



Adding Value, Going Beyond The Product

Our focus and forte is to work with you to understand your way of doing business and then extract the value you require from the ERP/ retail solution. We seek to go beyond the product by offering add-on modular solutions that allow you to benefit from the added value derived in your business. Our services range from consulting in scoping your unique business processes, determining the best-fit software solution to project implementation, including training and post-project SLA(s) for ongoing support and operations staff recruitment.

We aim to build solid relationships with our customers based on trust and a consistent level of service reliability. By partnering with other leading software vendors each being a specialist in their own industry (workflow, business intelligence, warehouse management and more) we strive to create a holistic solution and a single point of reference for all your enterprise management software.

Our pledge to you is our refusal to allow you to be constrained by the product limitations and we go beyond the product by offering add-on modular solutions (developed but mostly tweaked) to fit your way of doing business.



What We Do

Our aim is to extract the most value from your enterprise software. To achieve this objective we have enriched our software product portfolio with our own products and those of our third-party partners' products to fit specific markets.

Our solutions are designed for the following industries and their unique business requirements:

- *Supply Chain Management*

Our customers in the Wholesale & Distribution industry require solutions that facilitate the data interchange between their enterprise software and their warehouse management & delivery business partners (to whom our clients outsource the latter functions)

- *Retail Back-Office Accounting*

An example is a corporate group of entities that have stores / branches where the business transactions are locally processed but the central enterprise software must consolidate the accounting (e.g. a group of liquor stores with a centralized accounting office; or a franchise store processing stock transactions on one system but accounting is managed on the back-office accounting system).

- *Make-To-Order Job Manufacturing*

These companies fabricate or 'refurbish' to order and need to work with dynamic BOMs, and require accurate job estimation as well as fast turn-around of quotations. Job workflow control and tracking is also critical.

- *Business-2-Business & EDI*

This is any industry where the client requires a data interchange between their enterprise software and a third-party system (in-house or remotely located). Examples range from companies that have website portals processing product orders that must be 'imported' to their enterprise systems, to companies having an in-house system such as a 'billing' system whose invoices must be imported into the enterprise accounting system. A typical example: a supplier to Pick-Pay must comply by sending orders & invoices via EDI.

- *Multi-Company Corporates Operating In Africa*

Large corporates with branches or autonomous business entities operating in African countries, often require systems offering either processing on a centralised solution located at the head-office or syncing of the accounting data from the local ERP system to the head-office for consolidated reporting. Connectivity issues often hinder the operations of the business, however our multi-company solutions mitigate this risk.



We are a leading provider of ERP & retail business software solutions and consultancy services with customers and partners spread across Sub-Saharan Africa with offices in Johannesburg, Durban and Maputo. Our software is designed to add value that goes beyond the industry standard product offering.



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Supply Chain Solutions

A healthy supply chain is key to a wholesale and distribution company's ability to respond quickly to market demands. Accurate product and sales information must flow back to the company from the outsourced warehouse management & logistics business partner.

When You Need It?

- Is your supply chain preventing your business growth?
- Do you want to reduce your supply chain costs?
- Are your inventory levels too high or your forecasts incorrect?
- Is your warehouse underutilized or simply a little old fashioned?
- Are you unable to satisfy your customers' expectations and deliver on time?
- Do you lack visibility and control over your supply chain?

What We Deliver?

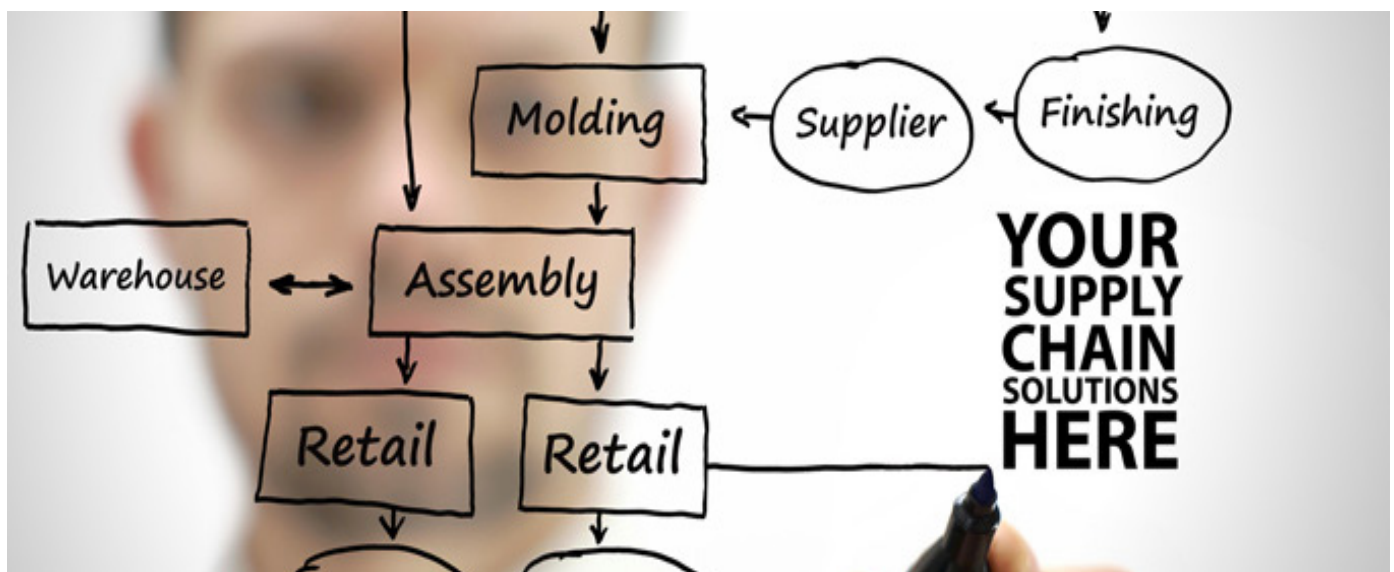
Our supply chain middleware in the form of B2B & EDI software modules facilitate accurate and precise interchange of sales and stock movement information between your ERP and your warehouse management business partner. We partner with 3rd-party software vendors in this space and together we offer integrated holistic solution offerings ranging from EDI interfaces to both our clients' client and the supply-chain house, business intelligence data mining to stock movement analysis for stock churn, lost sales and the efficacy of JIT principles.

How It Benefits You?

- Reduction of overall supply chain costs.
- Full visibility on the strengths, weaknesses and bottlenecks of your supply chain.
- Improvement of your current infrastructure.
- Increased flexibility and agility of your supply network.
- Clear and adapted roadmap for your solutions.
- Access to years of experience and knowledge.

What Makes Us Unique?

- Proven record in supply chain middleware software solutions.
- We have experience of partnering with the leading warehouse management companies (UTI, Imperial, Supergroup).
- We understand where the bottlenecks exist in supply chain.



Retail Back-Office Accounting Solutions

Retail stores have as a rule very sophisticated software managing their point-of-sale (POS) operations. These POS terminals process the end-of-day cash-up and then this sales information must be either manually entered or, at best, rudimentarily imported to the back-office accounting software. These environments demand, and are begging for, an integrated POS and back-office accounting solution.

When You Need It?

- Is POS sales information taking days or weeks to be captured to the back-office accounting system?
- Is daily sales information not readily available, delaying your sales analysis, leading to stock-outs?
- Are your competitors able to be more proactive, reacting more quickly to market forces?
- Is managing your suppliers' payments, reconciling their statements to your invoices time consuming?
- Are you over-paying your suppliers?
- Are your gross-margins under threat?

What We Deliver?

- Our back-office accounting solutions interface and integrate to your POS software.
- POS transactions are imported at a click-of-button via our of B2B software, an integral module of the back-office accounting solution.
- For those suppliers you are having to reconcile lengthy statements, our Supplier Recon Manager will import your supplier's statement and auto-reconcile to your accounting supplier invoices (even going as far as auto-allocating the invoices to cash-book payment).
- The Business Intelligence Reporting module permits you to 'dive & mine' your sales information daily, extracting business intelligence so you can pro-act quickly to market and stock changes.
- Our Business Alerts module empowers your back-office team to react quickly to alerts relates to the pulse of your business.

How It Benefits You?

- Reduced time-frame and improved accuracy in data exchange between POS and back-office system.
- Streamlines your computing operations, offering a fully integrated POS and back-office solution.
- Improves and empowers your daily / weekly decision making, preventing or reducing lost sales.
- Provides you with the tools to extract business intelligence reporting.
- Improvement of your current infrastructure.
- Increased flexibility and agility of your retail operations.
- With modern technology offering you a clear roadmap ensuring your retail solutions stay current.
- Access to years of experience in the retail back-office integration.

What Makes Us Unique?

- Proven record in retail back-office & POS integrated software solutions.
- We can draw from experience in working with prestige clients such as: the Spar Group, the Liquor City group, and many more...



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Make-To-Order Manufacturing & Job Production

Make-to-order, engineer-to-order and repair-to-order job shops need to react quickly on job enquiries, perform repair assessments or engineer designs that determine their job costing estimations. Often these job shops rely on Excel tools whose data is not integrated to the ERP system. What is required is a job production centric ERP that provides an integrated solution offering pre-workshop process workflow as well as on the shop-floor workflow (routing and tracking of the machine activities).

When You Need It?

- Are your inconsistent lead times (from order to delivery) affecting your delivery date promises?
- Are you using outdated estimation methods such as Excel, with no integrated job production software?
- Are the variable production runs, variable BOMs and poor supplier delivery promises playing havoc with your production promises to your clients?
- Do you have control over your procurement so that the job drives the procurement - ensuring JIT materials delivery and control?
- Are your job gross-margins under threat?

What We Deliver?

- Our jobPRO job production solutions are designed specifically for the job shop.
- Pre-shop-floor process workflow ensures smooth communication between the various departments (i.e. job receiving, stripping, estimation, quote preparation, quote authorization, order acceptance).
- Rapid estimation is facilitated by 'Search-&Import' on historic quotes, historic jobs and job templates.
- Job activity assessment is done on the shop-floor allowing machine operations, time estimates and stock enquiries to be integrated with the ERP.
- Job costing saves job estimates for comparison to job production 'actuals'.
- Shop-floor machine and manual operations can be 'routed' by the shop-floor foreman and tracked.
- Operators have access to their job queue and activities (required operations).

How It Benefits You?

- Job production pre-shop-floor workflow ensures reduced lead time from enquiries to order taking.
- Procurement driven by the job ensures your material is timeously ordered and suppliers meet required dates.
- Integrated estimation, quoting with ERP stock integrated facilitates compressing your client lead times.
- Consistent lead time promises secures your job-shop reputation.
- Your job-shop production team manage the jobs on a job production software and not on an accounting tool – thus you have a solution designed for job production engineers.

What Makes Us Unique?

- Proven record in job production and job-shop solutions.
- Our software has been designed with the input of and by job production job-shops.
- jobPRO is focussed on job production job-shops such as machine-shops, fabrication-shops and repair-shops.



Business-2-Business & EDI

UniSource's Business-2-Business Gateway solutions enable Sage Evolution to be seamlessly integrated with complex disparate systems. The Business-2-Business Gateway easily allows the import or export of Sage Evolution data from integration points such as Purchase & Sales Orders, Invoices, et cetera.

When You Need It?

- Do you require automation between Sage Evolution ERP and an external disparate system?
- Do your customers and suppliers require you to send or receive orders in EDI format?
- UniSource's Business-2-Business Gateway solution easily enables the above, and much more!

What Makes Us Unique?

- Our solutions have been extensively tried and tested in a variety of industries in
- UniSource is an approved Sage Evolution 3rd Party Developer
- UniSource's Business-2-Business Gateway has been approved by leading companies such as Spar, Pick 'n Pay, Vodacom and more!

Approved By:



Multi-Company Offline Accounting For Africa

With the GDP of many African countries growing far above that of countries of the developed economies, more and more large corporates are entering Africa and setting up autonomous business entities or company branches in Southern Africa. These larger corporates require the 'branch' entity to operate autonomously however the head-office (often in SA) also needs accounting multi-company processing.

When You Need It?

- Do have multiple business entities / ('branches') operating in remote geographical locations?
- Do you require web-based procurement workflow where the 'branch' makes purchase requisitions to a central office entity?
- Do you require the central entity to manage and process on the remote entity's ERP system, e.g. perform and / or authorise stock issues?
- Is centralised and / or consolidated entity reporting required at the 'central' entity?
- Do you require replication of the 'branch' entity database on the 'central' server to facilitate expedient and fast information enquiries not limited by geographical inter-country connectivity issues?

What We Deliver?

- Integrated multi-company offline accounting solutions are designed specifically for inter-company processing across remote geographical locations.
- Web-based procurement workflow facilitates the procurement requisitions from remote country 'branch'.
- Web-based stock issues out of remote entity can be processed by 'central' entity.
- Consolidated multi-company reporting is made possible on the home country server.
- Replication of entity database on central server in 'home' country.
- And much more...

How It Benefits You?

- Remote country entity can operate their own accounting autonomously whilst having or being accessed by the 'central' entity' – mitigates local site power failures
- Facilitates management and control of the remote business entities.
- Improves communications with the remote entities
- Permits easy consolidation of multi-company reporting.
- Permits home country access on its local server to the remote company entities' data.



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