

ERM™ FOR IMPORTERS

BScaler Delivers Next Generation ERP – Built-in CRM, SFA and Service Desk:

Your goal as a business leader is to make life easier for everyone in the organization, wherever they are in the world. We make that possible with easy access to all of the appropriate information that everyone needs for fast decision-making. As soon as you make decisions (e.g. customer credit line, purchase order approval), the updates are there in real-time for all to work with. Everything that you can dream of to make the business succeed is included.

ERM Enterprise Resource Manager™ is The Next Generation ERP; a **web-based**, multi-lingual total business management solution with built-in CRM, SFA, Service, MRP, WMS, Consignment Management with shipment tracking and Financials for SMBs. ERM organically integrates all information from Marketing, Sales, Operations, Finance and Service organizations into a Unified Database System having over 30 user levels of security. It is easy to learn, simple to use and highly affordable for SMEs, particularly Importers.

ERM's business rules and workflow tracking methods (patent pending) will cut administrative and IT costs by 50% while dramatically reducing human error. *"Data entered once, used many times anywhere, anytime."* It is a **Revolutionary Painkiller** for importers, VARS, resellers, integrators and distributors with these unique features:

- **Consignment Management.** Ship items with their UPC codes on a Consignment Packing List. The ERM *Inventory-in-Transit* feature lets you track them from your location to the consignment location, while the ERM General Ledger records these special liability and revenue transactions as standard procedure. To settle with retailers as they report sales, simply click to invoice: ERM automatically reduces the consigned quantity and increases your revenues per the agreement. Thus, the Balance Sheet and other financial statements immediately reflect these new numbers.
- The **Customer Portal** lets your customers create new orders with their assigned discounts, open a service ticket, see their own price list, view pending orders and backlog, their account balance, credit availability and transaction history; view service ticket status with ticket/incident numbers.
- ERM provides a complete **WMS Warehouse Management System**, with locations anywhere in the world, down to aisle and bin, with tracking by Container, Lot, Sub-Lot, Expiration Date, Serial Number etc. The WMS is tied with your G/L system for Balance Sheet and Income Statement, and tied with Procurement, including drop-ship direct to your customer, whose ship-to and bill-to info come from the built-in BScaler Customer Relationship Manager. It's another example of the power of the BScaler Unified Database.
- Only ERM has **three complete RMA systems** for Service Desk, Customer Portal, MRP/WMS and the General Ledger with real-time visibility online. It spans world-wide locations and sub-locations to support mistake-free customer service, operations and accounting.
- The ERM **Commission Module** generates multi-level commission reports based on actual product cost or revenue and provides commission configurations for Sales Rep, Agent, Admin or Manager with any combination of the percents of Revenue or GP from: **Booking, Invoicing or Collection.**
- The **Fixed Assets Manager** is part of your G/L System. With mouse clicks alone, you: create a PO for the asset, receive it, date it and start its depreciation; record its Asset Tag Number, assign it to locations and users, print a packing List for shipping, record the transfer to its first/next location; transfer a Fixed Asset to and from Inventory when necessary; see its current value and dispose of it when its useful life is ended.

ERM FRONT OFFICE

Sales/Marketing/CRM: Keeps customer names, addresses, profiles, total contact history, credit lines, purchase history, service/support contracts, etc. in multi-lingual formats. ERM assists the managing of leads and sales across company business units and regions; it provides personal schedules and priorities; creates price Quotations ready for management approval and then for customers. Sales “Opportunities” automate your forecasts, and Invoicing automates commissions. ERM supports order booking and inventory requirements with simple mouse clicks from anywhere securely with a browser connection. ERM has completely integrated Sales Desks, Partner Portals, Customer Portals and the Service Desk, enabling whole **customer order life-cycle management**.

Service/Support: ERM lets users record customer calls and service incidents, set escalation levels and schedule service visits and assignments for problem tracking. It provides secure communication for all issues, letting appropriate people know where they are needed; it keeps records of every service transaction for billing and other uses. The Service Desk generates RMA packing lists for customers and vendors. ERM extracts customer information from your CRM data and customer shipment information provided your Invoice records. The ERM Service Desk is available 24x7 from anywhere with a secured browser.

ERM BACK OFFICE

Operations/Production: ERM converts customer purchase orders into fulfillment directions for production, tracking and accounting; it keeps product inventory by quantities, locations, costs and selling prices; it keeps bills of material (BOM) of parts assemblies (including other assemblies) and handles Invoice rollbacks and returns to stock. The ERM Warehouse Management System enables the careful tracking of items used in manufacturing to assure reliable supply; it tracks all suppliers by names, addresses, orders/status, etc. ERM records procurement requests, approvals and purchase orders and assists tracking order stages and status; it assists distribution of items within the company by showing item locations, printing packing lists / transfer orders and showing “In Transit” status between locations.

Finance/Accounting: ERM records every sale and purchase so that the accounting personnel and company leaders know the financial health of the business; it prepares customer invoices and records customer payments (AR) for them; it makes reports showing money owed to the business and by the business; it lists customers who are late to pay for orders. ERM tracks procurement orders for the company to pay (AP), requires management approvals and prints company payment checks. It maintains the company General Ledger, in balance; with a few clicks, it makes financial statements—Balance Sheet, Income Statement and Cash Flow—for company leaders, lenders, owners etc. ERM breaks down Expenses and Revenues by business unit and regions/departments.

Management: Generate reports of sales forecasts, order backlogs, customer payments due, company bills due and more; the Executive Dashboard shows the most relevant General Ledger current account sums and their histories; management generates a Trial Balance Worksheet at any time to learn the health of the business even before the end of an accounting period. This BAM, business activity monitoring, enables the executive to manage business from anywhere 24x7.

Application Administrator: This powerful yet easy-to-use, non-technical (non-IT!) ERM function adds and deletes users and customizes ERM for each particular business--information management without a DBA. The administrator configures 18 sub-modules to meet a company’s unique business needs.

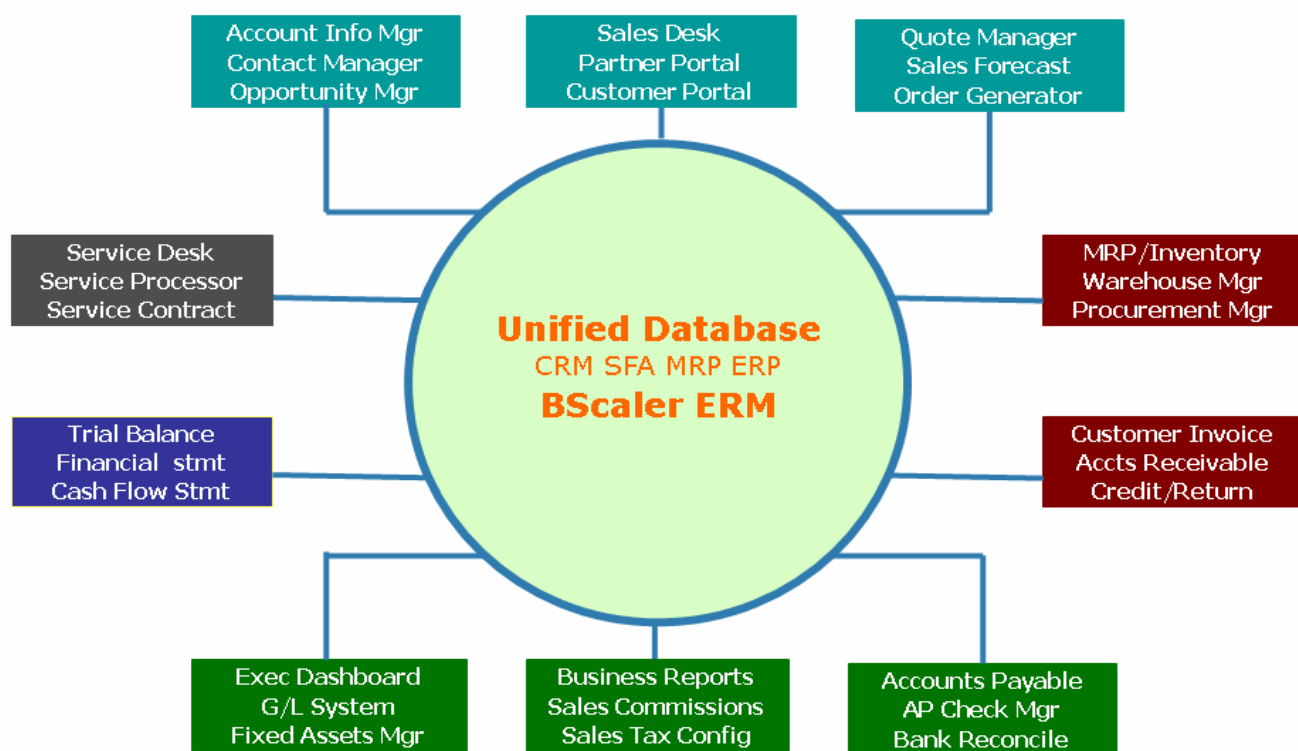
Security: BScaler employs industry-standard security methods, just as by large banks. Every ERM user is role-based (over 30 levels of security), allowing and preventing certain user responsibilities and privileges.

BScaler SaaS Plus provides the ERM Products in affordable configurations just right for your business. No other provider gives these choices of putting a SaaS Total Business Management Solution to work for you:

- **By Internet Subscription (SaaS)**
- **Client Owns the ERM Appliance server while BScaler manages it.**
- **Client Owns and manages the ERM Appliance server**

Full information about ERM is available at the BScaler website: www.bscaler.com

The Web-Based Total Business Management Solution



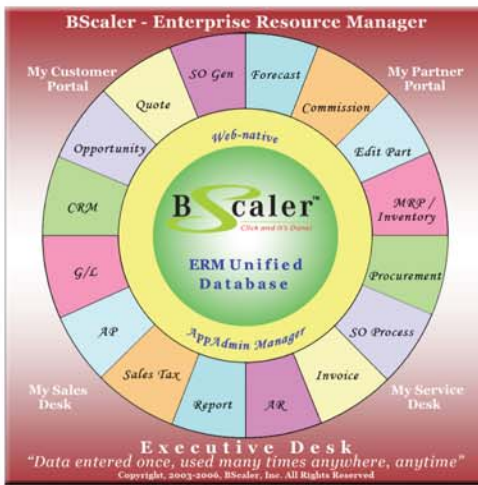
Customer Order Life-cycle Management

WHY BSCALER?

- Only BScaler offers truly integrated yet affordable, next-generation business management solutions - online and real time - for small to medium-sized businesses (SMBs).
- Our invention, BScaler's Enterprise Resource Manager (ERM), employs innovative business process rules and a workflow process-tracking schema (Patent Pending) to enable a business to operate in an efficient and least cost manner. ERM combines Sales, Service, Operations and Finance into its unified database to perform seamlessly, yet remains HIGHLY AFFORDABLE for SMBs.

➤ **INTEGRATED vs. INTEGRATABLE or TO BE INTEGRATED** ➤

Inte.gra.ted, Adj., formed or united into a whole



- BScaler's Business Management Solution arrives fully and truly integrated and ready to use, whereas our competitors' are to be integrated-requiring the deployment of consultants/partners, whose costs are beyond the financial capability of SMBs.

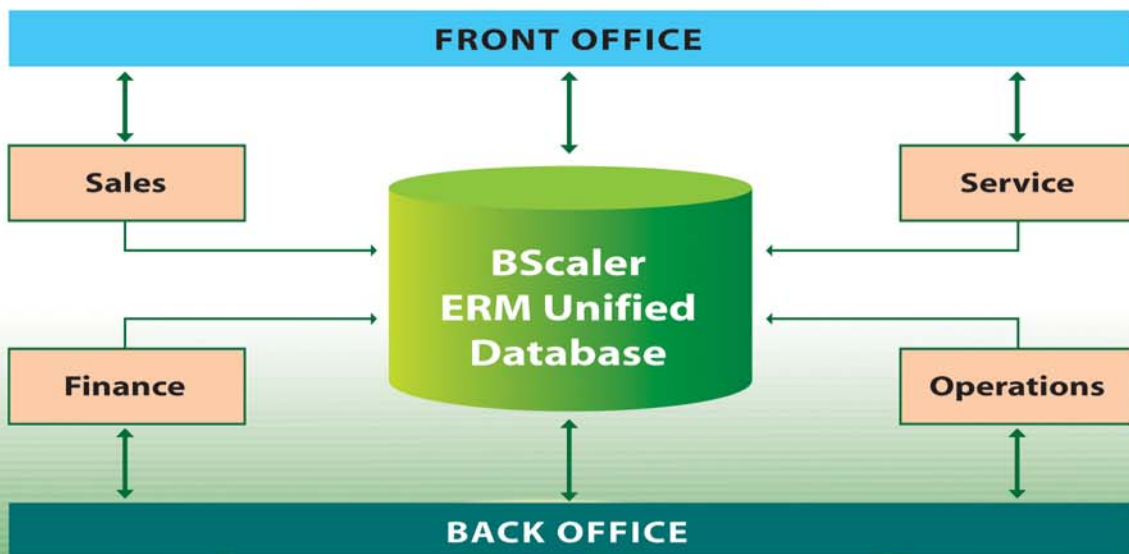
UNIQUE FAO SERVICES

- BScaler offers accounting services with very affordable terms, and at the same time, the client enjoys full access to its business data,

PAINKILLER FOR IMPORTERS

- ERM order tracking and other mission-critical features become the most effective painkiller for importers faced with growing pains and Anti-Dumping Audit by federal government.

UNIFIED DATABASE SYSTEM



Cut Administrative & IT Costs up to 50%

