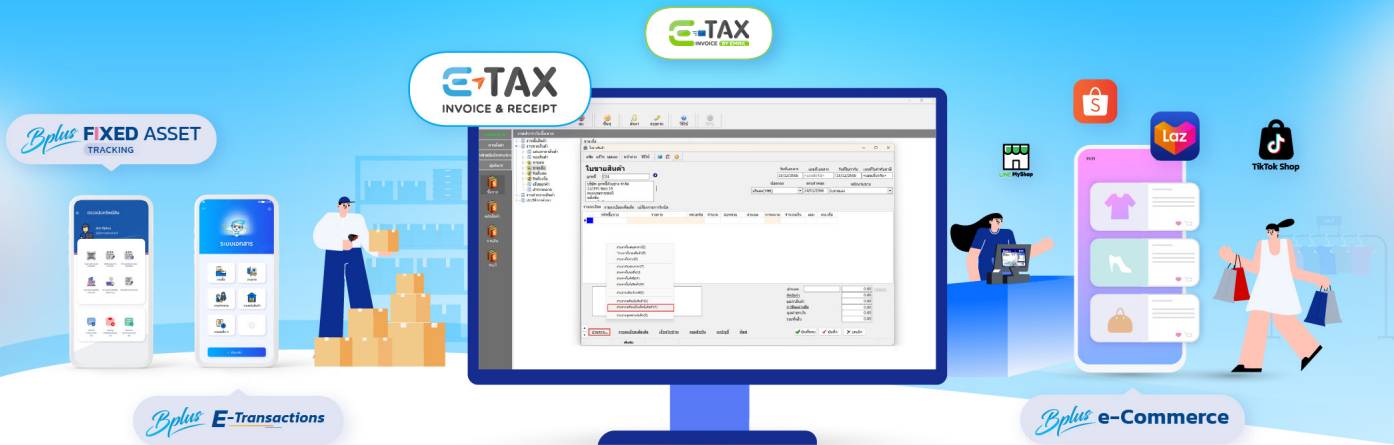


Bplus ERP

is a comprehensive accounting and management program
tailored to meet the needs
of businesses engaged in buying and selling.



Bplus ERP is an accounting and management system aimed at empowering business owners with in-depth insights into every aspect of their operations. This includes a comprehensive financial status of the business, allowing for the assessment of the business's future outlook. The program enables business owners to explore options and formulate contingency plans in case of emergencies, providing a strategic management perspective based on the available data. **Bplus ERP's** four main objectives for entrepreneurs and business owners are:



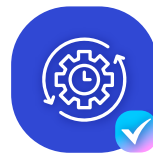
Increase revenue



Reduce costs



Boost profits



Enhance efficiency

Internal control for increasing revenue, reducing costs, maximizing profits, and enhancing efficiency.

Before we embark on business activities, we must first establish internal control within the organization. **Bplus ERP** places great importance on this aspect to ensure that documents leaving the business go through accurate and complete processes, controlled in a way that prevents leaks. This meticulous control ensures that revenue is increased as it should be, and funds flow into the business effectively. Costs and expenses can also be kept within the appropriate standards. **Bplus ERP** assists in controlling these aspects to achieve the four main goals of the business in four key areas:

- Controlling accuracy and completeness
- Managing tasks according to employee responsibilities
- Preventing fraud
- Managing document generation and approval of funds intelligently

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If every document of the business, of every type,

is accessible for recording by all employees, allowing them to view all documents even those outside their responsibilities, what is your opinion?



Do you want employees to work and see only information within their job responsibilities, is that correct? For instance:

1. Retail sales staff and wholesale sales staff will not see customer information or selling prices for each type.
2. The domestic procurement department and international procurement department employees will not see the suppliers of each department. They will not see suppliers from other countries that many businesses want to keep confidential, and so on.

Bplus Document Control Can Help:

- Ensure confidentiality and control employee access to information based on their roles by controlling document issuance down to sub-departments. For example, the purchasing department's documents can be subdivided, such as for international purchases, domestic purchases, equipment procurement, and separating documents based on the responsibilities of the employees. They cannot access documents from other departments, even if they are in the same division or department.
- Prevent errors, corrections, and losses for the business with documents issued from every department. Ensure that there is verification and approval from authorized personnel for every document, preventing the company from suffering damages due to incorrectly issued documents that did not pass the approval process.
- Prevent losses from unusually high-value document issuance. Without proper control, the business must bear the responsibility for errors. The program has processes to control the value of document issuance in various formats, including purchasing, sales, and document approval.
- Prevent losses from bad debts and reduced cash flow due to inadequate credit limit control. The program prevents selling beyond the credit limit and controls fund release by approving credit limits, which can be subdivided by a percentage of the total credit limit or has the highest authority to approve, either by one person or multiple persons as designated.
- Prevent fraud: Approved documents can be separated by importance, allowing various preventive measures. For instance, once approved, a document can be printed only once, whether on paper or in a paperless format like e-tax invoices, preventing reprinting. If printing for the second time, it should be indicated that it is a reprint. This effectively guards against fraudulent activities.
- Are you concerned when traveling abroad or taking a break for personal matters? Who will manage the documents to ensure that business continues seamlessly without interruption? Bplus ERP allows you to delegate temporary document management responsibilities to someone else.



This is part of the control process that will help achieve the goals of

• **increasing revenue** • **reducing costs**
• **maximizing profits** • **enhancing efficiency**
consistently.



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How Does Bplus ERP Help Increase Revenue?

1. Customer Order Reception

- Customer service points, sales administration, or sales staff ensure no missed sales opportunities and operate more efficiently. Instant responses to customer inquiries such as:
 - How much is it? Is there a discount for buying in larger quantities?
 - Is the product in stock right now?
 - In case of unavailability, the system allows for receiving orders to reserve products in advance, ensuring no missed opportunities for revenue.
- It helps employees become familiar with the products for better sales benefits by:
 - Assisting in avoiding product mismatches through product images accessible in the product catalog.
 - Serving as a sales assistant by providing highlighted features and benefits (encouraging messages).
 - Facilitating quicker learning for new sales staff about the products, reducing errors in sales. Providing beneficial product characteristics and details for sales, preventing employees from missing standardized product benefit recommendations.
- Negotiating prices with customers is facilitated with readily available information, eliminating disadvantages. For instance, information such as controlled prices, previously offered selling prices to the customer, given discounts, customer purchase history, credit terms, and whether there are outstanding debts, including timely debt payments.

2. In businesses that sell products, the initial challenge encountered is the mismatch between the purchasing unit and the selling unit of the products. For example, when importing products from abroad, they come in cartons, but when selling in bulk, there are promotional items complimentary as packs. Customer claims for damaged goods as pieces involving multiple units for the same product, creating a challenge in product management. Therefore, it is necessary to limit the selling unit format, resulting in missed sales opportunities. Bplus eliminates these limitations on selling units, providing a solution that facilitates convenient sales processes, allowing for effective management of various campaigns and promotions. This is achieved without compromising the accuracy of stock management for the same product type, eliminating the headaches associated with traditional methods that require creating multiple product entries while being unable to manage the quantity.

3. Various campaigns are organized with diverse formats to outperform competitors. Some campaigns are designed to support products with sluggish sales, such as selling bundled items with best-sellers to generate cash flow and replace stagnant inventory.

4. Delivery Notes/Tax Invoices reduce errors from manual data entry, such as separating the delivery location and customer address. Multiple locations or branches can be easily accommodated. Employees simply agree with the customer during the sale and select the customer's preferred delivery location, saving time and reducing input errors.

5. Various project tasks involve presenting projects with marketing calculations to close sales in Excel. Bplus ERP enhances convenience by allowing document imports from Excel, whether in the form of quotations or sales orders.

6. Product Sets: The arrangement of self-assembly products is simplified with the program, providing convenience to increase sales opportunities, boost sales volume, and accurately calculate costs, thereby reducing operational steps.

7. Distribution channels follow current trends and changing times, mixing between brick-and-mortar stores and online stores.

Bplus ERP facilitates sales through integrated offline and online sales channels, providing convenient sales management, monitoring, and increasing sales volume. This includes opening bills through the Back Office system on both PCs and smartphones, and in-store transactions through POS, websites, and online sales platforms.



8. For export businesses negotiating sales in various countries, the system supports sales in different currencies without currency restrictions. This aids international sales without limitations, facilitating payment receipt and automatically calculating profit or loss based on exchange rates.

9. Facilitate sales analysis from various perspectives and compare sales targets delivered directly to sales managers and sales staff for proactive analysis or adjustments to increase sales.





How Does Bplus ERP Help Reduce Costs?

1. Ensuring optimal inventory levels and emergency reserves based on EOQ principles and ABC Analysis. This reduces expenses related to storage and prevents capital from being tied up in excess stock.
2. Serving as an AI assistant for the procurement department by providing accurate numerical data for purchasing decisions, preventing missed sales opportunities before seeking approval.
3. Facilitating negotiation with suppliers through readily available contact history data, which can be readily deployed as soon as required.
4. Implementing an instantaneous ABC Analysis to eliminate Class C and Class D items, those with lower sales value but relatively higher quantity, before they turn into non-moving inventory. This helps prevent capital tie-ups, enhances financial liquidity, and frees up warehouse space for best-selling products or those earmarked for upcoming promotional campaigns.
5. Receiving Goods: Ensuring accurate receipt of goods from purchase orders through a comprehensive scanning system that automatically cross-references actual inventory with documentation. This control mechanism prevents cost escalation due to tracking or missed sales opportunities resulting from incorrect product receipts. Supported by advanced tools for meticulous inspection and verification:
 - Prevention of financial losses arising from payment errors and time wasted on follow-ups. For instance, incomplete receipt of goods can be verified before payment, minimizing the risk of incomplete tax document reconciliation (reduces the risk of fines).
6. Goods disbursement and dispatching products to branches or based on customer orders ensures accurate product fulfillment.
 - No additional costs are incurred due to the need for resending, adding, or replacing products resulting from discrepancies between the packed items and the documentation.
7. The work calendar is prepared in advance of upcoming tasks, allowing proactive preparations, such as arranging receiving areas for immediate organization upon the arrival of goods, and reducing time-related costs for unplanned management.
8. Cost reduction in printing, recording, and approval processes by transitioning to a paperless approach in document control processes.



How Does Bplus ERP Help Increase Profits?

1. Resolves issues related to selling at incorrect prices for customer groups, ensuring consistency in pricing across sales channels such as website prices and in-store prices. This helps prevent selling at incorrect prices and minimizes the risk of losses.
2. Enables swift adjustment of selling prices when the cost of purchased items significantly increases, avoiding losses from the current selling prices.
3. Controls the generation of purchase and sales documents to prevent errors caused by inputting abnormally high values.
4. Manages sales within the approved credit limits, reducing the risk of bad debts.
5. Controls and supports effective debt tracking, ensuring timely notifications and follow-ups on payments.
6. Prevents fraud and leakages:
 - Every document can be separated by importance, allowing various prevention methods. For example, once approved, a document can be printed only once either on paper or as a file (e.g. e-Tax invoice), preventing duplication. If a reprint is necessary, it should be flagged as a reprint to alert potentially fraudulent activities.
 - Controls documents must undergo approval before delivery.
 - Controls documents once prepared to be non-editable.
 - Controls documents once prepared to be non-cancelable.
 - Controls printing of documents, whether on paper or as a file, preventing reprints.
 - Tracks the document trail, including who recorded, approved, edited, deleted, or reprinted the document.
7. Controls payment to be timely and provides estimates of incoming and outgoing funds for effective cash flow management.
8. Ensures automatic deduction at the source to facilitate on-time submissions and avoid late fees.





How Does Bplus ERP Increase Efficiency?

1. Enhances sales efficiency by understanding which customer types, regions, and lines favor which products or disfavor which. This helps in creating marketing efforts that capture the interest of customers. For instance, selecting campaigns/promotions for popular products and strategizing for those with lower sales to boost overall sales.
2. Evaluates the effectiveness of various campaigns/promotions to determine their worthiness. This helps in assessing whether pushing certain products is profitable and aids in decision-making on whether to discontinue specific products.
3. Enhances decision-making efficiency through a multifaceted analysis perspective, such as a deep dive into the top 3 categories of the top 20 best-selling products. This includes identifying high-selling brands, ranking sales by sales regions, and sales representatives in each region. Additionally, it involves ranking sales by product categories and customer types and arranging them according to the types of products that each customer buys, enabling more effective marketing/sales strategies.
4. Can retrospectively examine whether it is more beneficial to analyze the lowest sales figures rather than the highest. This involves identifying trends indicating a decrease or increase in specific periods and analyzing quantities instead of sales figures. This allows for effective inventory management and the planning of seasonal campaigns.
5. Utilizes various tools to enhance operational efficiency, such as the ability to work from any place at any time with mobile recording tools.
6. Assists in estimating receivables to be collected, managing cash flow, and analyzing financial ratios such as receivable turnover and collection period.
7. Provides insights into estimated cash inflows and outflows of the business, offering a glimpse into the cash flow forecast in each period for effective financial management and turnover.
8. Incorporates financial statements, cash flow statements, and financial ratios for in-depth analysis, facilitating accounting and financial management of the business.

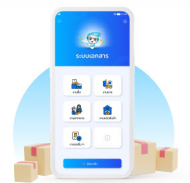
Supporting Additional Options



e-Commerce

Having a shop or storefront alone is not sufficient for the continuously growing e-commerce market in Thailand. Regardless of the platform, be it Lazada, Shopee, TIKTOK, or Line my shop, Bplus ERP complements the toolkit for efficient operations with Bplus e-commerce, making work more convenient by:

- Receiving sales orders, preparing deliveries, and generating delivery notes/tax invoices without redundant data entry.
- Saving time in product management and ensuring accurate and swift product deliveries.
- Segregating inventory between the online shop and warehouse with clarity.



e-Transactions

Addressing all documents, including procurement, sales, and warehouse operations (withdrawals, depreciation, and warehouse transfers), can be handled anytime, anywhere via online smartphones automatically Bplus ERP, allowing for verification.



Fixed asset tracking for counting and verifying asset conditions

Bplus ERP's Fixed Asset Tracking system facilitates the management of various assets during inventory checks. This includes office equipment such as computers, laptops, printers, mobile devices, meeting room equipment, presentation tools, or factory equipment such as tools, machinery, and components. Utilizing QR codes, Bplus ERP Fixed Asset Tracking simplifies the process of asset verification and helps monitor the possession of assets by employees.



Supports e-Tax Invoices in two formats:

- e-Tax Invoice by email
- e-Tax Invoice & e-Receipt

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