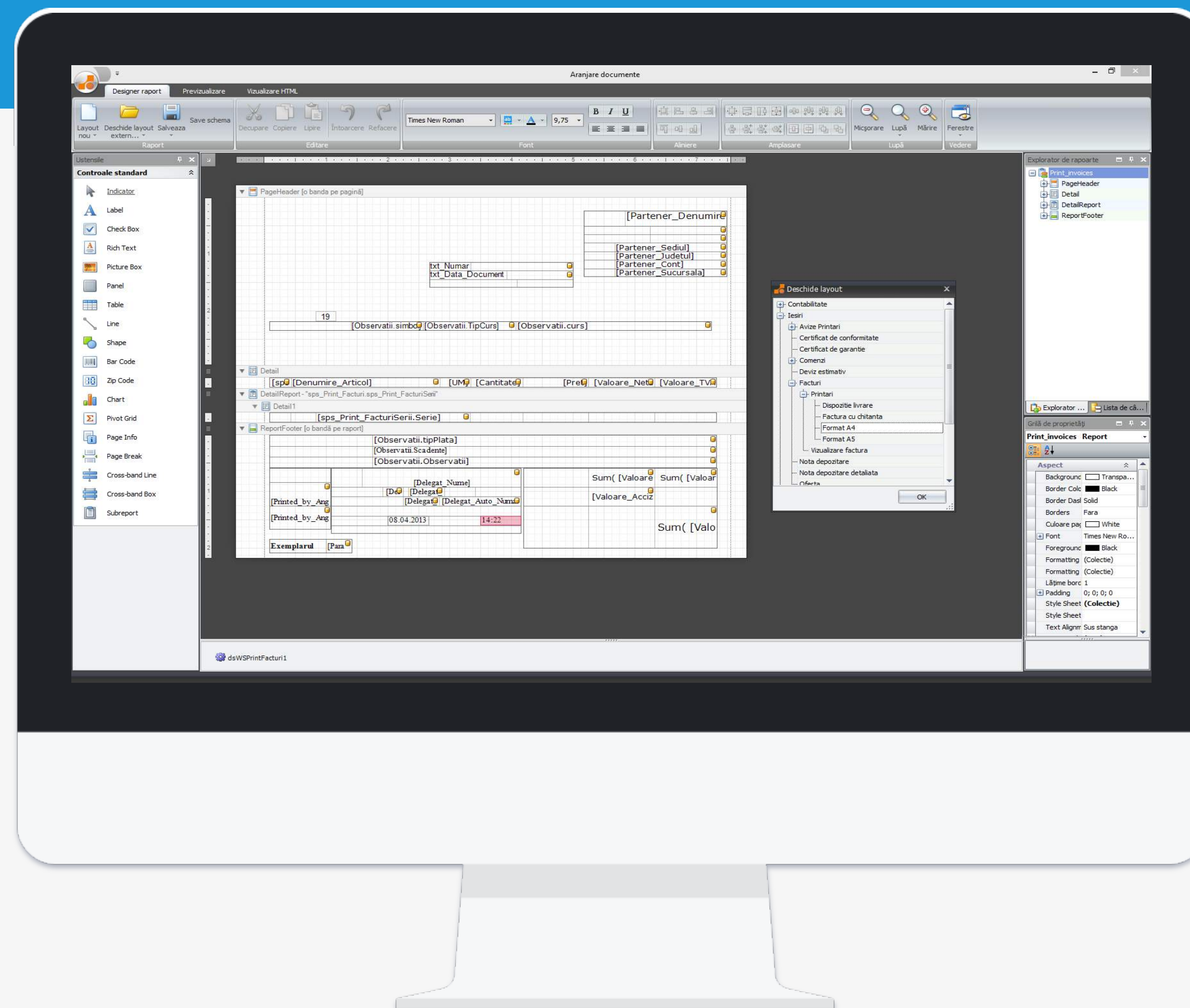
Companies with their own car fleet need an efficient and flexible tool to manage it.

The Car Fleet Module is an indispensable product for the fleet manager to **increase the profitability, availability and efficiency of vehicle usage** in a company, providing a permanent track record of each car's activity: route, consumption, accidents, fines.



Learn more!

Administration



It provides users with the ability to define different access levels to information within the application, by defining specific groups, such as departments.

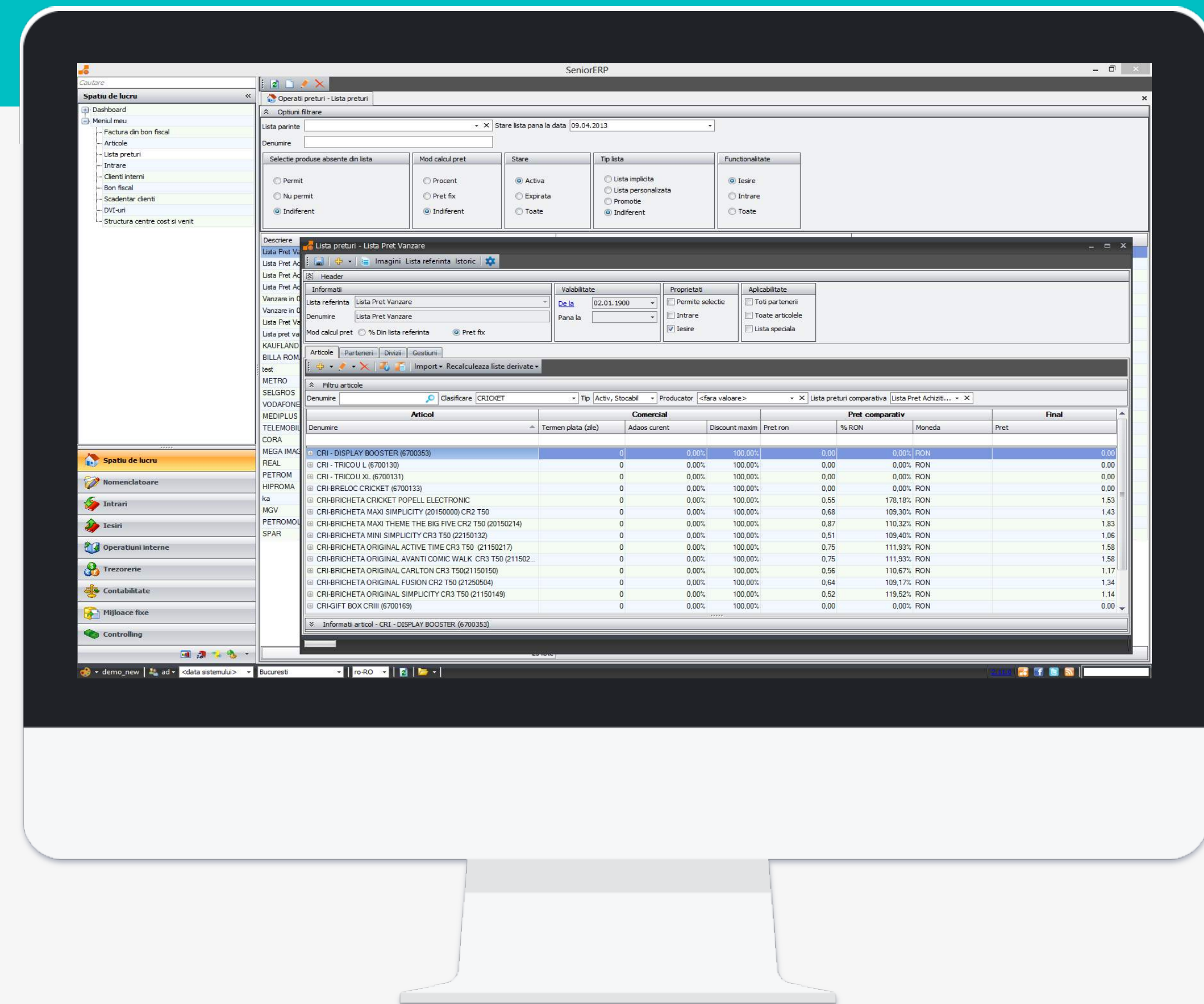
The module also allows you to customize printed templates or set backup actions. This component provides facilities for intervention in the general setup, the general parameters grouped on various functionalities, even after the implementation.

[Learn more!](#)

Workspace

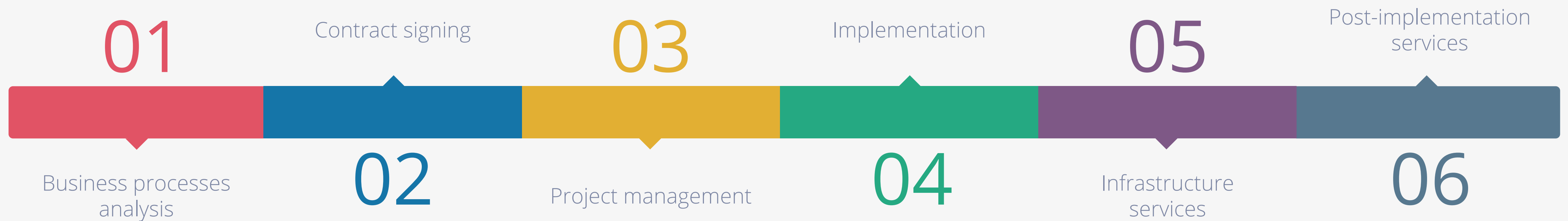
This module is designed to process two types of activities: running current data and issuing summary reports.

The main goals of the Workspace Module are increasing the efficiency and reducing the access time to relevant information for the user, while making it available in a single place.



Learn more!

Implementation steps



For technical questions or in case of abnormal functioning of the solution, Senior Software provides post implementation support services via a ticketing system, according to a Service Level Agreement.

Support is provided for various types of problems:	The advantages:
Optimizing the use of the system	Predictable and scalable support costs
Post-implementation questions	Increased staff confidence in using the application
Solving bugs	Consultancy from specialists with advanced technical and business knowledge
Help with reporting	Increased system reliability

“The increase of the company's activity required improving the existing work processes, sometimes even creating new processes tailored to market requirements. In order to achieve this we needed efficient and flexible software.

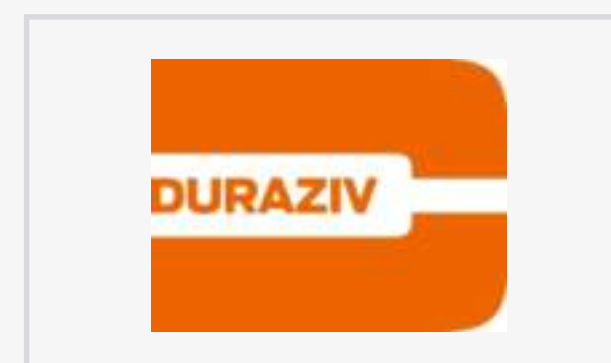
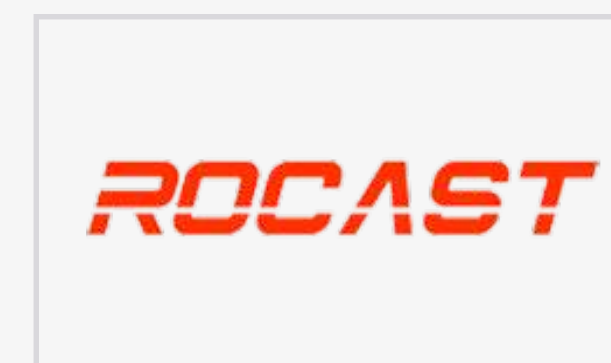
Senior Software was the provider who understood our needs very well and provided us the best solution considering the price and quality. The systems are developed on the latest technology, offering several possibilities for customization and development.

Some of the benefits we gained from the implementation are: simplified operation, reduced human errors, traceability, data security, an efficient reporting system.”



Mr. Mihai Mureșan

IT Manager Herlitz Romania - one of the main players on the local market for office supplies and stationery.





"Some of the determining factors in choosing the Senior Software solutions are the high level of customization and configuration, as well as quick access to any desired information.

SeniorERP and SeniorVisualBI demonstrate increased flexibility through their configuration, intuitive visual instruments and ease of use by everyone in the company without special training. The systems offer critical needed information at the right time, as well flexible, detailed analysis and resource planning. All these benefits led to easy acceptance of the software applications by all members in the organization."



Mr. Irinel Gheorghe

General Manager Sipex Company – company that develops and distributes products and complete solutions for construction finishing.

“When the product portfolio has over 70,000 different items, any activity becomes a real challenge.

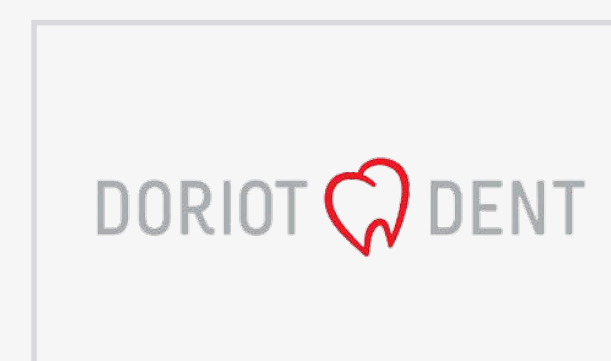
SeniorERP has offered us a very suitable support, because it is a flexible tool, safe in operation and with a simple and intuitive interface. Moreover, the support team is constantly helping us to adjust the system according to changes in the operational area.

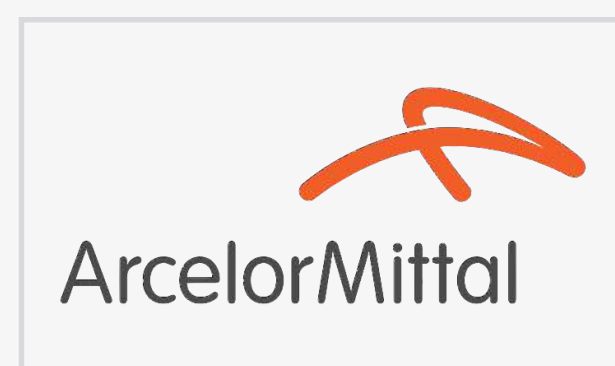
The constant evolution of our needs has been fully supported by the flexibility and efficiency of Senior Software’s team. The influence of SeniorERP on increasing our company's performance is indisputable.



Mr. Silviu Toma

General Manager Phoenix Contact Romania – the local branch of the world leader in broadband technologies





“We chose the integrated solution from Senior Software and I confess that I am very pleased with our choice. Their team is made up of people with extensive IT, accounting and management knowledge; their training and implementation methods are well established so that all employees are comfortable with the notions needed to operate the system.

We also greatly appreciated Senior Software’s flexibility, calmness and ability to meet our specific needs. I am very pleased that all my employees are happy with this new system which brings modernity and progress to Caranda Baterii.”



Mr. Aristide Caranda

General Manager Caranda Baterii, the second largest producer and distributor of batteries in Romania

Thank you for your time!

If you have any questions or you want additional information, you can contact us at:

 +40 21 310 74 81

 sales@seniorsoftware.ro

 www.seniorsoftware.ro

