Expert Version 4.4.4.1

Entersoft Expert® | Entersoft CRM®

New Features & Functionality

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Summary

To begin with, a brief description of major extensions in this version is provided, and afterwards, new functionalities & improvements are thoroughly presented along with the necessary user guidelines and examples.

Entersoft ERP

- **3rd hierarchy level in horizontal dimensions**
- Enhancements on **deductible expenses**
- VAT Regime in accounting entries and new **Trial Balance – VAT monitoring**
- New Sales and profit margin analytics views with **dynamic attributes hierarchy**.
- New criteria for **selecting Suppliers** in all Planning of payments processes
- Significantly improved performance while processing price lists

Horizontal Attributes

- Feature for menu customization by user and easy bulk assignment to users. Henceforth, this process is available to both administrators and authorized users.

Entersoft ERP

Horizontal dimensions

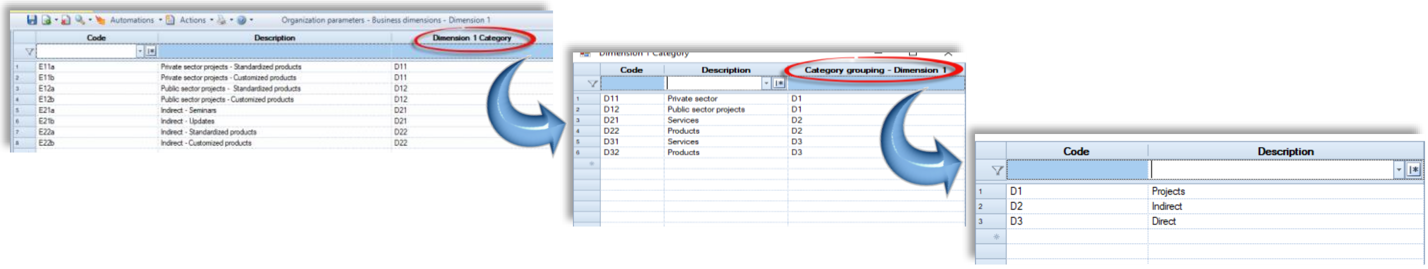
3-Level hierarchy

An additional grouping level of horizontal dimensions is available by adding the "Group" to their already existing categorization through the "Category" field. This extension refers to the dimensions: Business units, Activity, Dimension 1 and Dimension 2.

Specifically, in the following dimension value tables, there is the grouping column "Category", which matches to a table. In the tables (4) of these categories, the new column "Group" has been added which matches to a table as well.

The values in these (4) tables are declared through customization (*Tools & configuration/Organization parameters/User defined tables*).

Hence, **for EACH horizontal dimension**, a **3-level hierarchy** can be created (with the groupings):

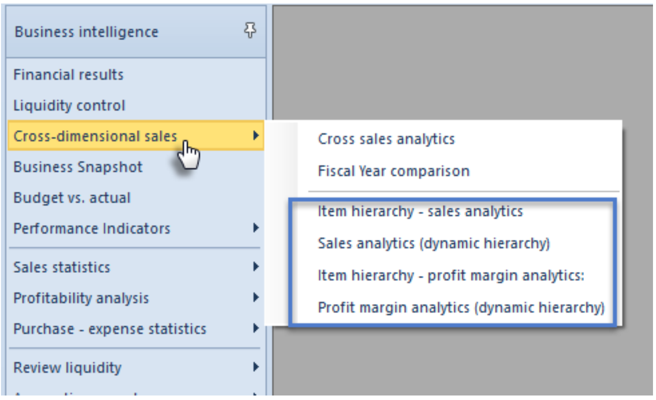


Sales & profit margin analytics

Views - Dynamic attributes hierarchy

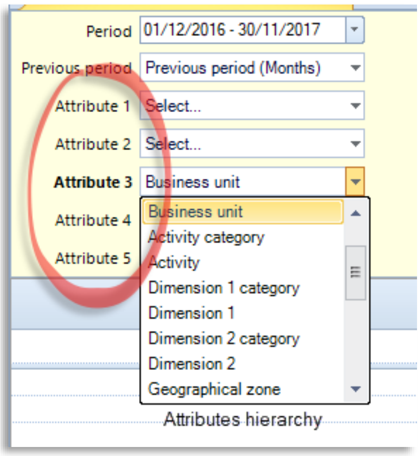
Four new views have been added to menu *Business Intelligence/ Cross-dimensional Sales*

- Item hierarchy – Sales analytics
- Sales analytics (Dynamic hierarchy)
- Item hierarchy – Profit margin analytics
- Sales analytics (Dynamic hierarchy)



which show **sales** data (Turnover, Quantity, Number of transactions, Number of items, Number of customers) and **profitability** (Cost of Goods Sold, Gross profit, %GP) compared to the previous time period, using:

1. the **item hierarchy** (Family, Group, Category, Subcategory) or
2. a **dynamic hierarchy** with grouping field selection (up to 5 levels) by the user (Branch, Business dimensions, Item, Customer and Geographical grouping fields)

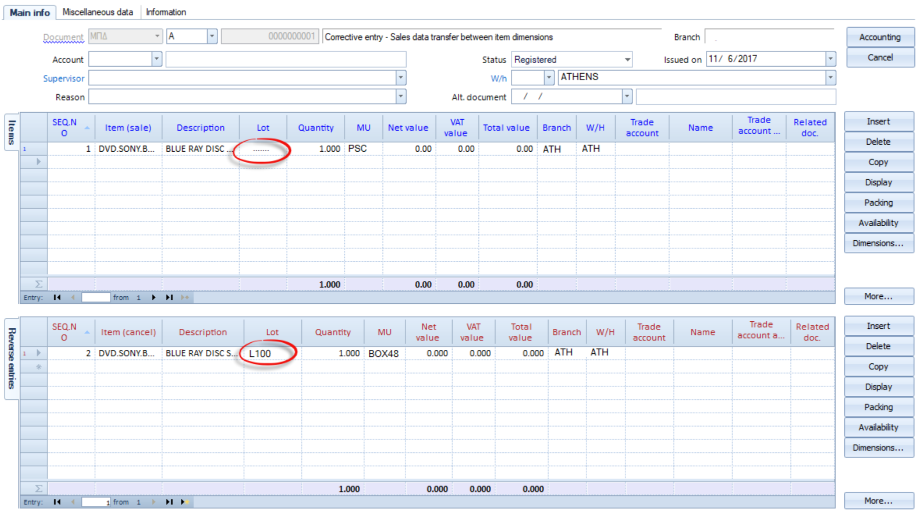


The "Attributes hierarchy" column shows the dimensions hierarchically and the totals are automatically calculated based on the next levels and shown in the numeric columns of each level.

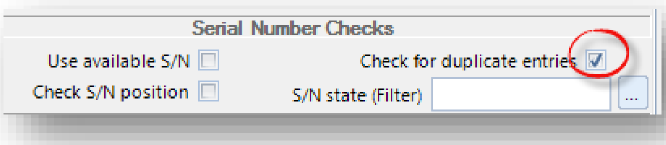
In these views the new **SQL Additions** feature has been used. Also, these views could be used as an example for implementing similar cases.

Inventory

- The **CDV** (Sales data transfer between item dimensions) document type has been added. Through this document type, sales data can be transferred from an item dimension to another. Duplicate entries are registered; one for the sales entry with the selected dimension value (that will be registered into the 1st grid line) and one with the initial dimension value (that will be registered into the 2nd grid line) for initial sales entry reversal. These entries concern both quantities and values (therefore, it is used when invoicing is completed).



- Hence, the check for duplicate entries in serial numbers is parametric. It is defined in the item's "Control Policy". If active, the check is performed per line type, meaning, the use of the same Serial Number of the same item and the same line type of a document is not allowed.



- Measurement units with more than one variables (quantity 1, 2, 3) are now available in the two-dimensional grid for registering quantities of dimension (**F12**), as in the line items.

- The Lots specification functionality, which is available in documents for automatic, consumption of available lot stock based on parameters, is **massively** applied (on selected lines total).

- The error prevention checks applied by rules (business rules) to line item analysis fields in documents, could be also applied to cells in Dimension analysis dialog (**F12**) through the action **Grid - Field protection**.

Financials

History of payments

The purpose of the existence of the new view (*Financials/Accounts Receivable*) is to inform the user about the way payments have been received by invoice, as they are taken into account in the pay-out indicators (i.e. matching entries exempting credit notes that do not affect the payment deadline), with the difference that it also shows cash payments. These cash payments do not update the open-close items. Unsettled can be shown, through the "Settled amounts Y/N" criterion.

Date From 01/10/2016 | Customer code | Customer name | Settled Yes | Accept

	Date	Doc number	Demand - amount	To be paid until	Collection document number	Collection date	Available on	Total paid amount	Delay (days)	Payment days
Customer: ADAMS SHOES										
1	09-01-2017	SSI-A-00073	3,444.00	09-01-2017		09-01-2017	09-01-2017	3,444.00	0	0
2	30-09-2017	SNV-A-02212	5,477.25	30-09-2017		30-09-2017	30-09-2017	5,477.25	0	0
								8,921.25		
Customer: ALFA WOOD S.A.										
3	13-03-2017	SNV-A-02088	909.12	13-03-2017		13-03-2017	13-03-2017	909.12	0	0
4	13-03-2017	SNV-A-02090	1,145.76	13-03-2017		13-03-2017	13-03-2017	1,145.76	0	0
5	13-03-2017	SNV-A-02104	27.28	13-03-2017		13-03-2017	13-03-2017	27.28	0	0
6	13-03-2017	SNV-A-02092	934.96	13-03-2017		13-03-2017	13-03-2017	934.96	0	0
7	13-03-2017	SNV-A-02091	1,098.64	13-03-2017		13-03-2017	13-03-2017	1,098.64	0	0
8	16-04-2017	SSI-A-00084	5,904.00	16-04-2017		16-04-2017	16-04-2017	5,904.00	0	0
								10,019.76		
Customer: ALPHA SATELLITE TELEVISION S.A.										
9	31-03-2017	SNV-A-02117	2,745.36	31-03-2017		31-03-2017	31-03-2017	2,745.36	0	0
								2,745.36		
Customer: ALTERRA S.A.										
10	13-03-2017	SNV-A-02099	620.00	13-03-2017		13-03-2017	13-03-2017	620.00	0	0
								620.00		
Customer: ANEK LINES S.A.										
11	31-10-2017	SNV-A-02242	15,104.40	31-10-2017	CRC-A-00095	31-10-2017	31-10-2017	15,104.40	0	0
								15,104.40		
Customer: ASTRAZENECA A.E										
12	11-03-2017	SNV-A-02073	11,062.23	11-03-2017		11-03-2017	11-03-2017	11,062.23	0	0
Σ								**469,864.31**		

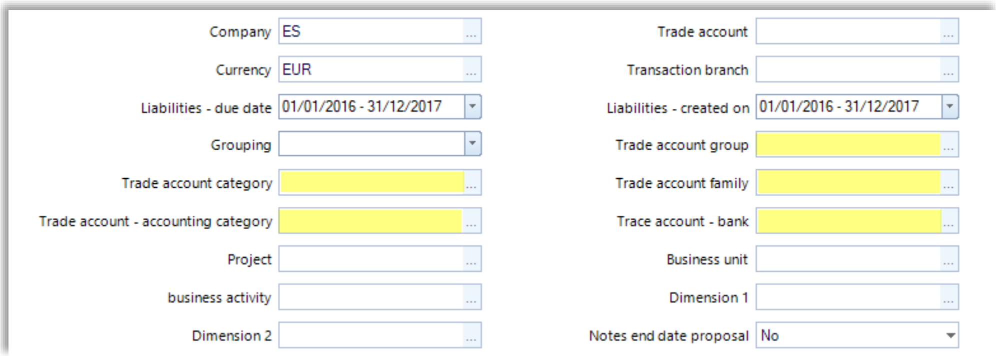
Entry: 4 from 249

Planning of payments

New criteria for selecting suppliers have been added to planning of payments processes (Planning of payments, Payment planning process: pending approval, Payment orders approval, Create payments based on approved orders):

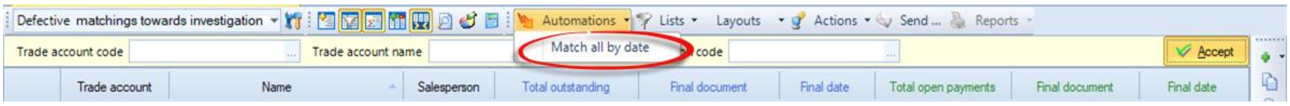
- **Group**
- **Category**
- **Family**
- **Accounting category**
- **Bank**

The "Bank" refers to master bank account of trade account.



Other improvements

- Automation for matching by oldness has been added to Defective matchings towards investigation views (*Financials/ Accounts Receivable/Information* and *Financials/ Accounts Payable/Information*) which show trade accounts with unmatched opening AND closing entries (*that, probably accidentally or document changes lost their matching)*.



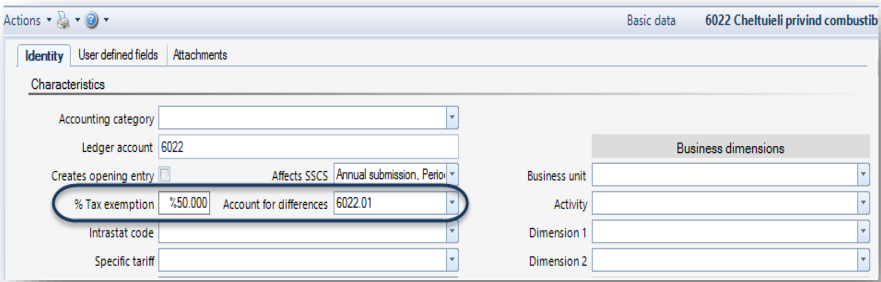
- During new Bank account registration, its "code" is copied to "alternative code" in order to be visible, if (our) Bank account is selected as "Default company account" in a Bank account of a trade account. In this list (of trade account or Person Bank accounts) its alternative code is shown along with the "Account number" in the column "Default company account".

Accounting

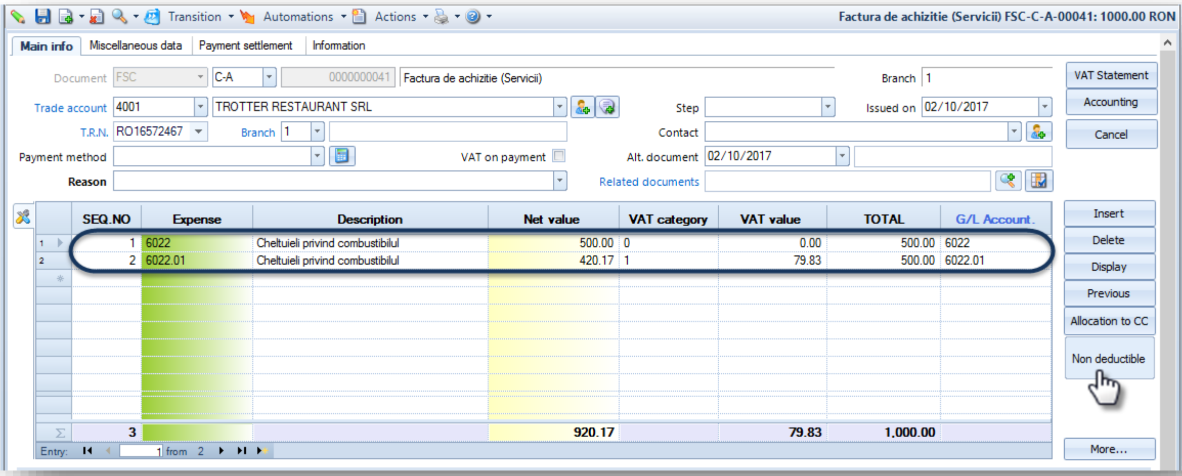
Deductible Expneses

At this version, some enhancements have been made on non-deductible expenses. These improvements is aimed at facilitate users at the registration of expense documents when expenses are not fully deductible but only up to a percentage (e.g. fuel expenses).

- In the generic items/ Non-Deductible Expense, the following fields must be configured.
  - ✓ Account for differences. In this field, the relevant deductible GL account must be defined, consequently, the corresponding generic item -expense should also be created.
  - ✓ % Tax exemption. It is the percentage of the tax deduction.



- At the document's registration and after expense line's insertion, the user through the new action **Non deductible** may insert automatically a new line with the deductible expense that is linked to the initial expense in the field Account for difference. The values will be calculated in both lines anew taking into consideration the % Tax exemption field. Moreover, information related to the company dimensions & user defined fields will be copied from the initial line to the new one. It is highlighted that the action will be executed for all the selected lines. Lines in expenses without account for difference or % tax exemption are excluded.

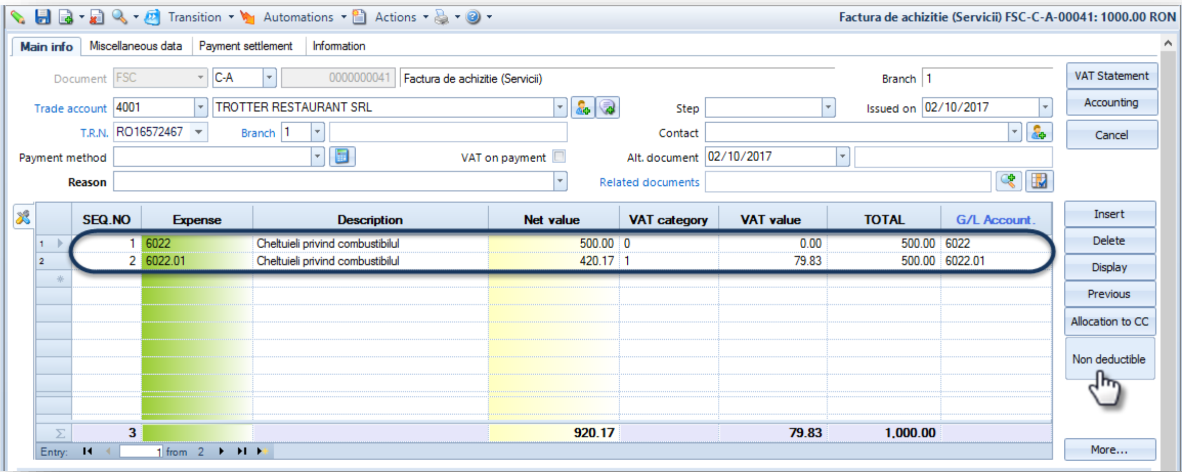


Note that…

The action “**Non deductible**” is available in the Expense document types with one the following dynamic form: ESFIDocumentTrade_PurchGItem_DEF or ESFIDocumentTrade_PurchGItemPay_DEF. However, you may add this functionality in any of the purchase or expense document by using the automation AddDeductibleExpense which is located in the area: ESFormCommands\ESFIDocumentTrade.

- Accounting posting | Non-deductible VAT – Post directly to the expense account

1. In this case, the Non-deductible expense should have 0% VAT category and the deductible expense the normal VAT category.

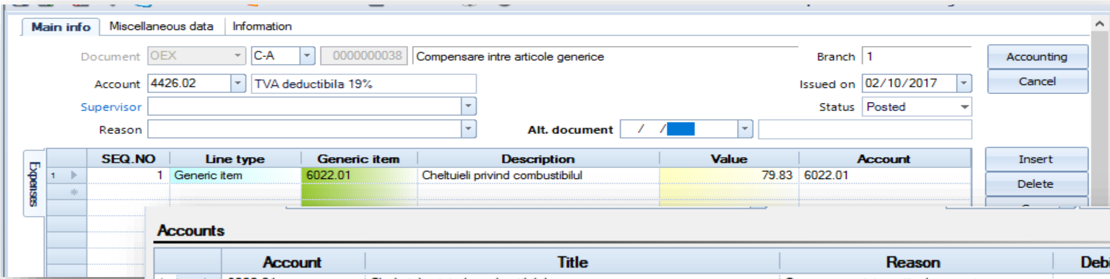


The accounting entry will be as follows:

Accounts

	Account	Title	Reason	Debit value	Credit value
1	6022	Cheltuieli privind combustibilul	Factura de achizitie (Servicii) / TROTTER RESTAU...	500.00	0.00
2	6022.01	Cheltuieli privind combustibilul	Factura de achizitie (Servicii) / TROTTER RESTAU...	420.17	0.00
3	4426.02	TVA deductibila 19%	Factura de achizitie (Servicii) / TROTTER RESTAU...	79.83	0.00
4	4010.02	Furnizori externi	Factura de achizitie (Servicii) / TROTTER RESTAU...	0.00	1,000.00

2. At the end of each month, VAT reconciliation is required for the amounts accumulated to the VAT account. These amounts must be transferred to the expense account. For this, the document type OEX may be used.



Accounts

	Account	Title	Reason	Debit value	Credit value
1	6022.01	Cheltuieli privind combustibilul	Compensare intre articole generice	79.83	0.00
2	4426.02	TVA deductibila 19%	Compensare intre articole generice	0.00	79.83

3. In the Purchase - VAT Journal the document will be presented in two separated lines as follows.

General document data					VAT%		Domestic purchases & taxable imports outside the EU		Domestic claims on monthly basis								Domestic purchases	
ment	Related document date	Trade account code	Trade account name	Trade account TRN	%VAT	Total	Net value	VAT value	VAT on payment	Total paid amount (in Month)	Exigible net value	Exigible VAT value	Total paid amount (Total)	Total, Non exigible	Non exigible net value	Non exigible VAT value	Exempted VAT	Goods Net value
	02/10/2017	4001	TROTTER RES...	RO16572467	0	500.00			☐	500.00			500.00	0.00	0.00	0.00	500.00	
	02/10/2017	4001	TROTTER RES...	RO16572467	19	500.00	420.17	79.83	☐	500.00	420.17	79.83	500.00	0.00	0.00	0.00		
	30/11/2016	50006	Oficiul National A...	RO8802069	19	0.00			☑	0.00	0.00	0.00	0.00	11,900.00	10,000.00	1,900.00		

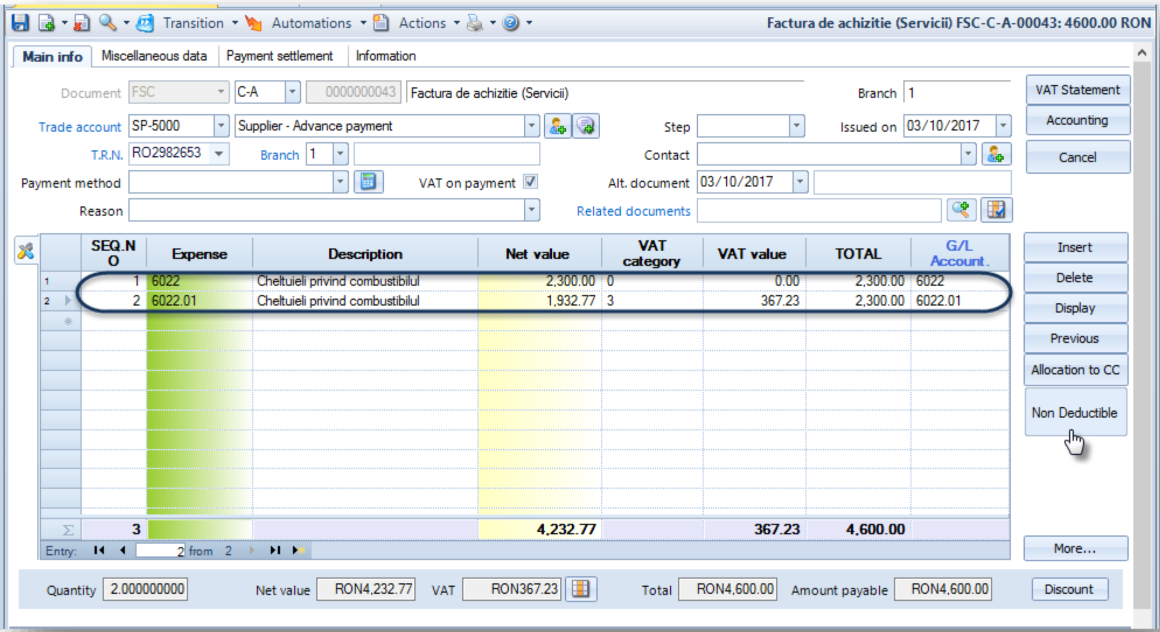
- Accounting posting | Non deductible VAT – Post directly to the expense account

In the cases where the non-deductible must be posted to the expense GL account directly, you need to follow the next steps.

1. The expense item (6022.1) must be linked to a VAT category defined as Non deductible.

	Category			% per VAT regime				
	Code	Description	Non deductible	Standard	Special	In EU	Outside EU	Exemption
1	1	TVA 19%	☐	19	0	0	0	0
2	3	TVA 19% (Nu este deductibil)	☑	19	0	0	0	0

2. The document:



3. The accounting entry:

Accounts

	Account	Title	Reason	Debit value	Credit value
1	4010.01	Furnizori interni	Factura de achizitie (Servicii) / Supplier - A...	0.00	4,600.00
2	6022.01	Cheltuieli privind combustibilul	Factura de achizitie (Servicii) / Supplier - A...	2,300.00	0.00
3	6022	Cheltuieli privind combustibilul	Factura de achizitie (Servicii) / Supplier - A...	2,300.00	0.00

VAT Regime in accounting entries

The "VAT Regime" has been added to the accounting entries, so information about VAT could be easily extracted from accounting. It is automatically transferred when the documents are posted (Post).

	Account	Title	VAT Regime	Debit value	Credit value
1	20.01.00.0018	Domestic Purchases 24%	Standard	30.00	0.00
2	50.00.00.0000	Domestic Suppliers	Standard	0.00	35.40
3	54.00.20.0018	Purcahse VAT 24%	Standard	5.40	0.00

To use this information, the **Trial Balance – VAT monitoring** has been added (*Financials/Accounting reports*), which has the same functionality and appearance with the General and Detail Ledger Trial Balance, except that it contains the following additional grouping fields: the VAT Regime, VAT Category (defined in the account) and the Trade Account. This Trial Balance has as default those account types that refer to VAT (Purchases, Revenues and Expenses).

VAT Regime

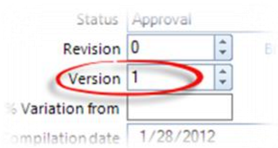
#	Ledger account	Title	Debit brought forward	Credit brought forward	Period debit	Period credit	Debit Balance	Credit Balance
VAT Regime Standard								
1	3010.01	Materii prime (constiuire cost import in curs)	0.00	-2,000.00	0.00	0.00	2,000.00	0.00
2	3021	Materiale auxiliare	0.00	10,000.00	0.00	0.00	0.00	10,000.00
3	3710.01	Marfuri in curs de import	269,259.24	890.00	0.00	0.00	268,369.24	0.00
4	4411	Impozitul pe profit	0.00	87.00	0.00	0.00	0.00	87.00
5	4426.01	TVA deductibila 9%	8.26	0.00	0.00	0.00	8.26	0.00
6	4426.02	TVA deductibila 19%	64,985.02	28.50	0.00	0.00	64,956.52	0.00
7	4426.03	TVA deductibila 24%	41,548.31	0.00	0.00	0.00	41,548.31	0.00
8	4427.01	TVA colectata 9%	0.00	25.25	0.00	0.00	0.00	25.25
9	4427.02	TVA colectata 19%	0.00	-94.45	0.00	0.00	94.45	0.00
10	4427.03	TVA colectata 24%	0.00	19,984.39	0.00	0.00	0.00	19,984.39
11	4428.01	TVA neexigibila 9%	25.25	130.66	0.00	0.00	0.00	105.41
12	4428.03	TVA neexigibila 24%	21,147.02	4,023.77	0.00	0.00	17,123.25	0.00
13	446	Alte impozite, taxe si varsaminte asimilate	14,266.00	31,845.84	0.00	0.00	0.00	17,579.84
14	447	Fonduri speciale - taxe si varsaminte asimilate	0.00	117.00	0.00	0.00	0.00	117.00
15	4482	Alte creante privind bugetul statului	0.00	122.72	0.00	0.00	0.00	122.72
	VAT Regime - TOTAL		**411,239.10**	**65,160.68**	**0.00**	**0.00**	**394,100.03**	**48,021.61**
VAT Regime In E.U.								
16	3710.01	Marfuri in curs de import	143,250.70	0.00	0.00	0.00	143,250.70	0.00
	VAT Regime - TOTAL		**143,250.70**	**0.00**	**0.00**	**0.00**	**143,250.70**	**0.00**
VAT Regime Outside E.U.								
17	3710.01	Marfuri in curs de import	130,121.25	0.00	0.00	0.00	130,121.25	0.00
18	446	Alte impozite, taxe si varsaminte asimilate	-8,000.00	0.00	0.00	0.00	0.00	8,000.00
	VAT Regime - TOTAL		**122,121.25**	**0.00**	**0.00**	**0.00**	**130,121.25**	**8,000.00**
Σ	**GRAND TOTAL**		**676,611.05**	**65,160.68**	**0.00**	**0.00**	**667,471.98**	**56,021.61**

Entry: 1 from 18

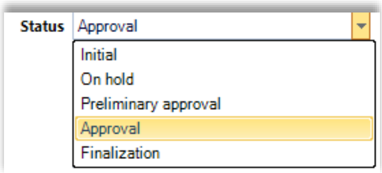
Other improvements

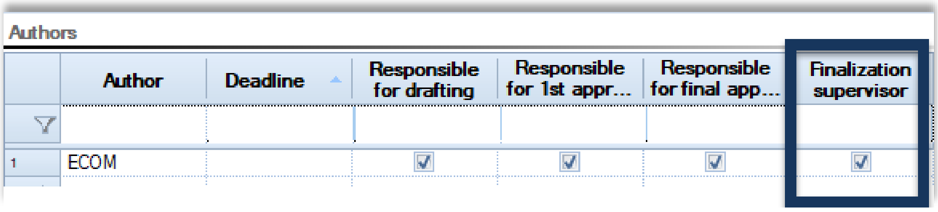
Budget

- The 3rd level of horizontal dimensions is applicable to the available dimensions (Budget Sheet columns) and the grouping fields of comparison cube.
- In Budget Sheet the new grouping, **Version** has been added. It acts like the field Revision, i.e. the sheet can be copied with the same code and different version.



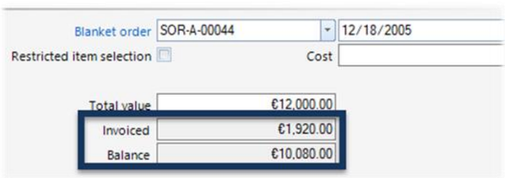
- The new approval level **Finalization** and the corresponding setting for the supervisors of several approval levels (Finalization supervisor) have been added.





Contract

Two new fields have been added to the trade account Contract UI form in order to check the Contract execution: **invoiced amount** (net value) and **balance** (in relation to its total). The invoiced amount is calculated by the trade account turnover of the Contract by all documents in which the current Contract has been assigned to (from valid start).



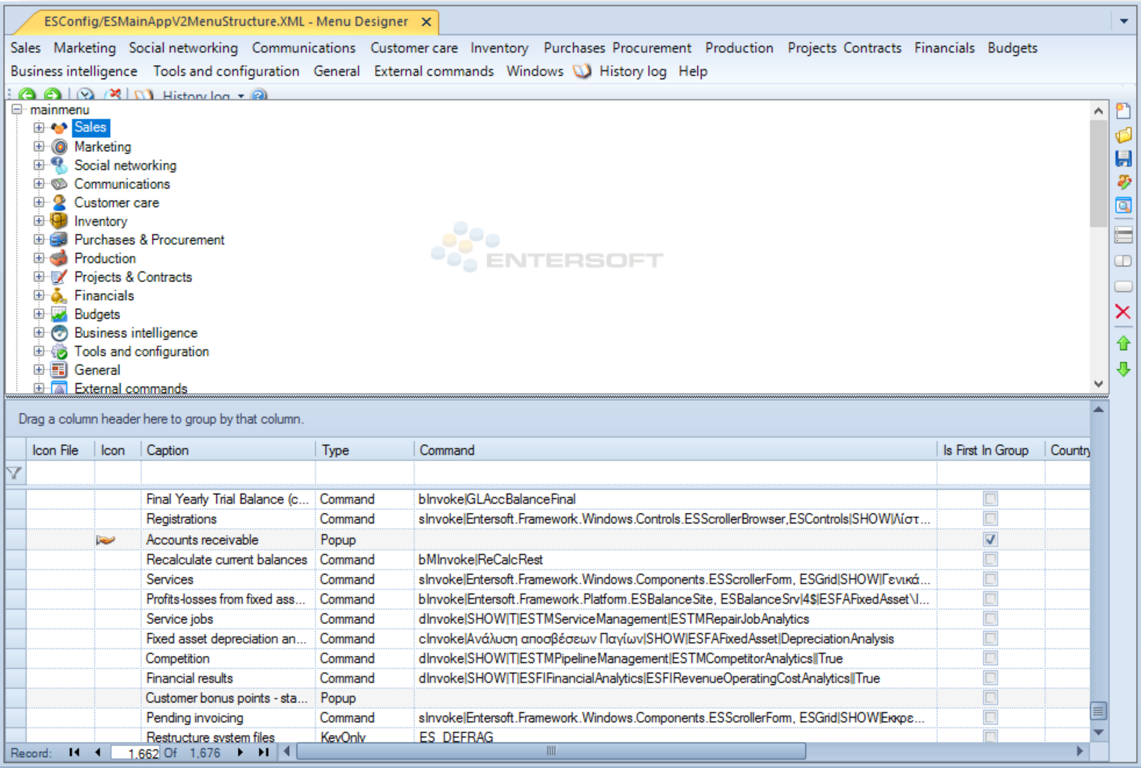
Improved performance

Significantly improved performance while processing price lists in the documents.

Horizontal functionality

Menu configuration

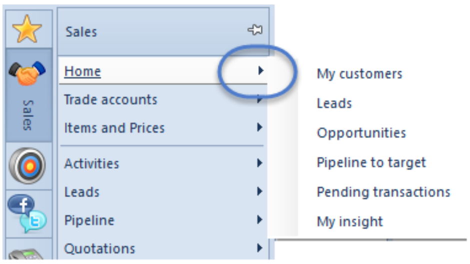
The menu and toolbar designer is accessible through *Tools & configuration/Additional development tasks/Menu configuration…*



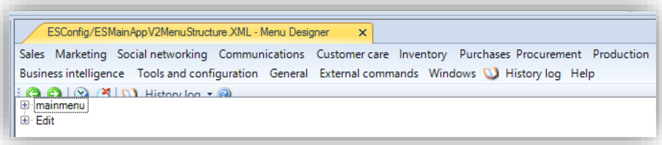
Menu designer improvements

- Rearrangement of tools and use of more user-friendly icons in the toolbar.
- Option for inserting "popup button" has been added.
- Henceforth, the setting Type = Command in existing popup type menu items is available. As a result, existing popups can be converted to popup buttons.

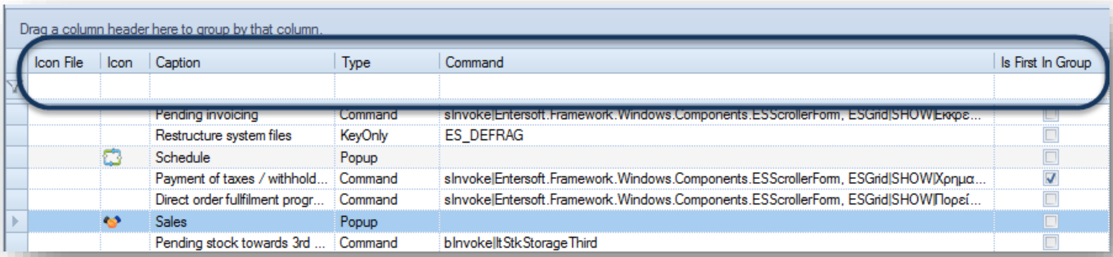
Popup button example



- The New menu option for new menu creation has been added. While the menu is new, the "Save" option is disabled. The only available option is the "Save as…". After saving, the option is enabled.
- The window title (mdi tab) shows the file path of the menu in process. If this menu is located in the application folder, then the relative file path is shown.



- The list (grid) with the menu items acquired direct filter line**:**


Drag a column header here to group by that column.

Icon File	Icon	Caption	Type	Command	Is First In Group
		Pending invoicing	Command	sInvoke|Entersoft.Framework.Windows.Components.ESScrollerForm, ESGrid|SHOW|Εκκρε…	☐
		Restructure system files	KeyOnly	ES_DEFRAG	☐
		Schedule	Popup		☐
		Payment of taxes / withhold…	Command	sInvoke|Entersoft.Framework.Windows.Components.ESScrollerForm, ESGrid|SHOW|Χρημα…	☑
		Direct order fulfilment progr…	Command	sInvoke|Entersoft.Framework.Windows.Components.ESScrollerForm, ESGrid|SHOW|Πορεί…	☐
		Sales	Popup		☐
		Pending stock towards 3rd …	Command	bInvoke|ItStkStorageThird	☐

- The menu designer invocation through ESRetail and ESKiosk applications, is depicted as 'blocking dialog' with Accept and Cancel buttons.

Access control

Henceforth, the privileges to the user in order to design / manage menus are assigned through the new access privileges in **user privileges**:

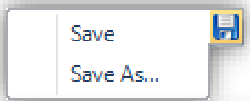
- Design application menu
- User menu management

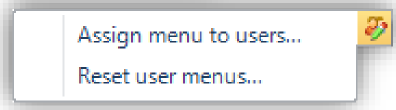
Thus, a user is not required to be "System Administrator" (administrator) to have access to these functions.

User menu management

The user menu management is done through the menu designer.

Save	By selecting the "Save as…" option, the default directory for saving is **\CSMenus**	
User menu management	Through the option Assign menu to users the menu in process is assigned to users.	
	Through the option Reset user menus**,** the menus assignment to selected users is reset, i.e. **a**. Delete saved menus and **b**. Delete custom user menus (ESGOUser).	





Login user - Menu identification

The menu applies the "shadowing" logic in 2 levels (generic menu, user menu):

- New folders in the application folder have been created: **\ESMenus** and **\CSMenus**.
- If a menu is assigned to a user in ESGOUser.MenuFile (at \CSMenus or \ESMenus) this will be loaded, else the application default menu will be loaded from \CSConfig, \ESConfig.

ESRetail

Technical information – Access control

Hence, information about Data Bases, Users etc. will be only accessible to administrators through the status line, just like in Entersoft Business Suite, Entersoft Expert.