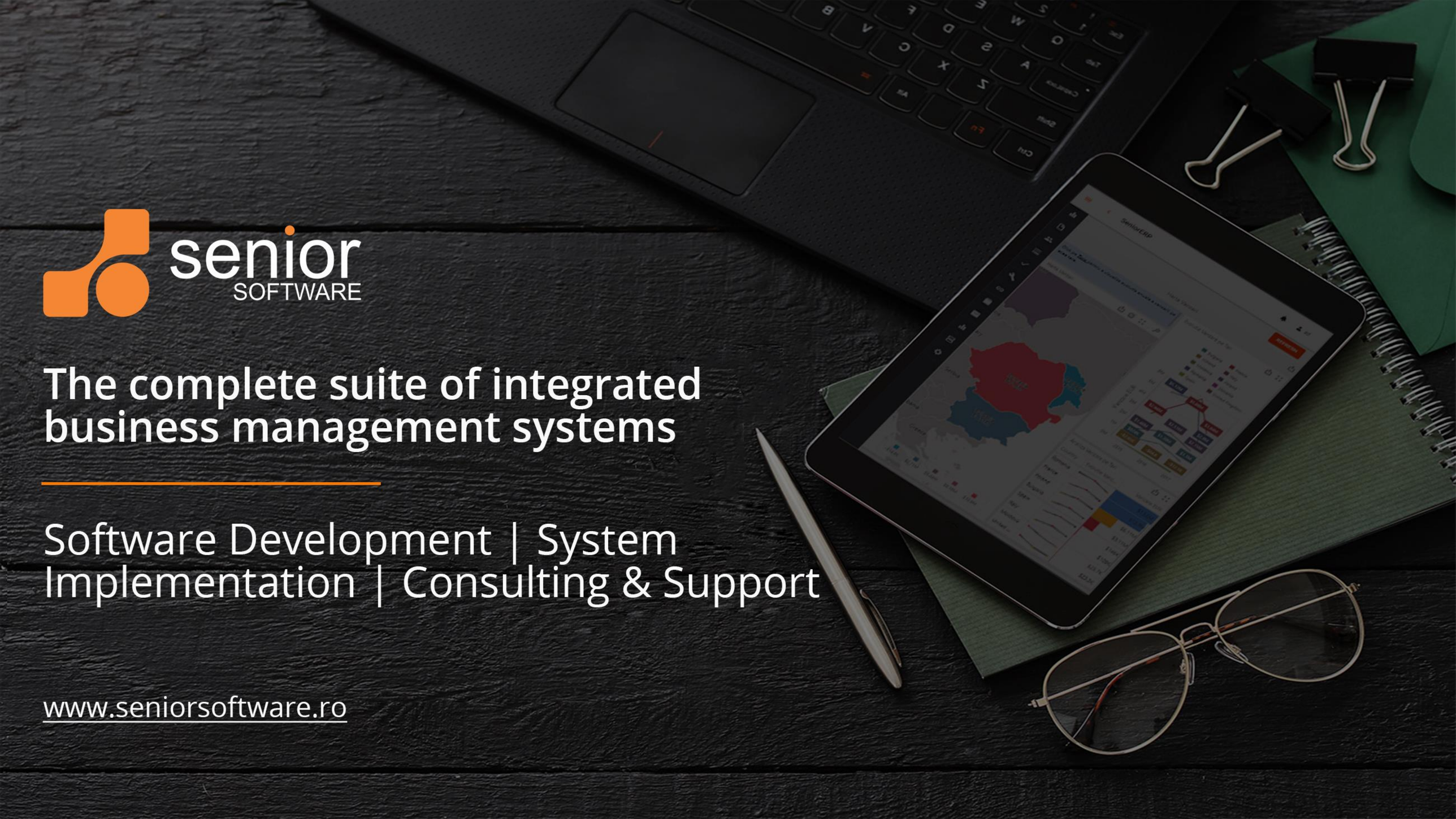


The complete suite of integrated business management systems

Software Development | System Implementation | Consulting & Support

www.seniorsoftware.ro

ABOUT US

Over 450 implementations in:

- Romania
- Bulgaria
- Italy
- Hungary
- Great Britain

Software tools specialized for:

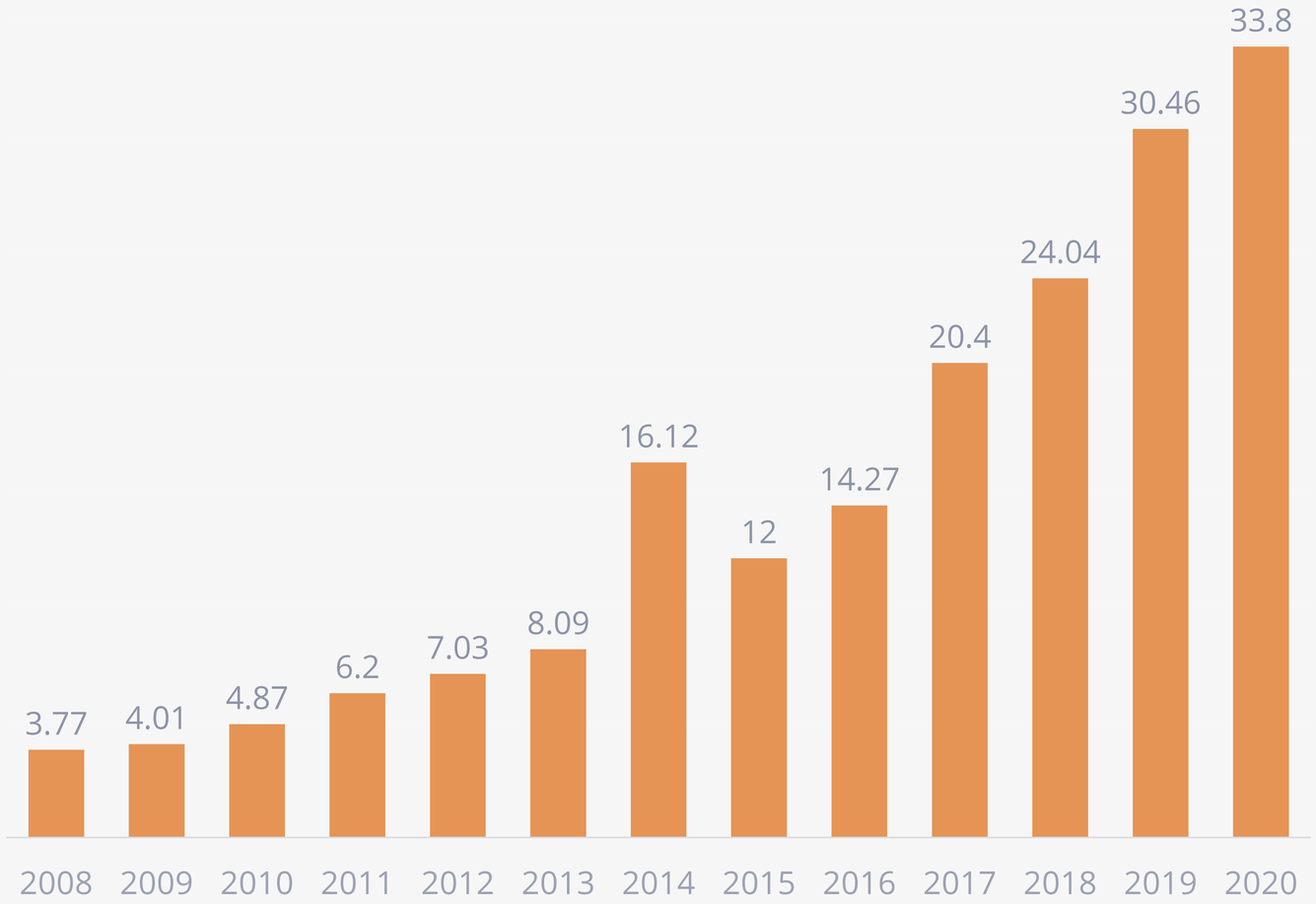
- Import & export
- Distribution
- Manufacturing
- Retail
- Services

Founded in 2003

- Offices in Bucharest, Cluj, Constanța and Iași

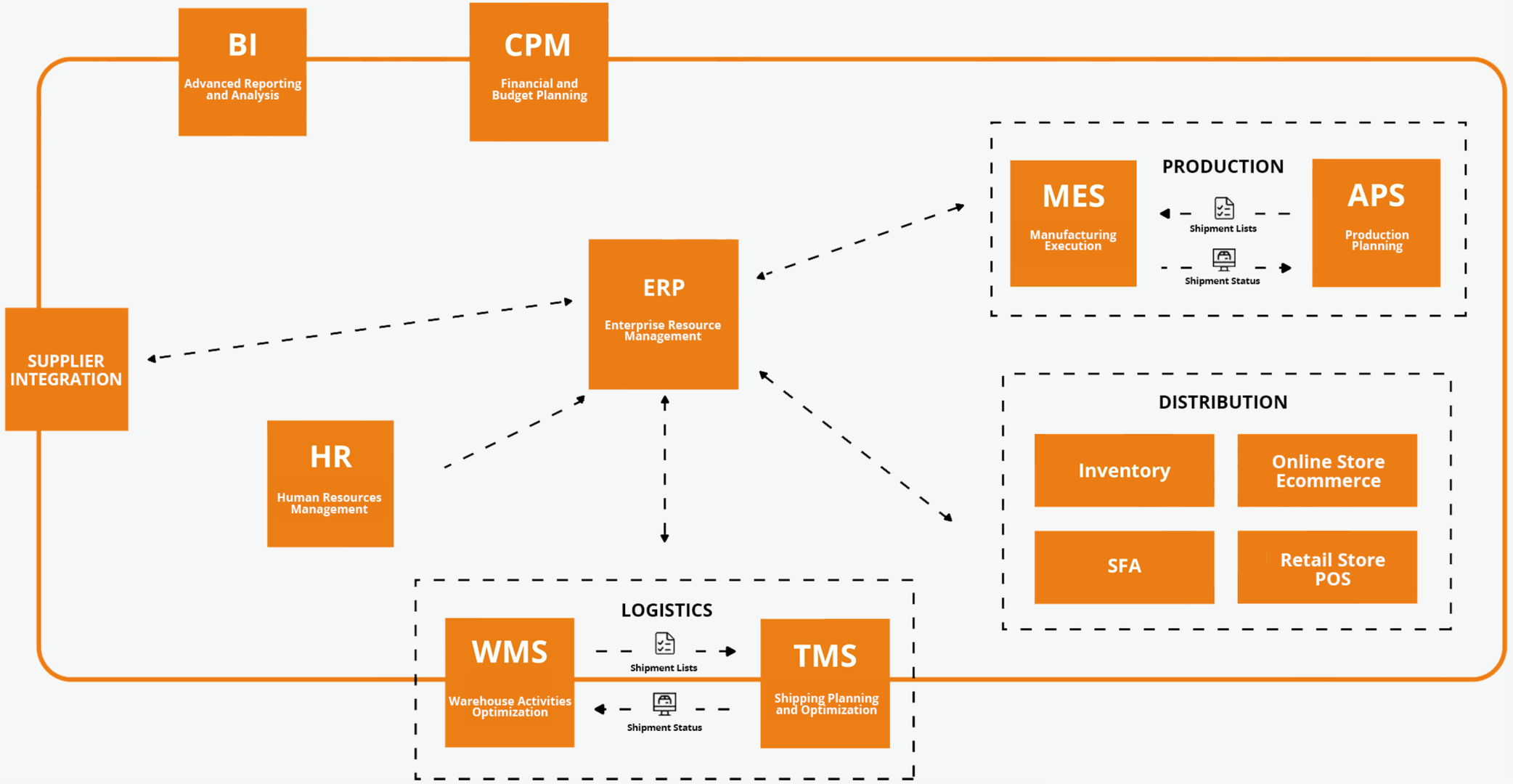
The newest available technology

- Pioneers in the SAAS area
- The first Romanian ERP available on Microsoft Azure (Cloud)



33.8 million lei turnover in 2020

SENIOR SOFTWARE'S SOLUTION PORTFOLIO



SeniorERP – THE CORE SYSTEM OF YOUR BUSINESS

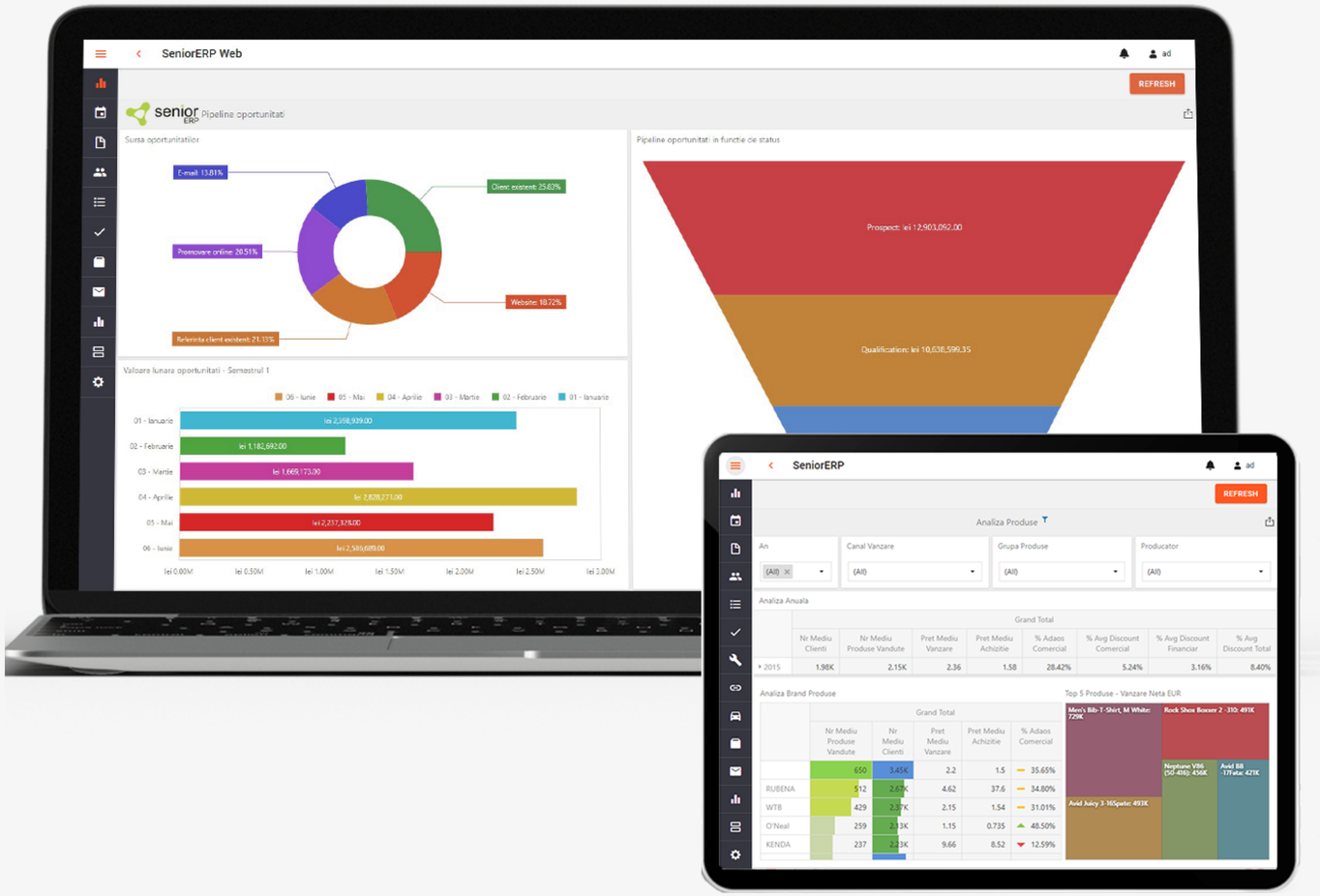
100% Romanian ERP system, perfectly adapted to the financial-accounting legislation in Romania

The companies that chose SeniorERP gained up to:

- 95% fewer processing errors
- 80% increase in employee productivity
- 30% decrease in uncollected debts

Benefits:

- Increasing employee productivity
- Facilitating communication between departments
- Reduction of working hours
- Increasing data accuracy
- Reducing the risk of human error
- Increasing customer satisfaction
- Reduced delivery time
- Increasing operation transparency



office@seniorsoftware.ro
+40 21 310 74 81

SeniorERP: ADVANTAGES OF THE SYSTEM

- **Multi-entity**

Manages multiple companies, subsidiaries or sales divisions

- **Complete traceability**

From first contact with the customer to after-sales services

- **Online mode**

Data is available at any time

- **Automation**

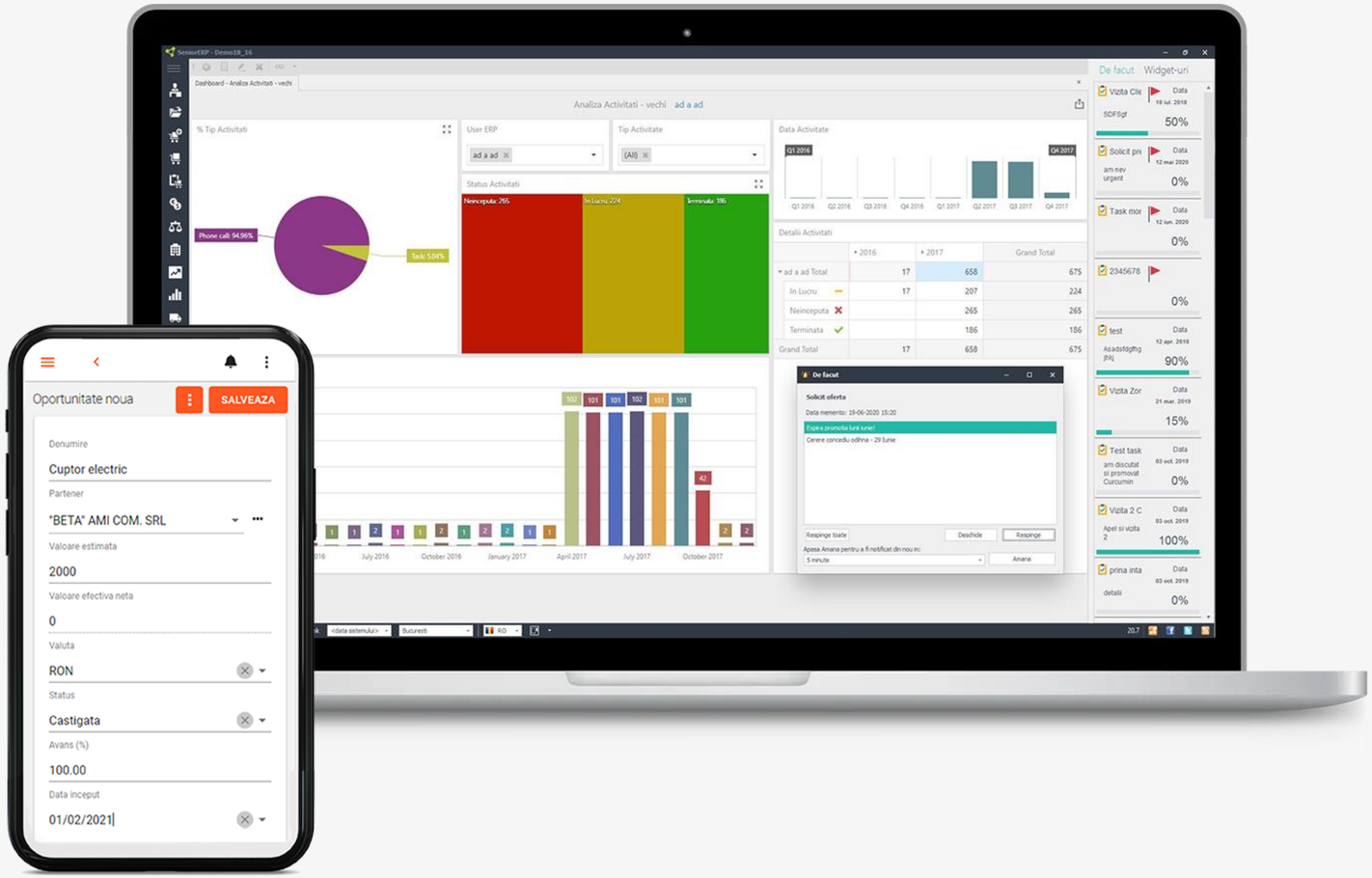
For most operational processes

- **Mobility**

Thanks to the mobile application with CRM, SFA and WMS features

- **Multi-language**

Romanian, English and Hungarian



SeniorERP: PERFECTLY INTEGRATED FUCNTIONAL AREAS

Marketing & Sales
Efficiently manage customer relationship, from first contact to after-sales services.

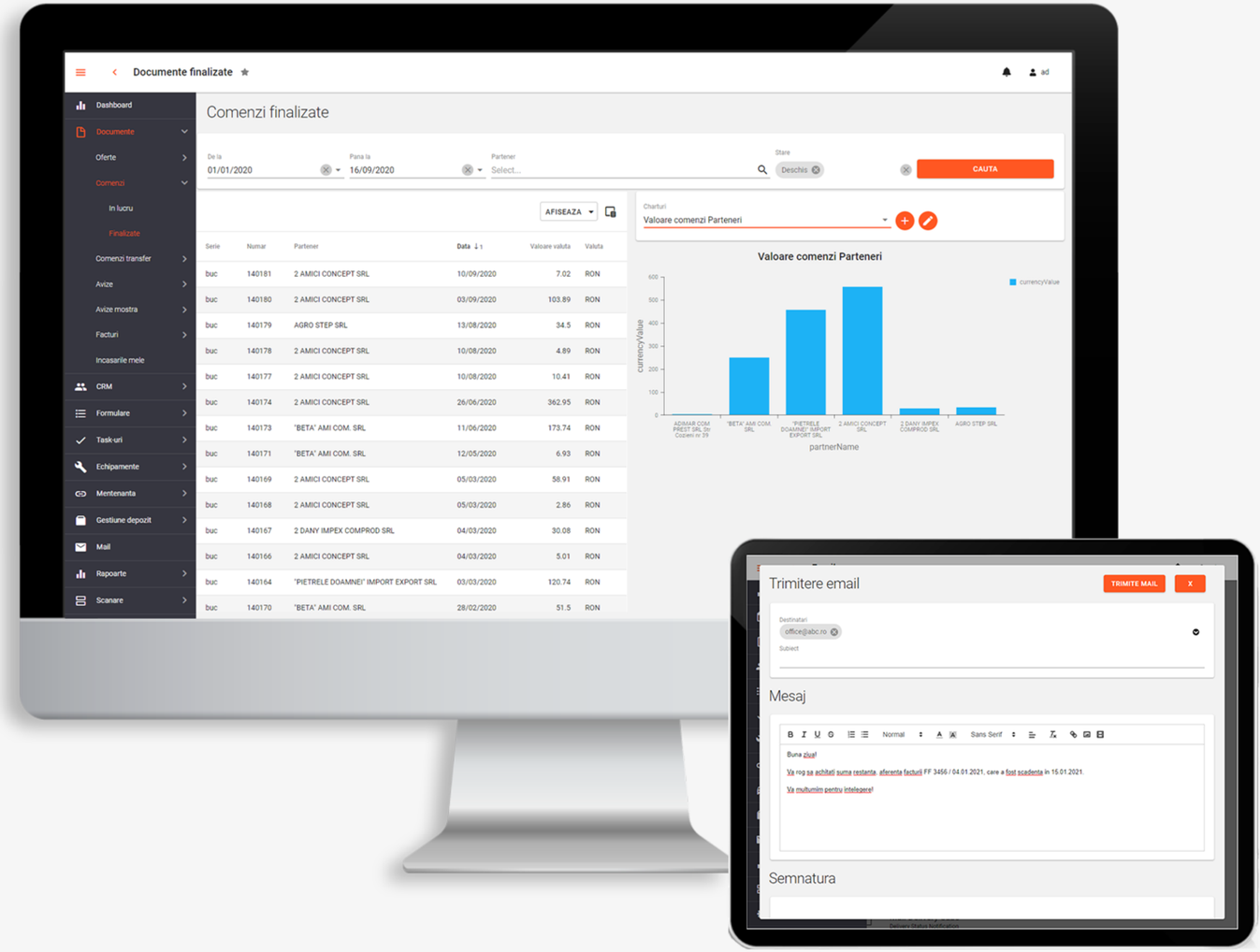
Supply & Production
Synchronize supply with demand and efficiently manage the production process.

Inventory & Logistics
Track stocks, plan the staff, the cars and the orders to deliver the goods as soon as possible.

Finance & Accounting
Manage payments & receipts, automatically generate the financial-accounting reports required by law.

Organization & Administration
Organize and track daily activities, calibrate the system to work according to your needs.

Reporting & Analysis
Make the right decisions for your business based on accurate, complete and constantly updated data.

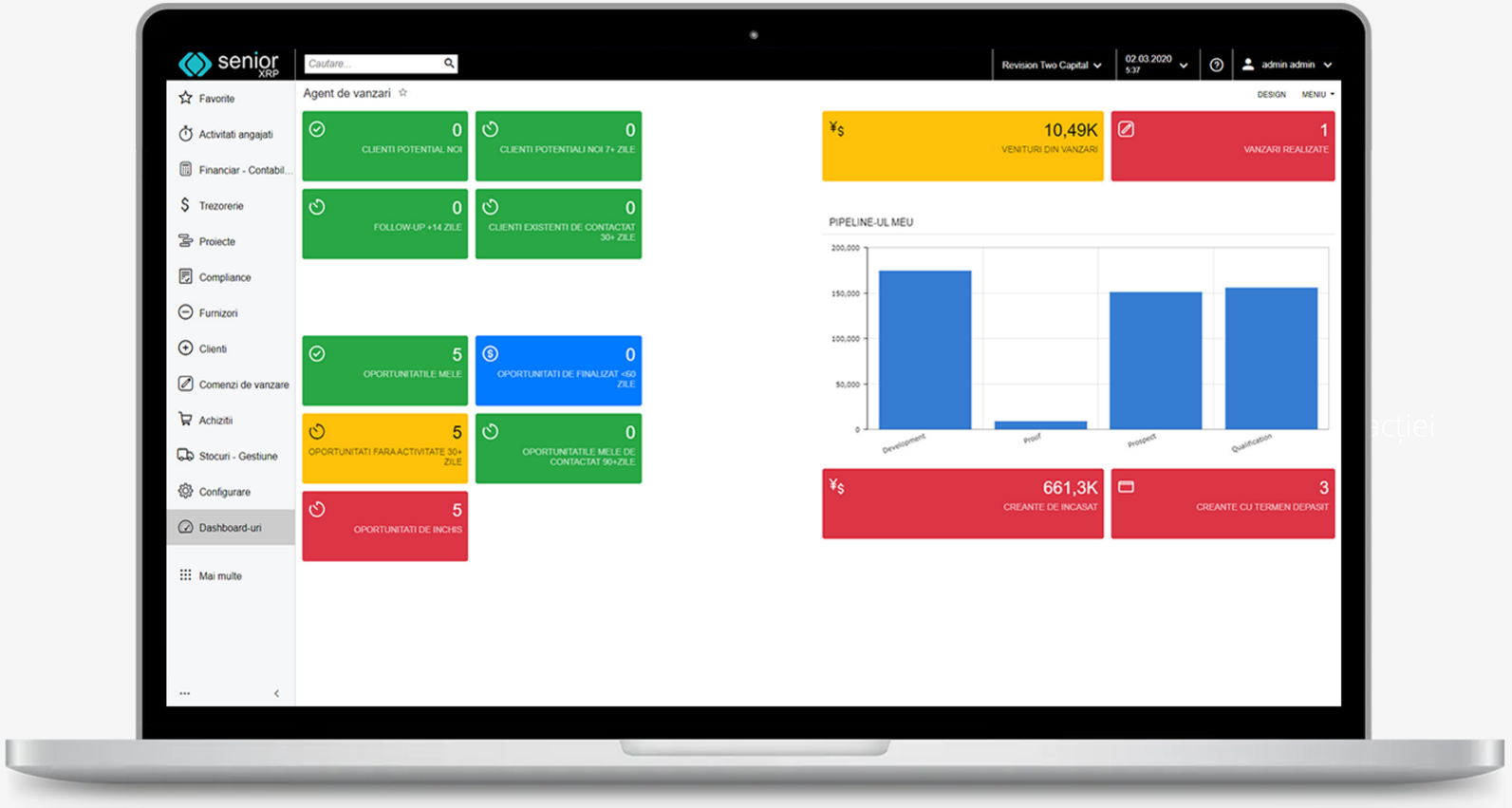


SeniorXRP – ERP PLATFORM FOR COMPLEX BUSINESSES

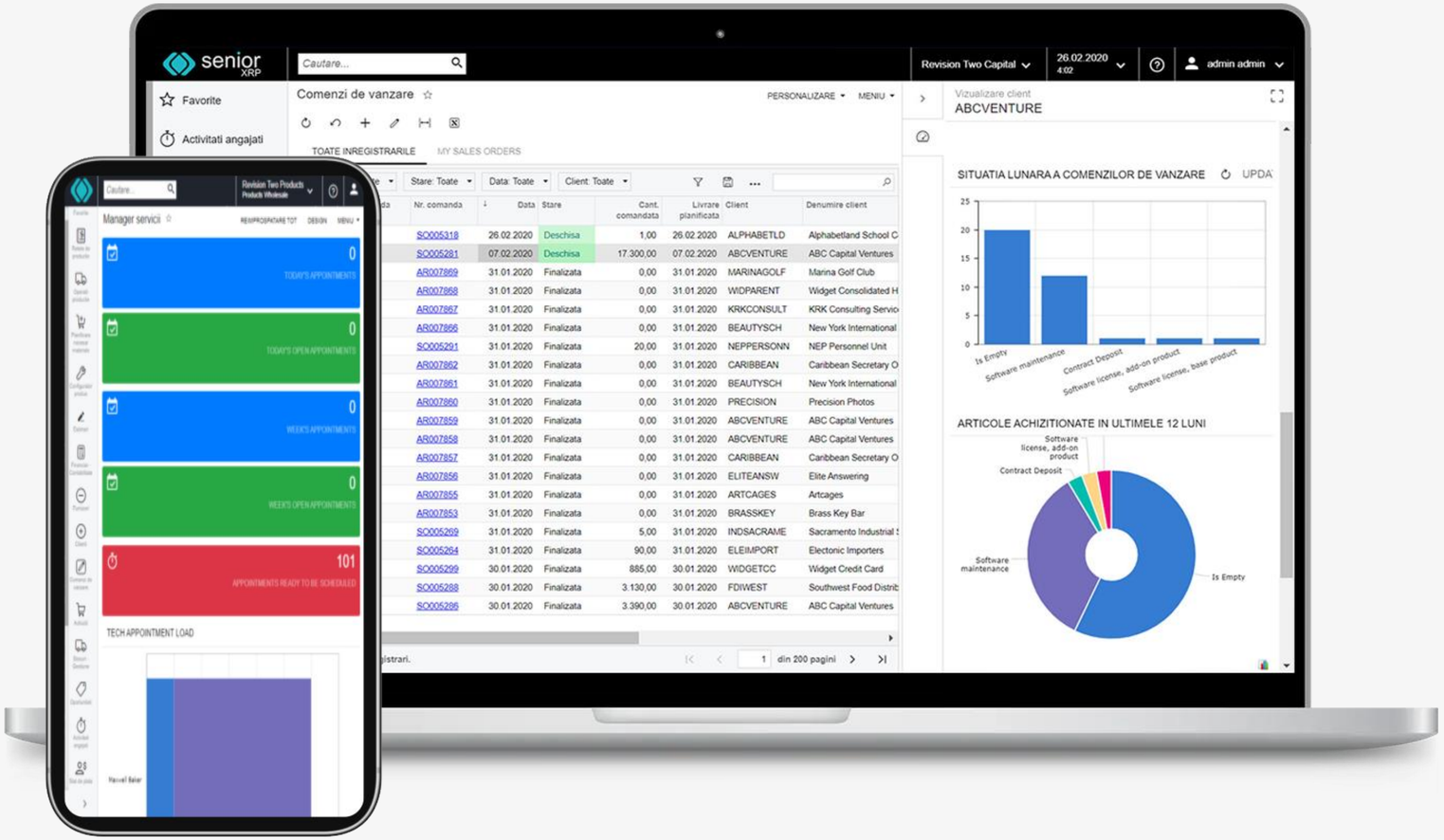
The most flexible business management system, with an extremely intuitive interface and extensive functionalities of ERP, WMS, CRM, document management, B2B portal, all available in a single app

Modules:

- Distribution
- Finance
- Accounting
- CRM
- Production
- Service
- Constructions
- Projects
- WMS
- POS
- Fixed assets
- B2B portal
- Financial Consolidation
- Exchange Server integration
- Mobile application



SeniorXRP, MORE THAN AN ERP



- Mobility
- Intuitive interface
- Integrated reporting
- Integrated business flows
- Multi-society
- Multilingual
- Notifications
- Work templates
- Advanced search function
- Customizable dashboards
- Additional developments directly in the app
- Open API interface
- Data security
- Multi-tenancy

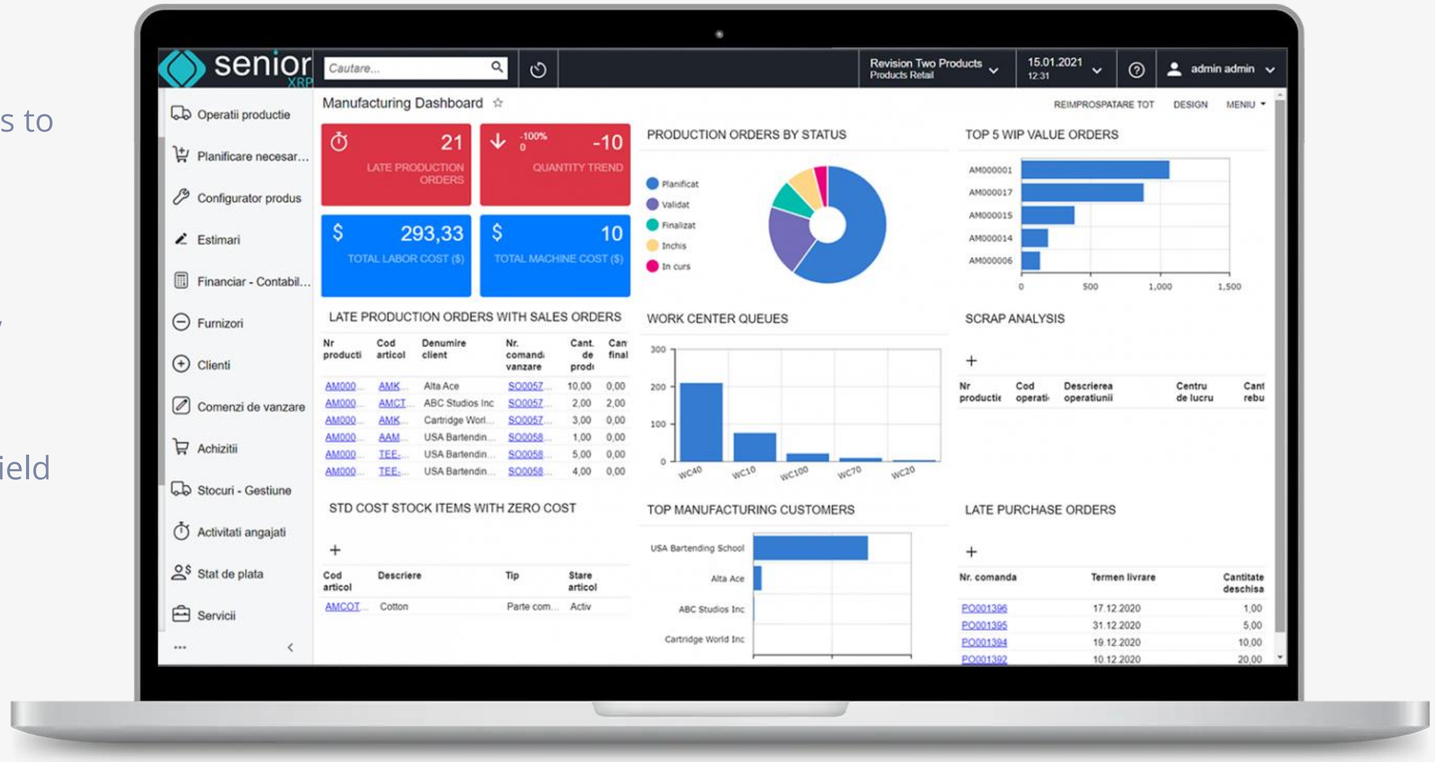
SeniorXRP: INDUSTRIES

Distribution
Automate the entire sales cycle, from the offering process to making payments

Production
Integrate production planning and factory activities with customer relationship management, sales orders, stocks, purchases and accounting

Services
You have real-time access to customer interactions and field team activities

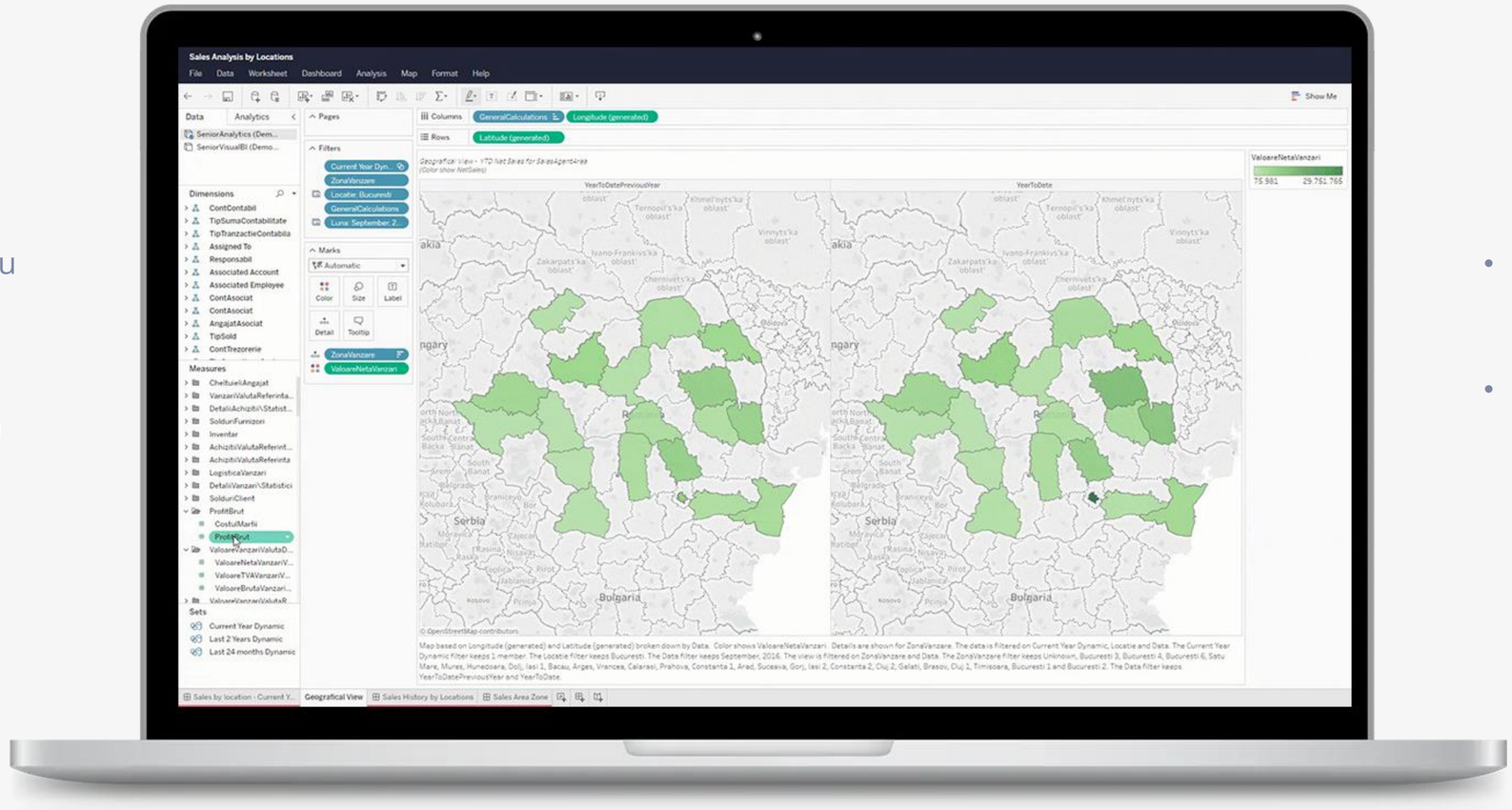
Retail & E-commerce
Provide customers with a unified shopping experience, regardless of the sales channel



SeniorVisualBI – THE POWER OF INFORMATION, JUST A CLICK AWAY

Visual data reporting and analysis system, perfectly integrated with SeniorERP & SeniorXRP

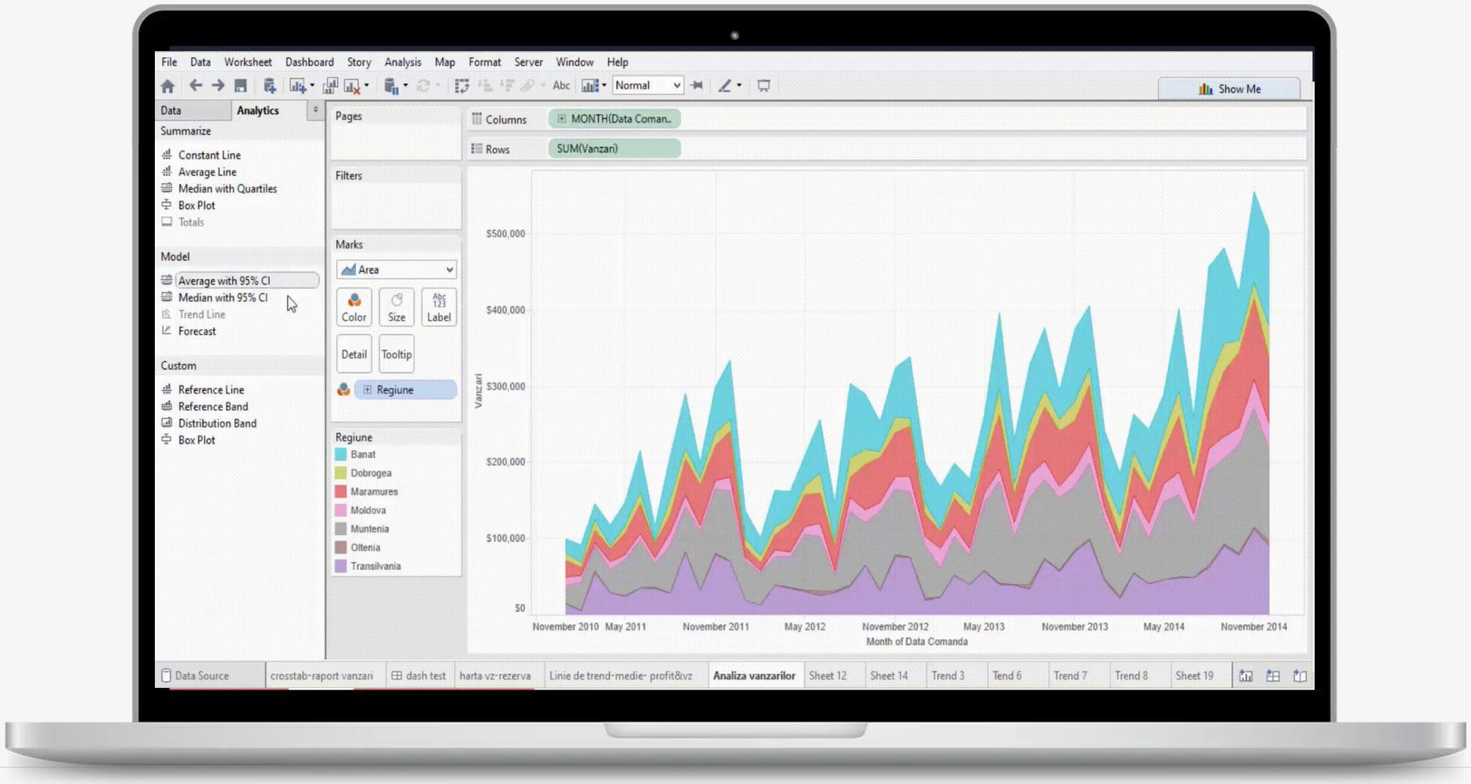
- Developed on the Tableau Software platform
- No. 1 worldwide in data analysis and visualization



- 60,000+ users in over 50 countries
- Implemented in over 250 companies in Romania

What does the Business Intelligence solution offer?

- Dashboards
- Geographic analyses
- Predictive analyses
- What-if analyses
- Interactive graphs



CPM – BUDGETING AND ANALYSIS IN A SINGLE APP

Performance management system with integrated Business Intelligence

Business Intelligence

Dashboards
Reports
Data exploration

Performance Management

Budgeting, planning & forecasting
Profitability analysis
Strategy management
Financial consolidation

Predictive Analyses

Forecasting
Simulations
Statistical functions

SFA – MAXIMUM SALES PERFORMANCE

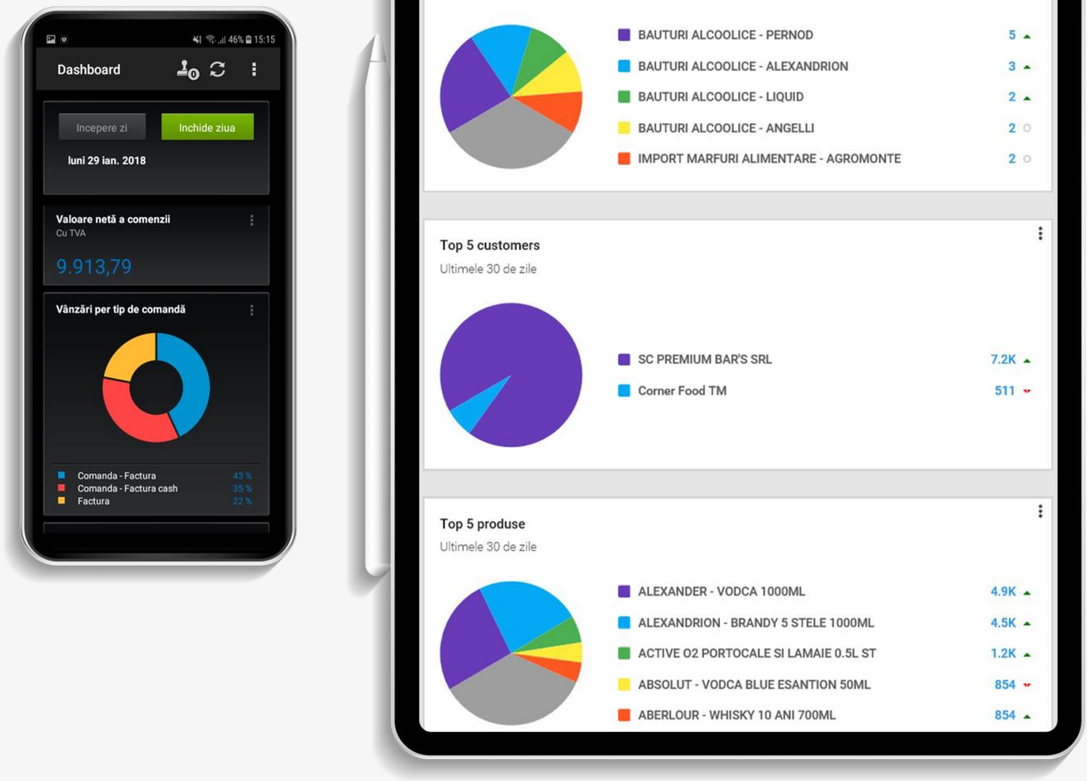
System for sales automation and field team management

What do you get with SFA?

- Increased performance
- Shorter sales cycle
- Control over customer balances
- Stocks related to sales
- Customized actions
- Real-time intervention
- Transparency
- More productive employees
- Higher market visibility

SFA modules:

- Presales
- Van Sales
- Merchandising and Marketing
- Targets and Analysis
- Back-office



WMS – COMPLETE WAREHOUSE MANAGEMENT SOLUTION

Warehouse management system

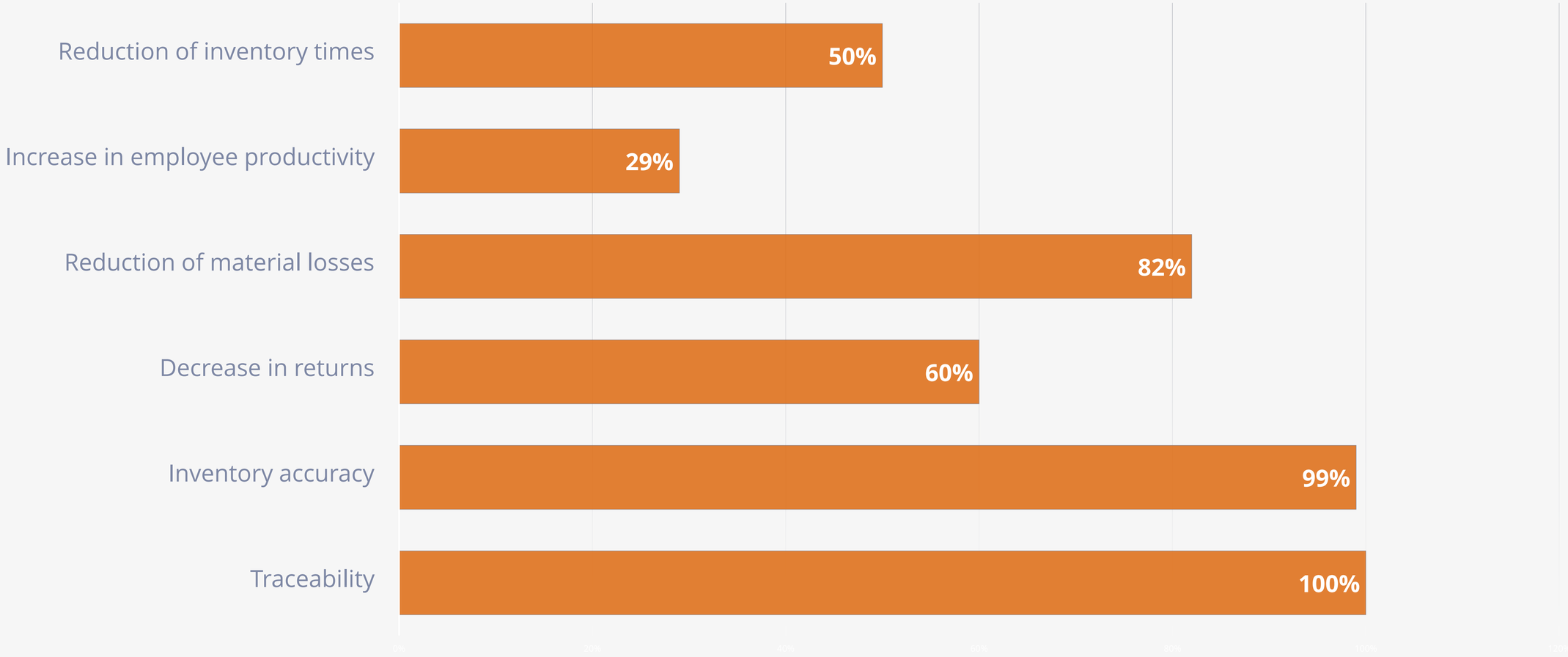
- Developed on the Mantis platform - European leader in logistics systems
- Used for over 24 years by international companies
- Present in over 20 countries
- Integrates good practices from over 900 companies

Covers the complete management flow of warehouse Activities:

- Purchases, receptions, returns of goods, cross-docking
- Inventory and packaging management
- Picking and deliveries
- The activity of the warehouse operators

WMS IN NUMBERS

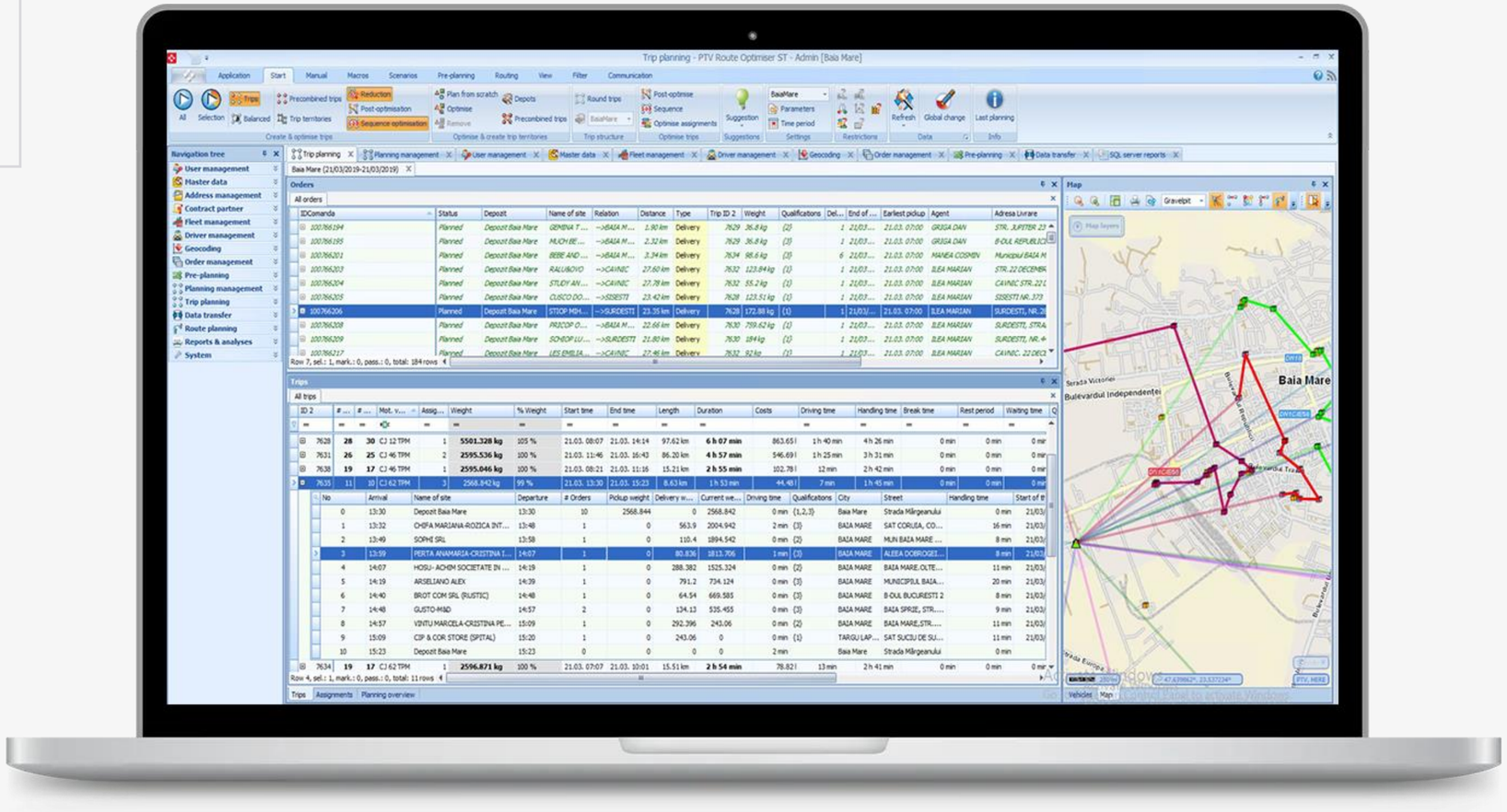
The companies that implemented SeniorWMS gained:



TMS – MODERN TRANSPORT SYSTEM

System for planning deliveries and optimizing transport routes

- 800 customers worldwide
- 40,000 orders planned daily
- 15% discount on transport costs



TMS modules

Transport route optimization

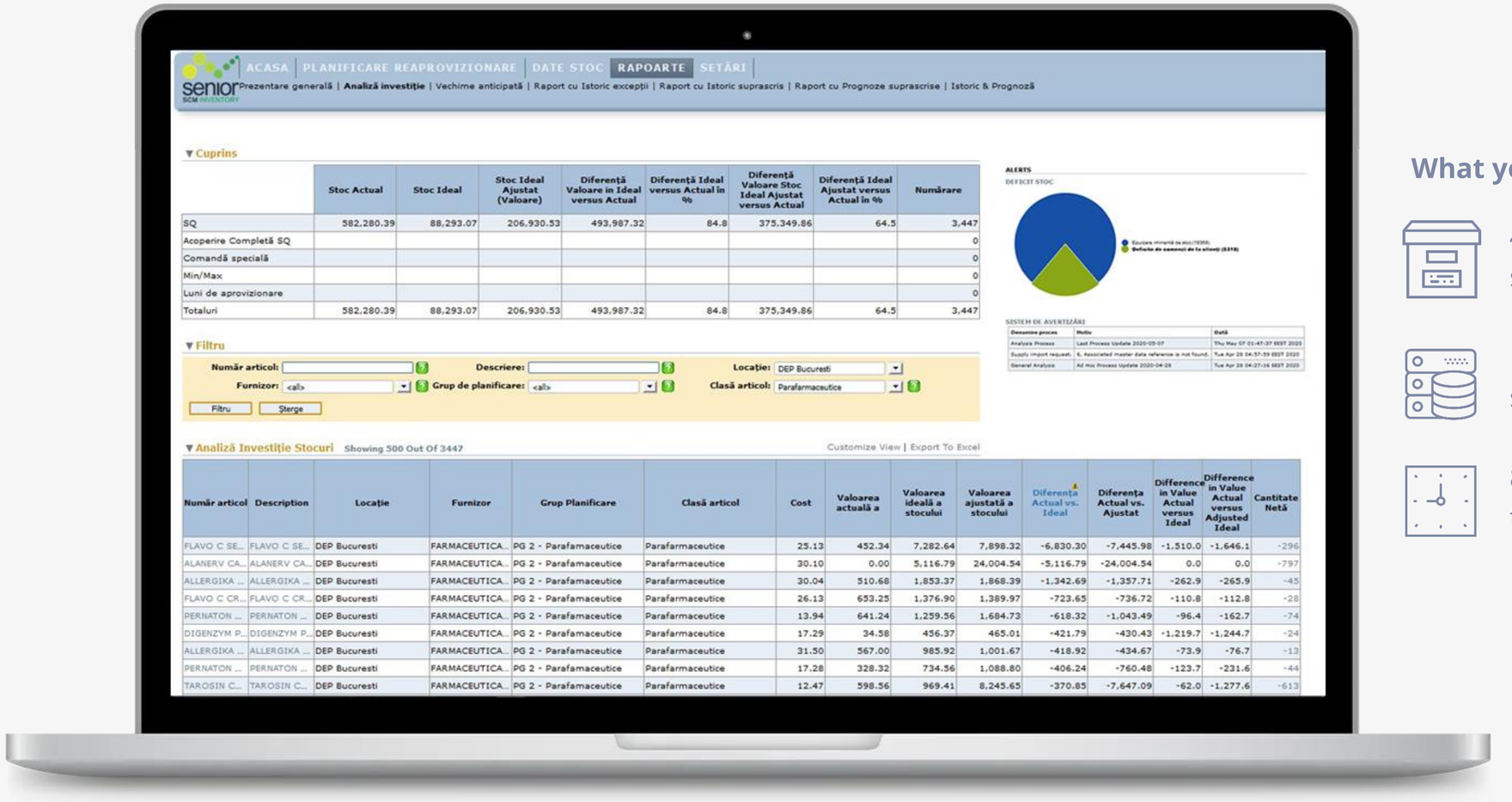
- Route planning
- Create / edit routes
- Travel optimization
- Cost reduction

Delivery management

- Activity planning
- Assignment of activities
- Activity tracking
- Professional navigation

INVENTORY – MODERN SYSTEM FOR STOCK PLANNING AND FORECASTING

System for automation and optimization of supply and inventory planning processes



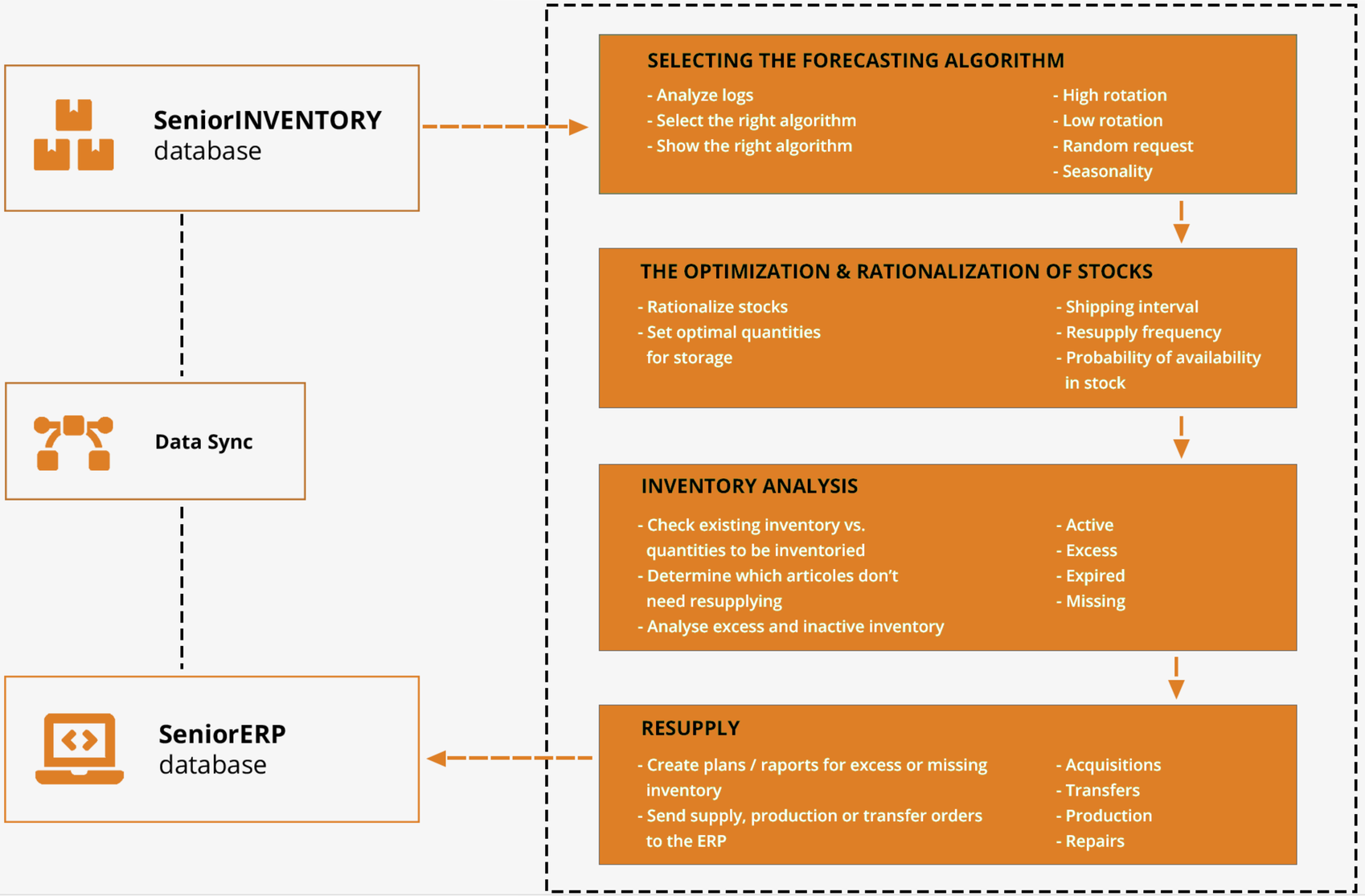
	Stoc Actual	Stoc Ideal	Stoc Ideal Ajustat (Valoare)	Diferență Valoare in Ideal versus Actual	Diferență Ideal versus Actual in %	Diferență Valoare Stoc Ideal Ajustat versus Actual	Diferență Ideal Ajustat versus Actual in %	Numărare
SQ	582,280.39	88,293.07	206,930.53	493,987.32	84.8	375,349.86	64.5	3,447
Acoperire Completă SQ								0
Comandă specială								0
Min/Max								0
Luni de aprovizionare								0
Totaluri	582,280.39	88,293.07	206,930.53	493,987.32	84.8	375,349.86	64.5	3,447

Număr articol	Description	Locație	Furnizor	Grup Planificare	Clasă articol	Cost	Valoarea actuală a	Valoarea ideală a stocului	Valoarea ajustată a stocului	Diferența Actual vs. Ideal	Diferența Actual vs. Ajustat	Difference in Value Actual versus Ideal	Difference in Value Actual versus Adjusted Ideal	Cantitate Netă
FLAVO C SE...	FLAVO C SE...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	25.13	452.34	7,282.64	7,898.32	-6,830.30	-7,445.98	-1,510.0	-1,646.1	-296
ALANERV CA...	ALANERV CA...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	30.10	0.00	5,116.79	24,004.54	-5,116.79	-24,004.54	0.0	0.0	-797
ALLERGIKA ...	ALLERGIKA ...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	30.04	510.68	1,853.37	1,868.39	-1,342.69	-1,357.71	-262.9	-265.9	-45
FLAVO C CR...	FLAVO C CR...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	26.13	653.25	1,376.90	1,389.97	-723.65	-736.72	-110.8	-112.8	-28
PERNATON ...	PERNATON ...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	13.94	641.24	1,259.56	1,684.73	-618.32	-1,043.49	-96.4	-162.7	-74
DIGENZYM P...	DIGENZYM P...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	17.29	34.58	456.37	465.01	-421.79	-430.43	-1,219.7	-1,244.7	-24
ALLERGIKA ...	ALLERGIKA ...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	31.50	567.00	985.92	1,001.67	-418.92	-434.67	-73.9	-76.7	-13
PERNATON ...	PERNATON ...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	17.28	328.32	734.56	1,088.80	-406.24	-760.48	-123.7	-231.6	-44
TAROSIN C...	TAROSIN C...	DEP Bucuresti	FARMACEUTICA...	PG 2 - Parafamaceutice	Parafarmaceutice	12.47	598.56	969.41	8,245.65	-370.85	-7,647.09	-62.0	-1,277.6	-613

What you gain:

- 40% reduction in time for preparing supply orders
- 15% increase in revenue by forecasting stock requirements
- 85% reduction in inventory planning time

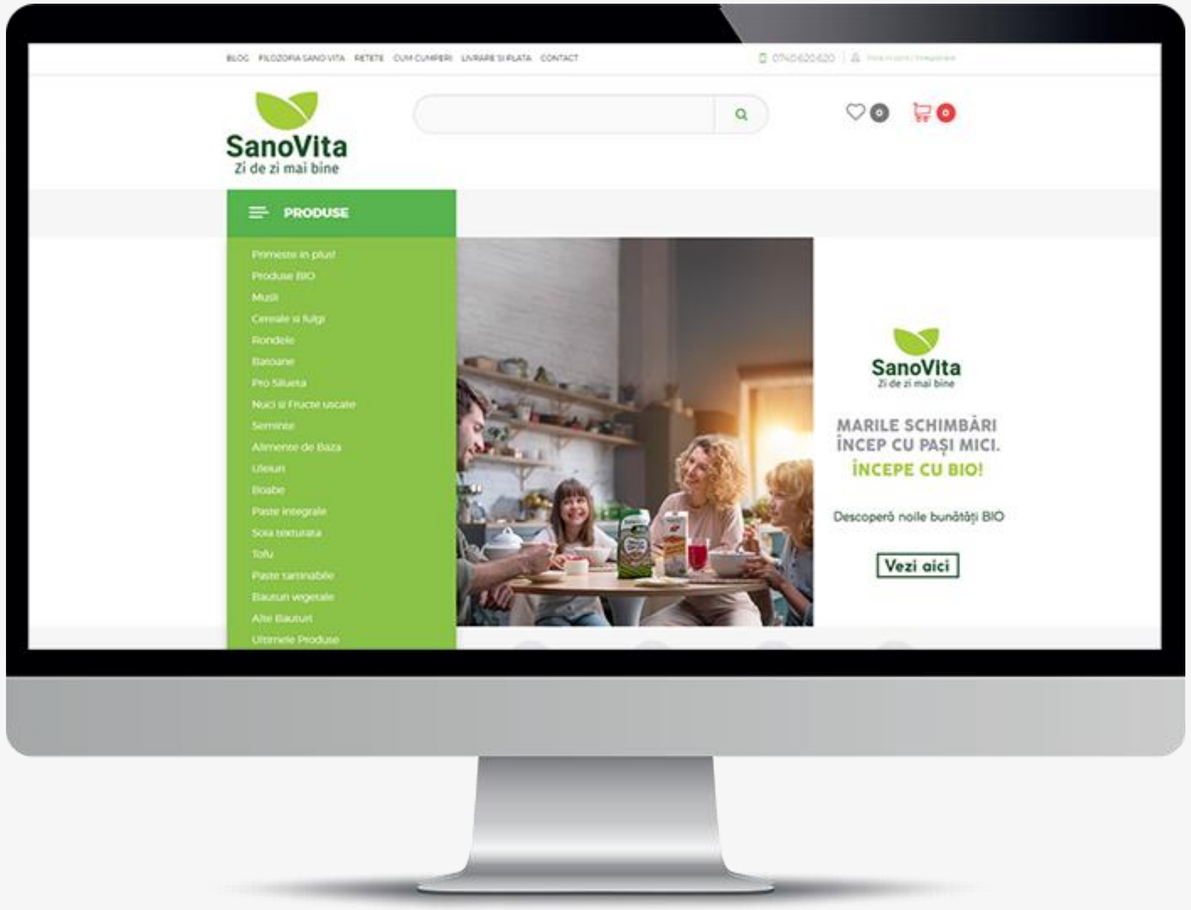
INVENTORY – HOW DOES IT WORK?



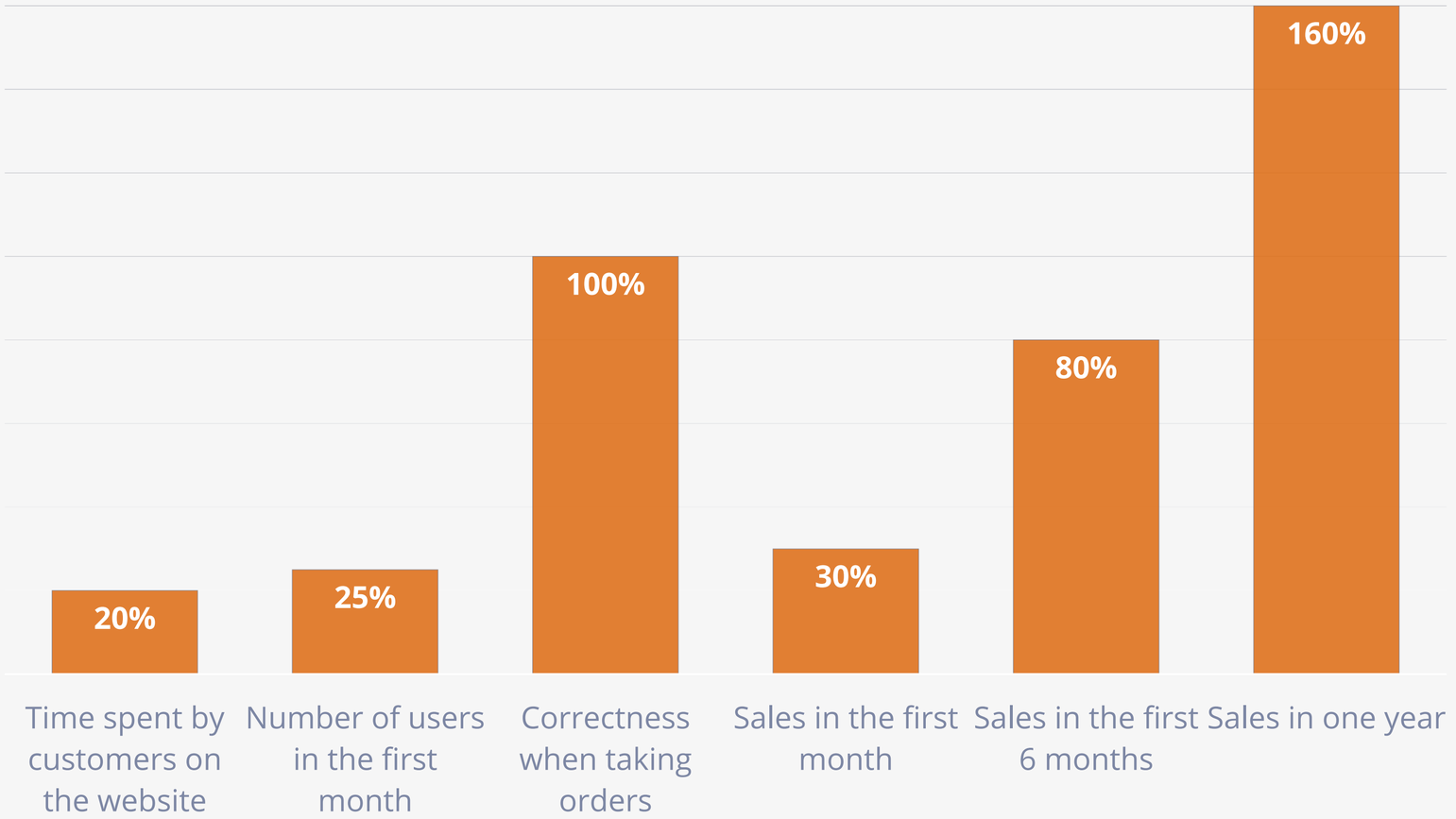
Ecommerce platform

Includes:

- Online store with 24/7 access
- 100% customizable design
- Automatic adaptation to any device, desktop or mobile
- Seamless integration with ERP
- SEO optimization & purchasing behavior analysis
- Alerts and email notifications for customers
- Unlimited product displays and detailing options
- Special pages for separate listing of new products, promotions / discounts, Black Friday, etc.
- Multiple ways of promotion: remarketing, Google Ads, Social Media, etc.
- Secure access and multiple payment methods



Customers who chose SeniorB2C gained the following results:

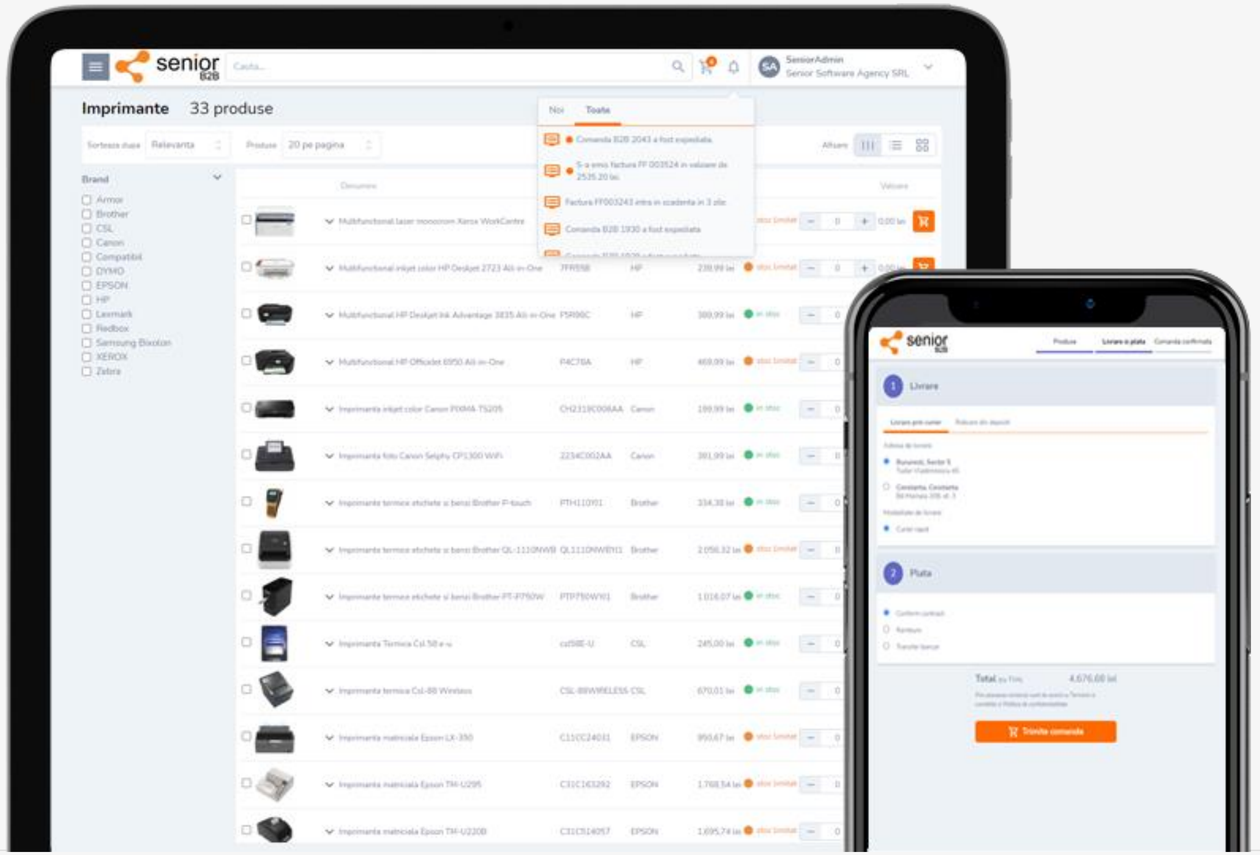


Portal B2B – TO INCREASE ONLINE SALES

Ecommerce B2B sales platform for business promotion

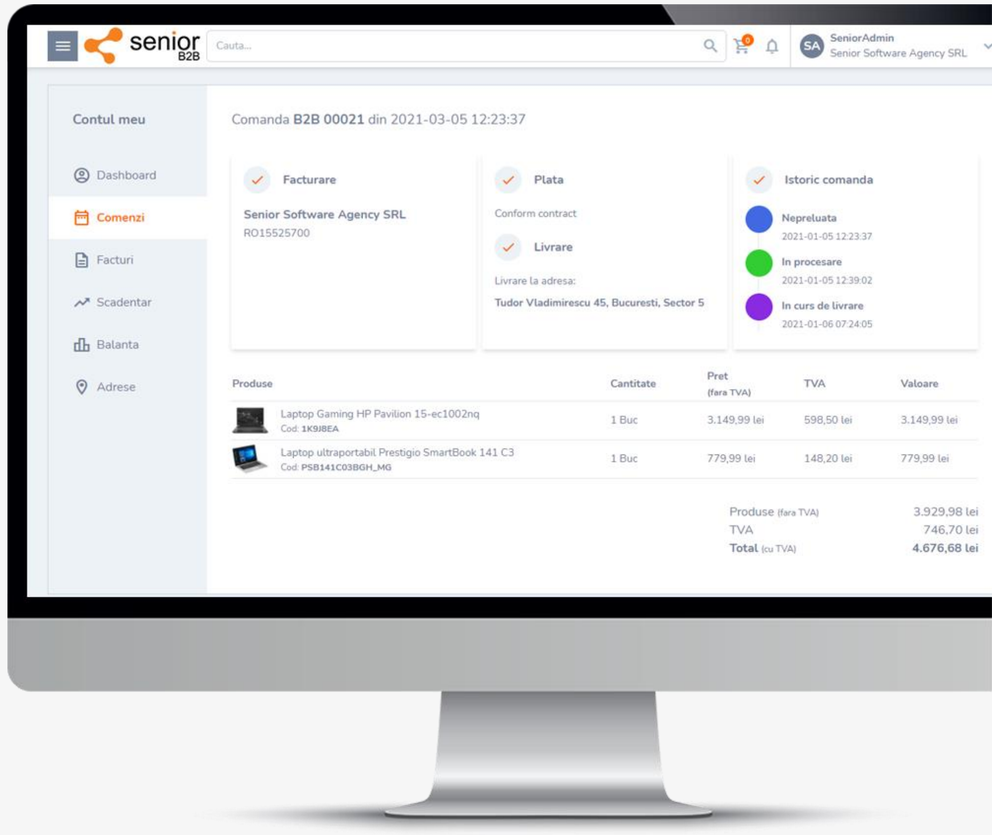
It integrates with ERP supporting fast retrieval and processing of essential information, such as:

- Information about customers and their offices
- Customized prices and offers for each client
- Credit limits, payment terms and agreed payment method
- Detailed order and invoice history, detailed schedule and balance



Portal B2B – BENEFITS

- Reductions in operating costs
- Detailed listing of products / services
- Secure login and email notifications
- Trada Marketplace product listing
- Easy-to-navigate online store
- Unlimited product listing options
- Access from anywhere & any device
- ERP and CRM integration



APS – WHAT & WHEN YOU PRODUCE, ON WHAT EQUIPMENT AND WITH WHAT RESOURCES

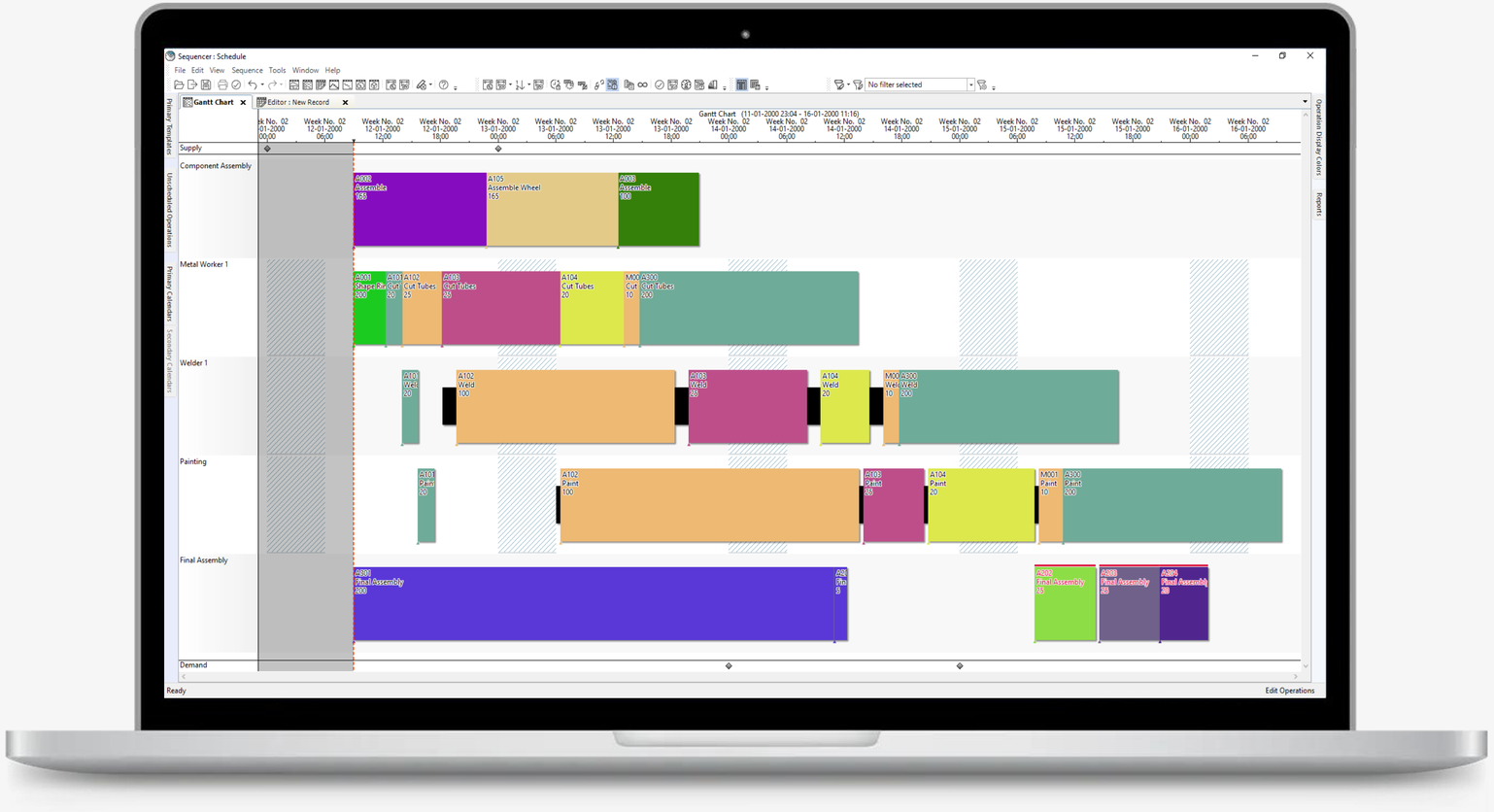
Advanced production planning and scheduling system

Advanced planning – APS helps you determine:

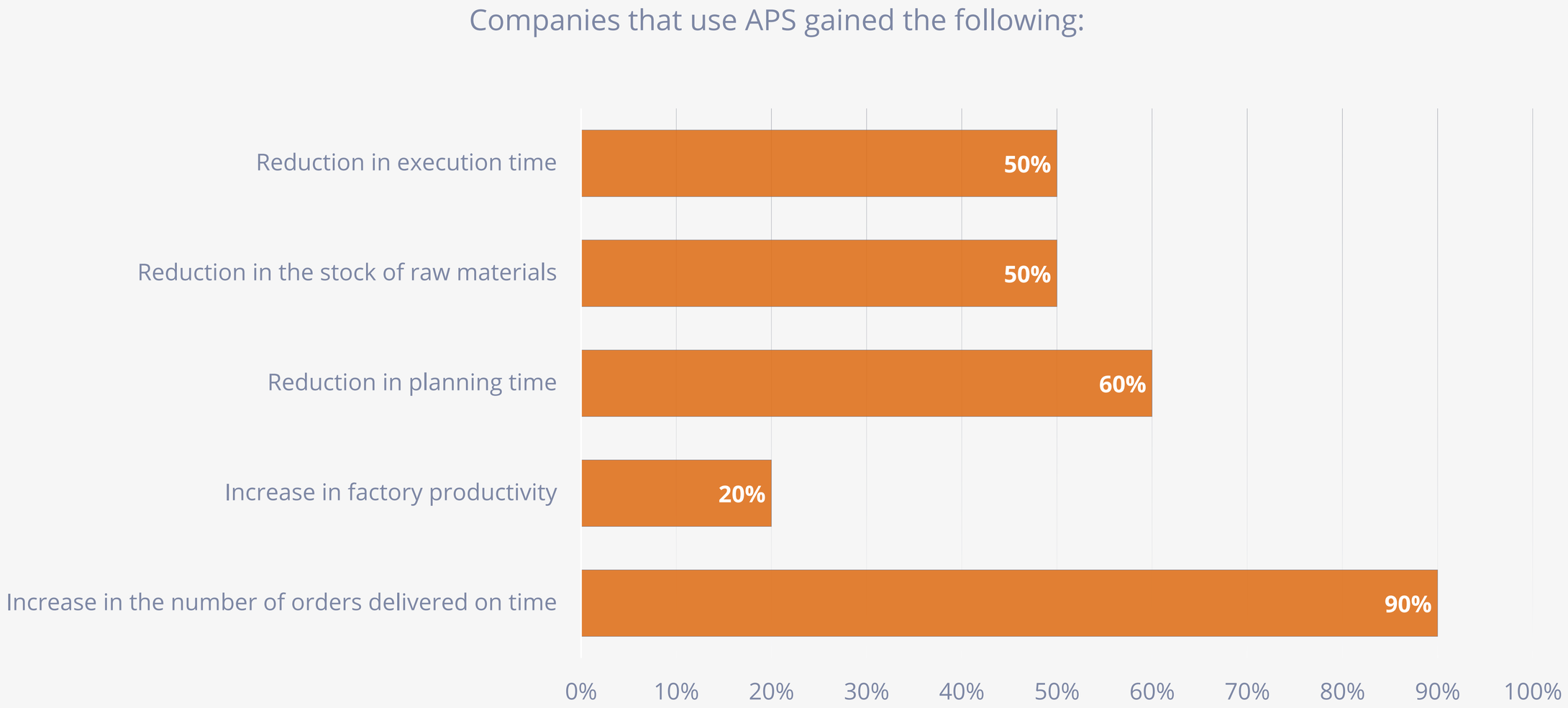
- What to produce
- When to produce
- How much to produce
- Where to produce
- What materials are needed
- What resources are needed

Advanced scheduling – What does APS do?

- Shows the optimal production method
- Establishes the order of production steps
- Synchronizes activities
- Monitors execution
- Manages changes
- Considers priorities, constraints and conflicts



APS – WHAT ARE THE BENEFITS?



MES – THE FIRST STEP TOWARDS FACTORY DIGITALIZATION

Smart management system of production activities

Advantages of MES

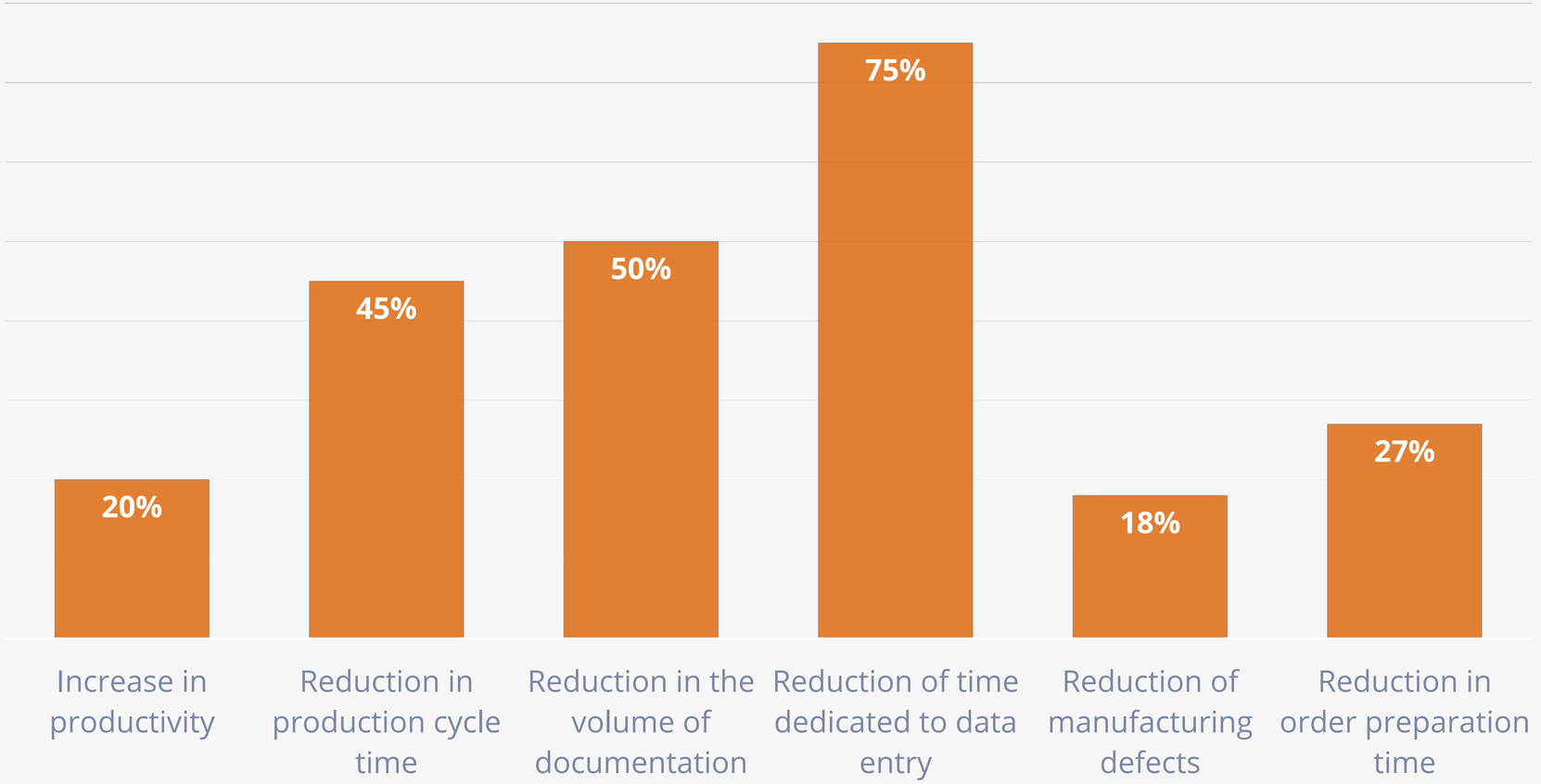
- The main component in Industry 4.0
- Modular structure
- Easy to use web interface
- Multilingual system, developed on an international platform
- Easy integration with any system and any device
- Available in the Cloud

MES solution components

- Controlul producției
- Connecting devices
- Materials management
- Quality management
- Maintenance management

MES – BENEFITS GAINED BY CLIENTS

What results are obtained after by using MES?



HR – ALL HR PROCESSES MANAGED IN A SINGLE APP

The complete system for Human Resources Management

Payment
Easily gather all the information for salary calculation

Recruitment
Manage the history of all candidates, from receiving the resume to the integration process

Personnel Administration
Manage documentation for all employees and collaborators

Internal communication and Self-service
Provide employees with a portal for internal communication

Report and Analysis
quick access to centralized data about everything that happens in the department

Organization Management
Manage the structure of the organization and the existing roles

Clocking
get complete reports for employees and collaborators in a shorter time

Integration
Centralize the entire integration activity of a future employee

Performance and Objectives
Align all employees with the company's objectives and measure their performance

Training
Manage all training activities in the organization

The only all-in-one solution dedicated to budgeting all types of direct and indirect costs generated by human resources

1. Establishing the annual HR budget

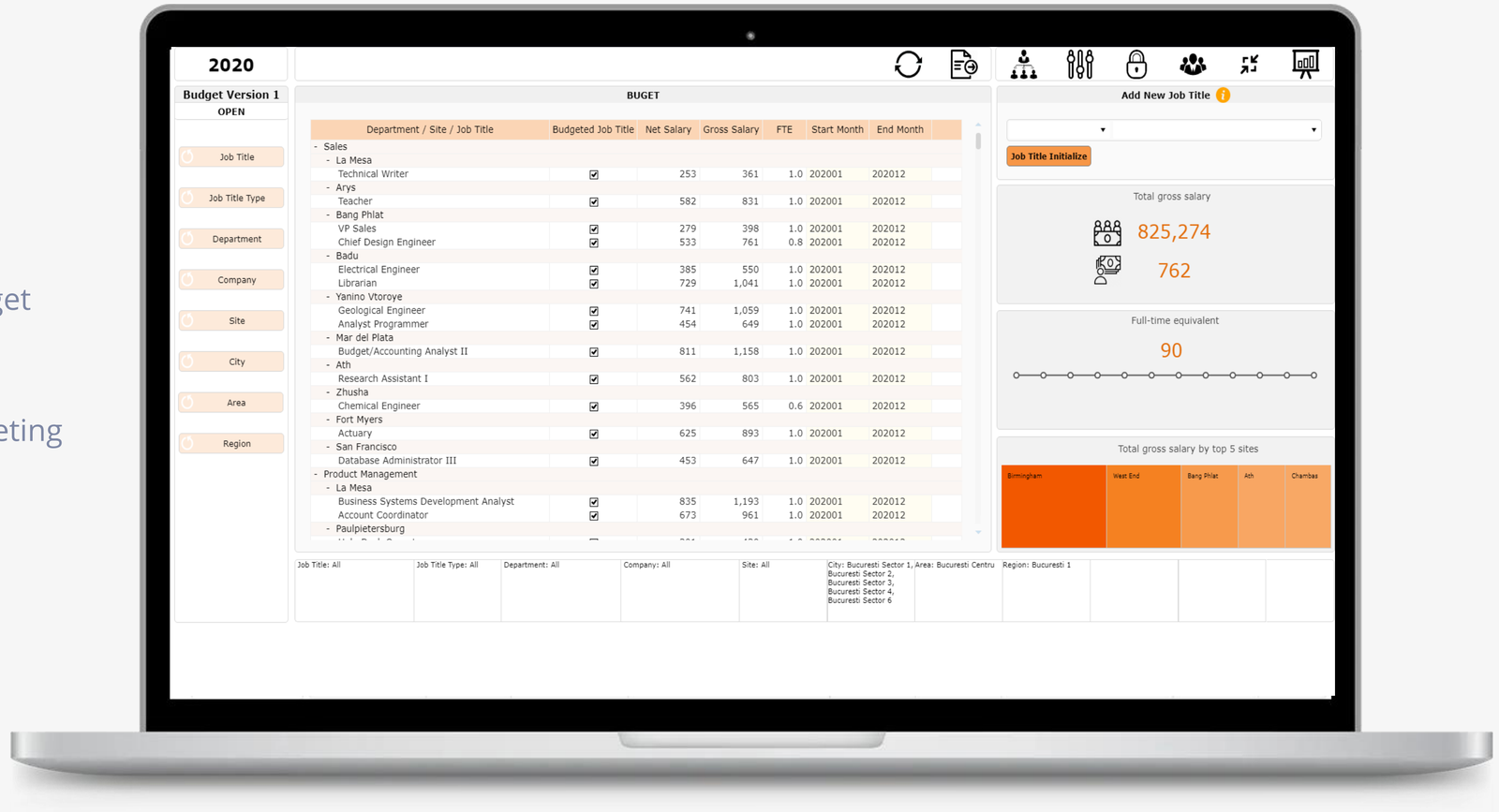
- Budgeting salary expenses
- Budgeting other costs (direct and indirect)
- Several budget versions within a year
- Automatically calculated fixed costs
- Automatically calculated P&L lines
- Costs divided according to specifics

2. Comparing the budget with the incurred amounts

- Import salary cost data directly from payroll software or other external sources
- Variation screens Incurred vs. Budgeted
- Easy analysis of indicators using relevant graphics

Benefits gained with the help of the HR budgeting solution:

- Increasing employee productivity
- Flexibility in establishing the HR budget
- Reducing the time required for budgeting
- Increased data accuracy



HR ANALYTICS – OVER 70 KPI INDICATORS

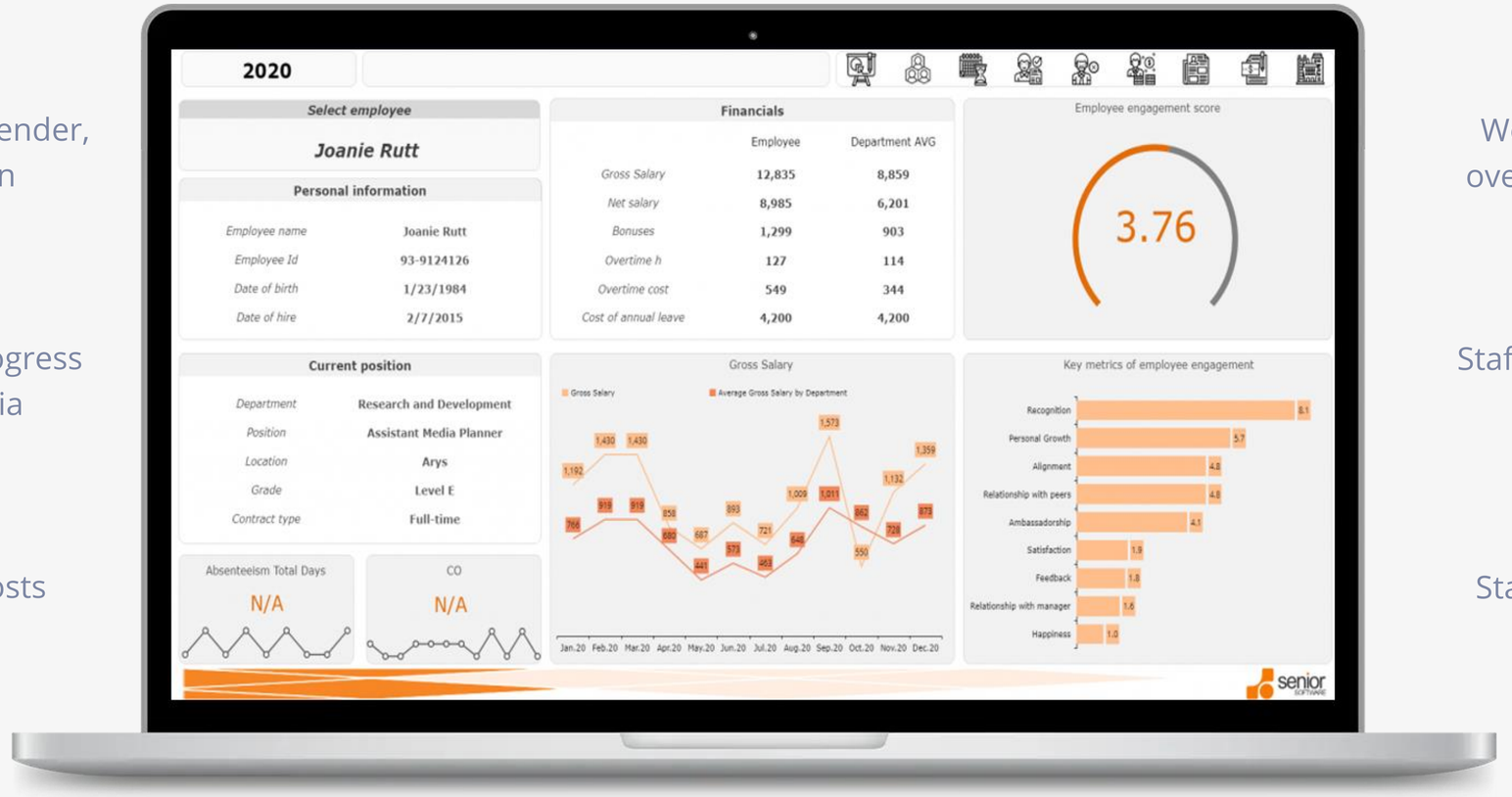
Modern app for HR KPI analysis and advanced reporting

Examples of indicators tracked and analyzed:

The situation of employees by gender, age or level of specialization

Employee performance and progress according to different criteria

Salary costs and other staffcosts



Working time on cost centers, overtime and amounts involved

Staff evolution in relation to time intervals

Status of completed contracts, conversion rate

HR performance management app that facilitates the correlation of the investment budget with individual performance indicators

Benefits:

- Identifying qualified candidates
- Improving the performance evaluation process
- Capitalizing on employee data
- Determining the best employees and the least performing
- Identifying common characteristics between groups of employees
- Streamlining the processes of motivating and rewarding employees

Features:

- Correlation of the investment budget with individual performance indicators
- Correlation of indicators with salary increases
- Retrieving data from third party systems (CRM / ERP / HR, etc.) to make Budgeted vs. Incurred comparisons

POS – AUTOMATION OF RETAIL OPERATIONS

Solution for point of sale transactions

- Dedicated to the retail industry
- Works in store chains or in independent stores
- Clear, clean and adaptable sales interface
- Smooth operation, without overlapping windows
- Increases in-store sales processing speed
- Available in Romanian, English or Hungarian
- Can be used online and offline
- Integrated natively with SeniorERP
- Designed to work with a wide range of equipment

EDI – FAST TRANSFER OF DATA AND DOCUMENTS

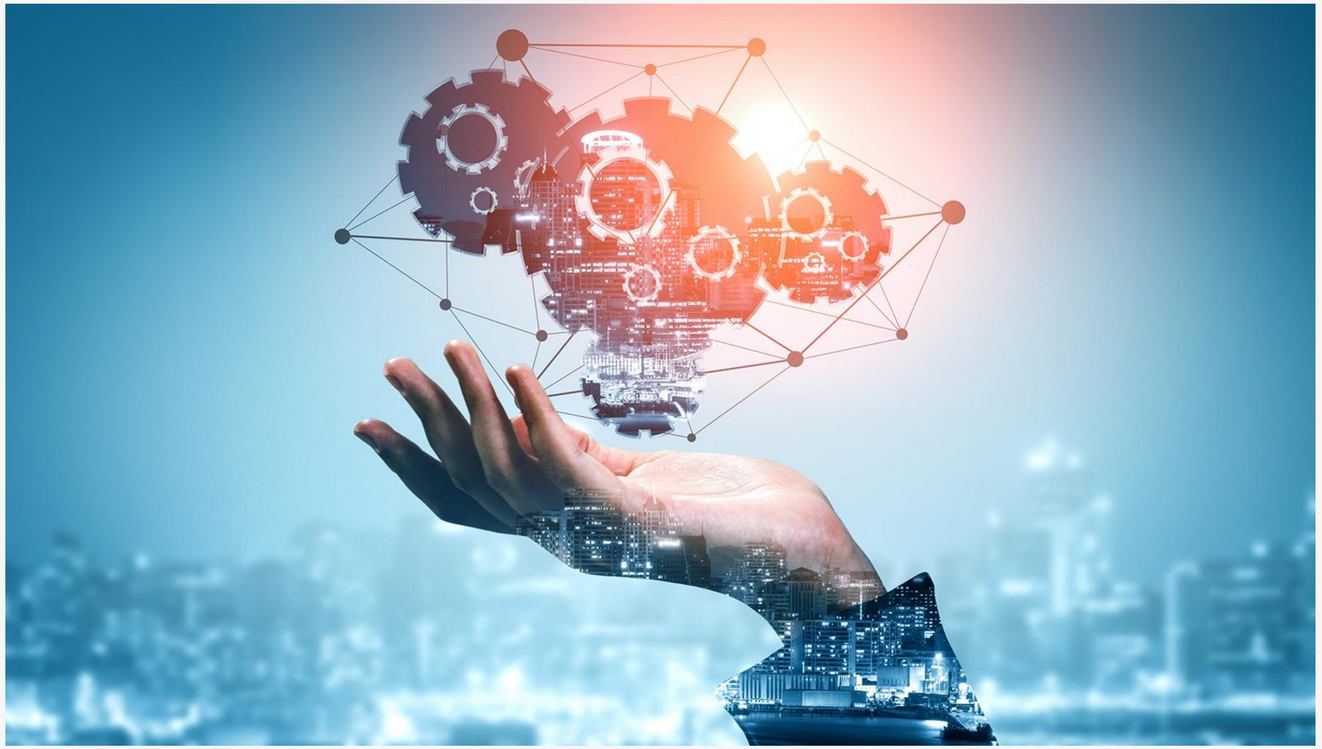
Solution for automating the transfer of data and documents with IKA and suppliers

Why use EDI?

- Simplify communication with large commercial chains (IKAs) and suppliers
- Submit documents of interest faster
- Get considerable cost and resource savings
- Enjoy a major competitive advantage in the market
- Improve relationships with partners
- Maintain the correctness of the data
- Integrated natively with SeniorERP

Who uses EDI?

- Retail and distribution companies, with a large number of documents to exchange
- Example: **IKEA, Auchan, Lidl, Dedeman, Metro, Carefour, Hornbach, Selgros, Leroy Merlin** etc.



Software services:

- Business process analysis
- Project management
- System implementation
- Customized developments
- Post-implementation services
- Infrastructure and maintenance services

Equipment rental:

- High-performance warehouse or factory equipment: mobile terminals, printers or barcode readers
- Factory audit to connect to machines

CLIENTS

"We chose Senior Software because it convinced us that it can deliver our budget specific needs in a stable system."

REGINA MARIA

Daniela Petra

CFO Regina Maria

"We chose to collaborate with Senior Software because of their history with other clients, their upward evolution and the existence of the resources necessary for the implementation of the project."

PORSCHE ROMANIA

Daniela Vasile

Director Financiar Porsche România

"The Senior Software solutions package was the one that convinced us by its remarkable adaptation to the Romanian legislation and to the realities of the local business environment."

BĂNEASA

Radu Muntean

Commercial Director Băneasa

Dinamic 92 distribution

ROCAST

WALMARK

BĂNEASA

REGINA MARIA

DURAZIV

QFORT proiectat să reziste

VOLVO

DACIA PLANT FORȚA BINEFĂCĂTOARE A PLANTELOR

Răureni Cu drag din natură

Ocean Fish

Croco

CLIENTS

ELDON

LIFE LOGISTICS

SanoVita

DEPOMED Pharmaceutical Warehouse

TeraPlast since 1896

SamMills Distribution

Alliance Healthcare

BICO INDUSTRIES The best insulation

Fares 1929

PORSCHE ROMANIA

PHOENIX CONTACT

Altius

"The Senior Software team was with us throughout the implementation period, from the analysis part to Go Live. In one week we were perfectly functional."

Libris.RO Respect pentru oameni și cărți

Laura Țeposu

Business Development Director Libris.ro

"Collaboration with the Senior Software technical team was very ok. They were prompt and quickly resolved our workflow issues and requests."

Ocean Fish

Marius Trifu

CEO Ocean Fish

CLIENTS

"The range of solutions offered by Senior Software is complete. Moreover, the software is developed locally, has a greater flexibility and does not require many subsequent changes."

Liviu Semenescu
General Manager Pangram Monte Banato

"The implementation of the Senior Software application took us from the National Football League to the European Championship."

Cosmin Pătroiu
General Manager TeraSteel

CLIENTS

Ecolor

FORTUNA CAFEA

agroland
MAGAZINUL MICULUI FERMIER

MEDICA M3

ALEXANDRION
GRUP ROMANIA

aluplast

parmafood
quality brands

SIDE
GRUP

duo
DISTRIBUȚIE

CORIOLAN

adaconi
visul scrisului și al hârtiei

german electronics CONRAD

"The implementation of integrated solutions from Senior Software had positive consequences in the activity of each employee and gave us the security of a job well done."

LUMYTOOLS
scule - unelte pentru construcții și finisaje

Moisă Gheorghe
Lumy Tools

"Prior to this collaboration, I did not have the experience of such an implementation and I did not know what to expect, but with the help of Senior Software's consultants things settled naturally."

ALEXANDRION
GRUP ROMANIA

Cristian Ștefanov
Alexandrion Grup

See Senior Software's customers!

CONTACT

Thank you for your time!

If you have any questions or want to learn more, you can contact us:

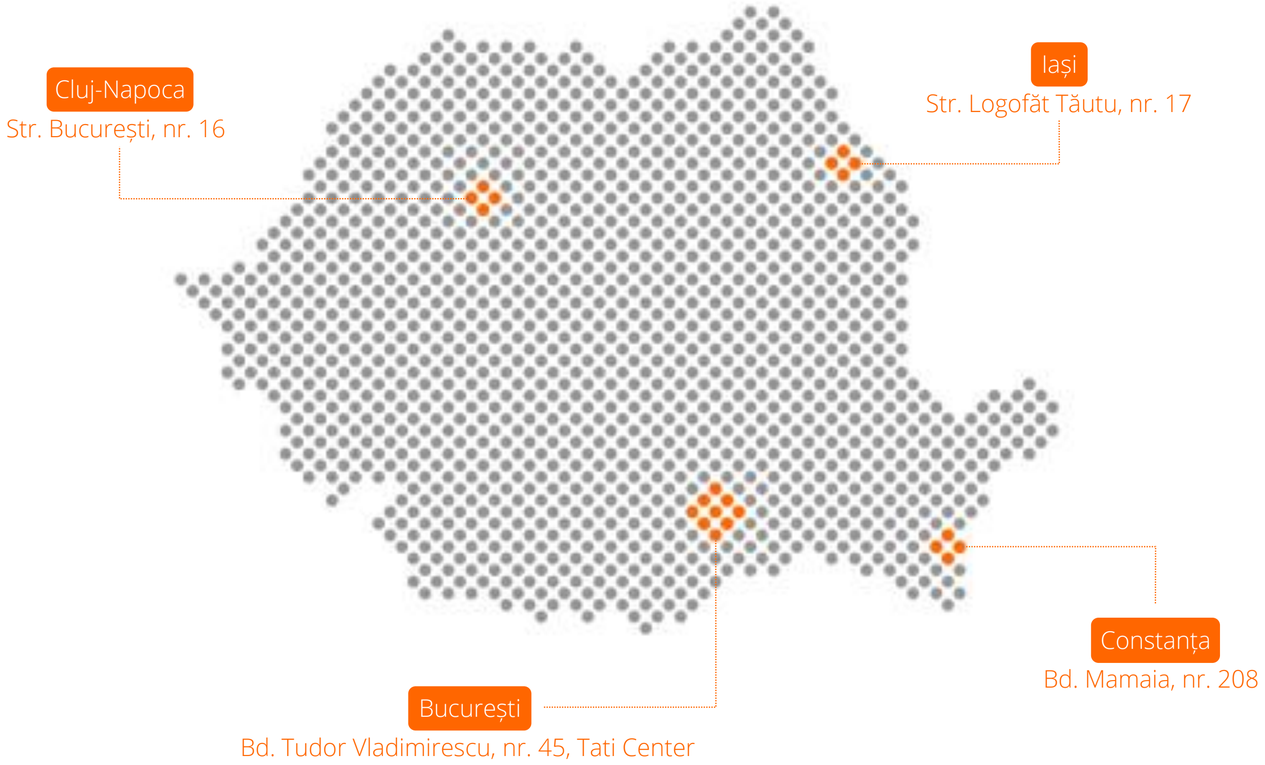
+40 21 310 74 81

sales@seniorsoftware.ro

office@seniorsoftware.ro

www.seniorsoftware.ro

www.seniorerp.ro

www.seniorxrp.ro

I WANT TO TALK TO A CONSULTANT!