



Soft One Technologies

The OPEN ENTERPRISE Solutions ERP Provider





The company behind the technology

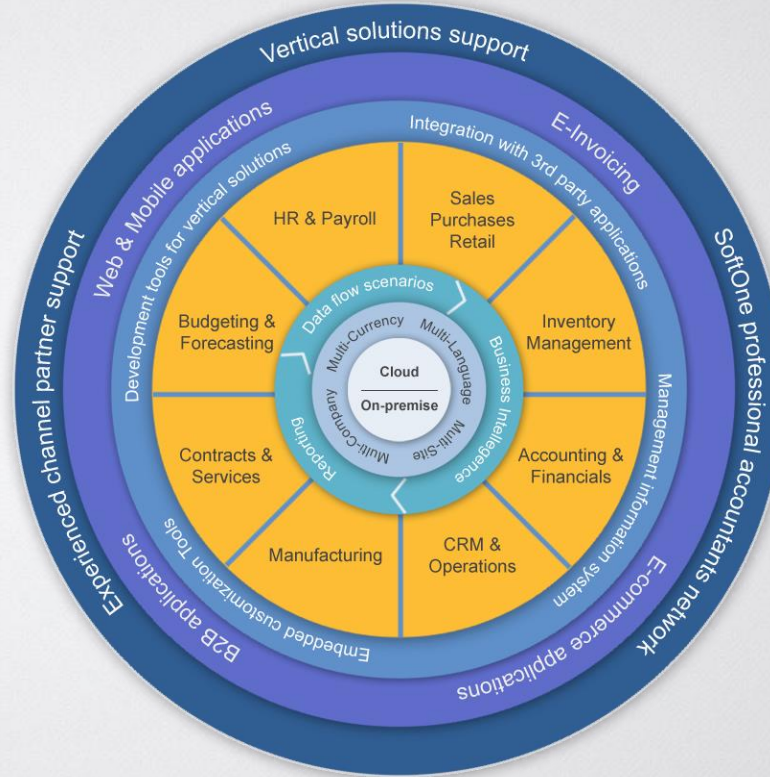


Soft1
Open Enterprise Edition

- Established in 2002
- Development of Packaged Business Software, primarily for SMBs
- Business model – Distribution via Channel Partners
- Pioneers on Cloud Windows Azure platform with Soft1 ERP
- 10,500+ installations South Eastern Europe, Russia and Middle East
- International installations – Cyprus, Romania, Bulgaria, Serbia, Turkey, Malta, Russia, Dubai
- Effective support organization serving 300 channel partners
- Management of SoftOne, 30 years ERP experience in packaged business software solutions
- 75 employees - marketing, sales, support, R&D, Accounting & Administration

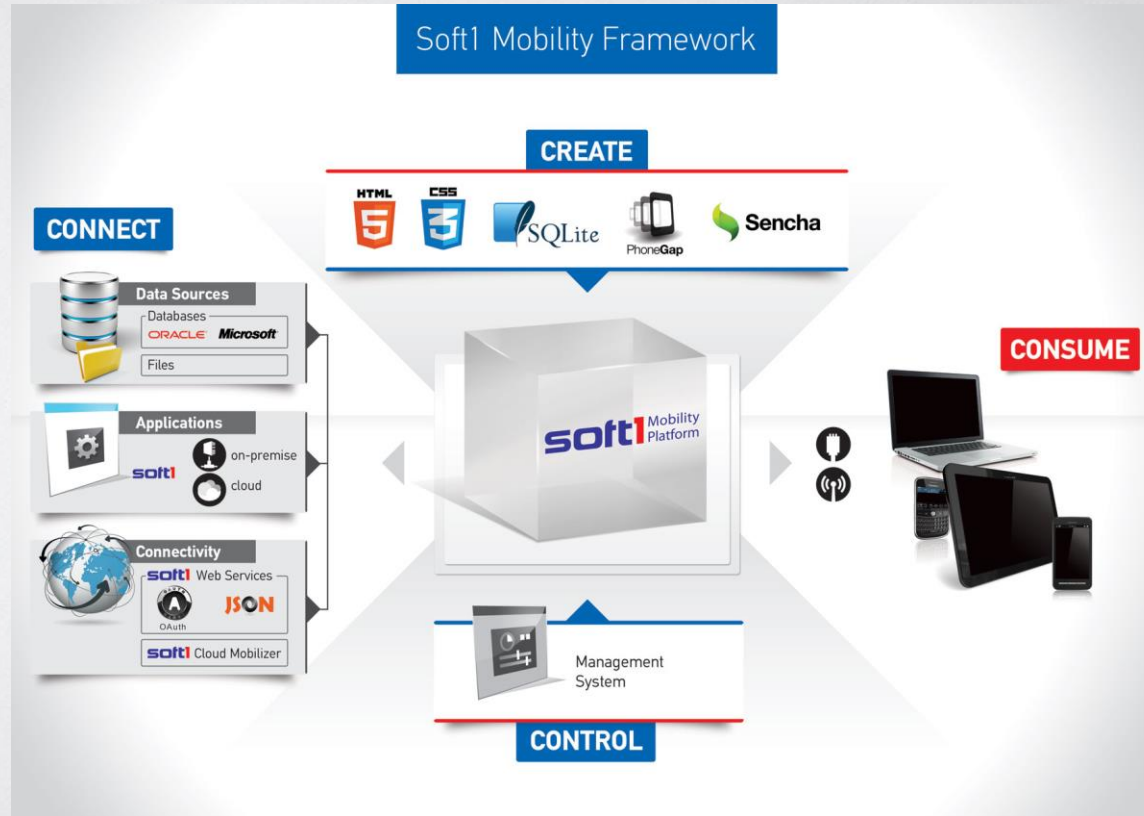


The Product: Single – Powerful - Open Enterprise Solution





Soft1 Mobility Framework





Application architecture



Design Principles

- Interoperability
- Cloud enabled
- Multi-tenant
- DB & OS independent

Operational Configurations

- Standalone
- Client / Server
- Cloud
- Web Server
- Com Server

Services

- Remote SMS & e-mail
- Web Services (REST, JSON)
- Cloud Agent through web sockets



Application Features & Capabilities



- Clipboard Integration
- Editable Browsers
- Quick View
- In-Field Calculations
- Jobs History
- Auto save & send reports
- Outlook Connector
- Custom Forms & Browsers
- Alerts – Event Driven Actions
- User Fields, Tables, Objects etc.
- System Functions – Business Functions
- Master – Detail Lists / Printouts
- Internal SQL Monitor & Explorer
- Data Import & Export (Excel, ASCII, etc.)
- System Log Files
- Activities Trace
- Drag n Relate
- Work Flow Scenarios
- Custom HTML Menus
- Drill down
- Search as you type
- Server or Client side report execution
- Custom Administration
- Auto Login System
- POS & Retail Management
- Gadgets (RSS, Data, HTML)
- Custom SDK Code Files
- S1 Database Designer
- Internal & Windows Scheduler
- Soft One Batch Script Language
- Email, Task, Calendar Management



Reporting Tools

Business Intelligence Tools

- QlikView
- Soft1 Dashboards
- Soft1 Pivot Tables

Embedded Reporting Tools

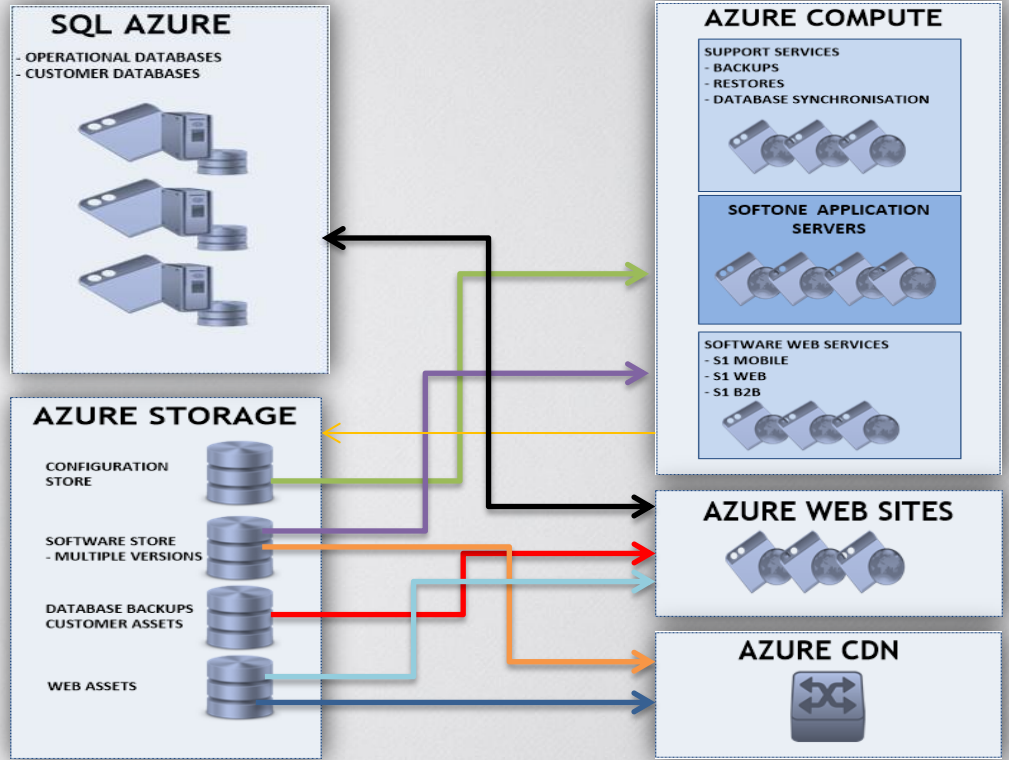
- Browsers
- Design Reports
- Open Reports

Integrated Reporting Tools

- Crystal Reports
- MS Word Forms & Printouts
- MS Excel Forms & Printouts



Architecture - Soft1 Ecosystem on the cloud (Windows Azure)





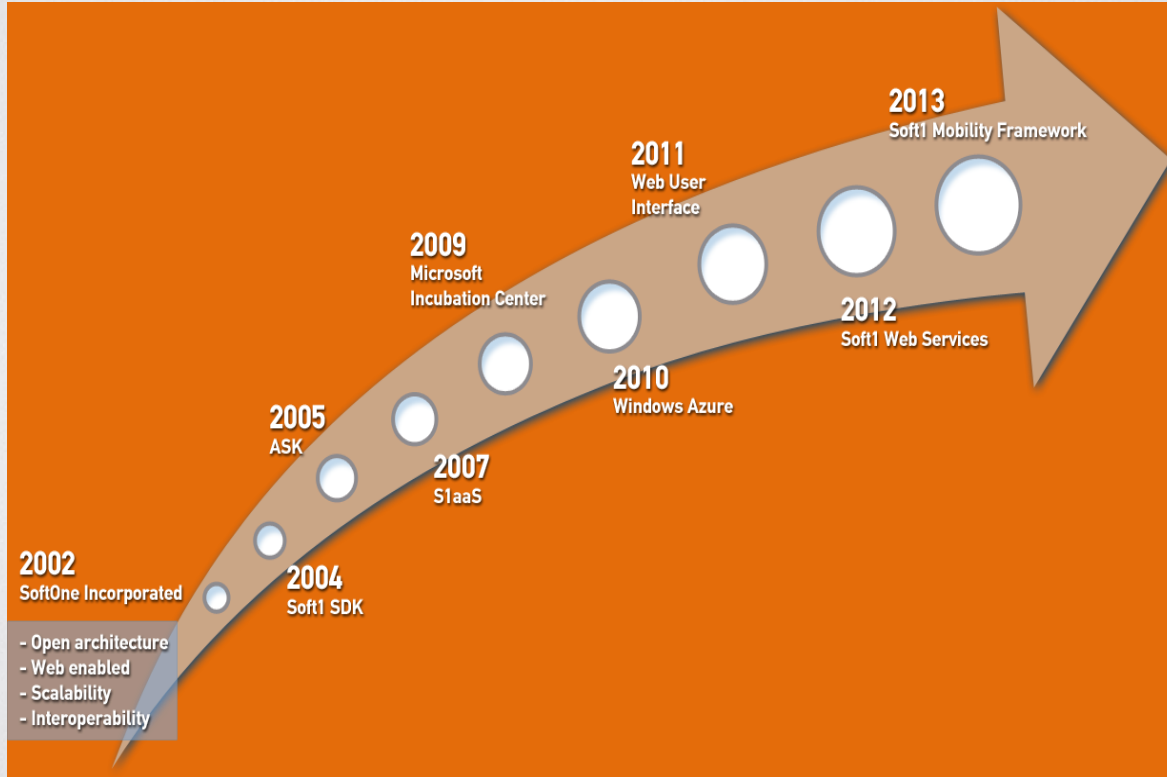
7 Reasons...

1. SoftOne Commitment
2. Choice in Soft1 delivery model
3. Anytime-Anywhere access
4. Soft1 a Development Platform
5. Role based functionality
6. Enhanced Business Intelligence capabilities
7. Corporate wide-visibility

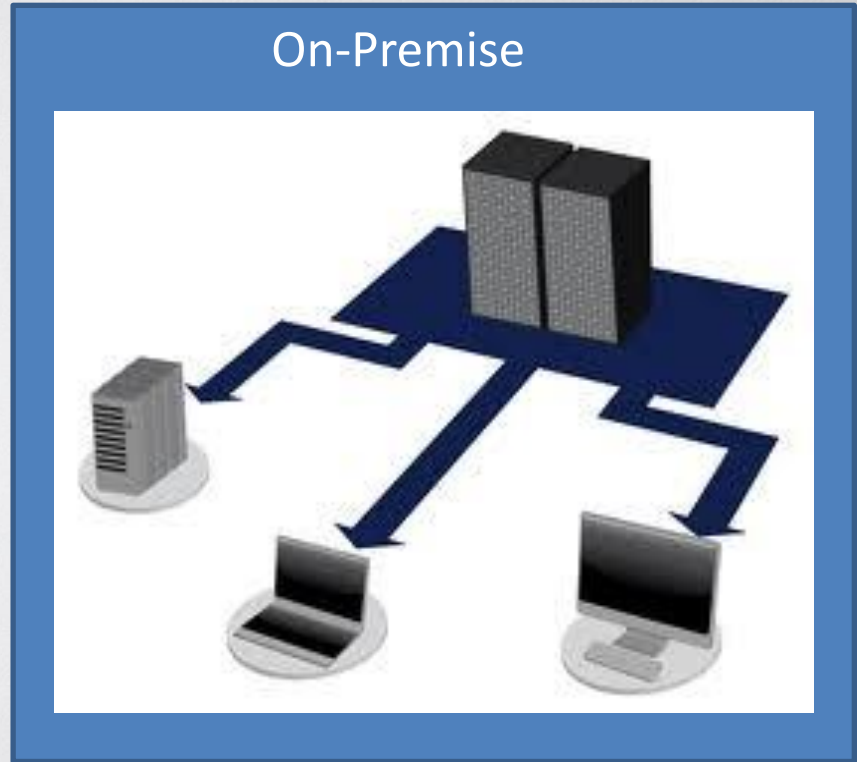
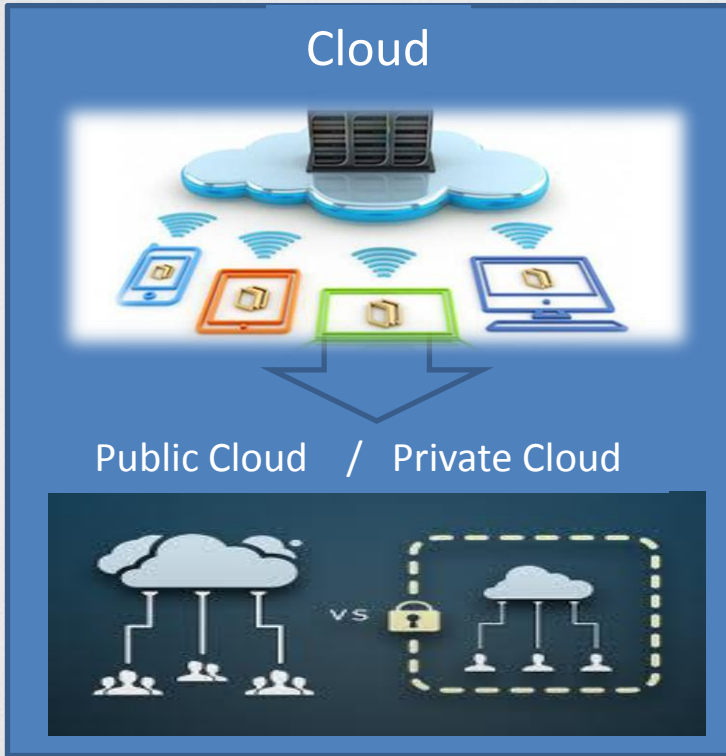


SoftOne Commitment

1



Year	Achievements
2005	Soft1 Product Launch 800 Customers - 90 Partners
2006	2.000 Customers - 140 Partners
2012	10.500 Customers - 300 Partners





Anytime – Anywhere Access

3



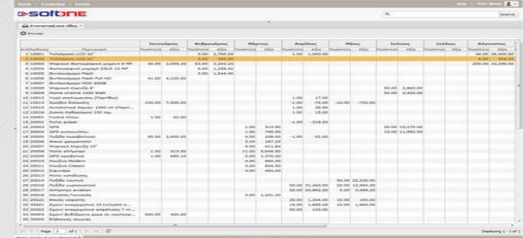
Company Financial Data
Soft1 QuickView



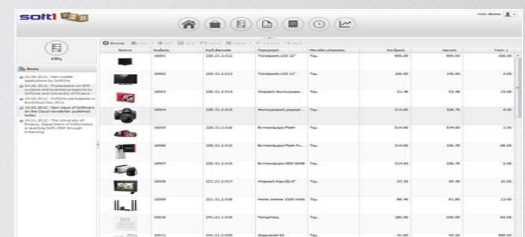
Gadgets
Soft1 MyPortal



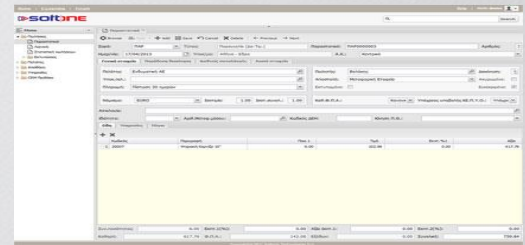
Sales & Service operations
Soft1 mCRM



Soft1 WebReport



Soft1 B2B

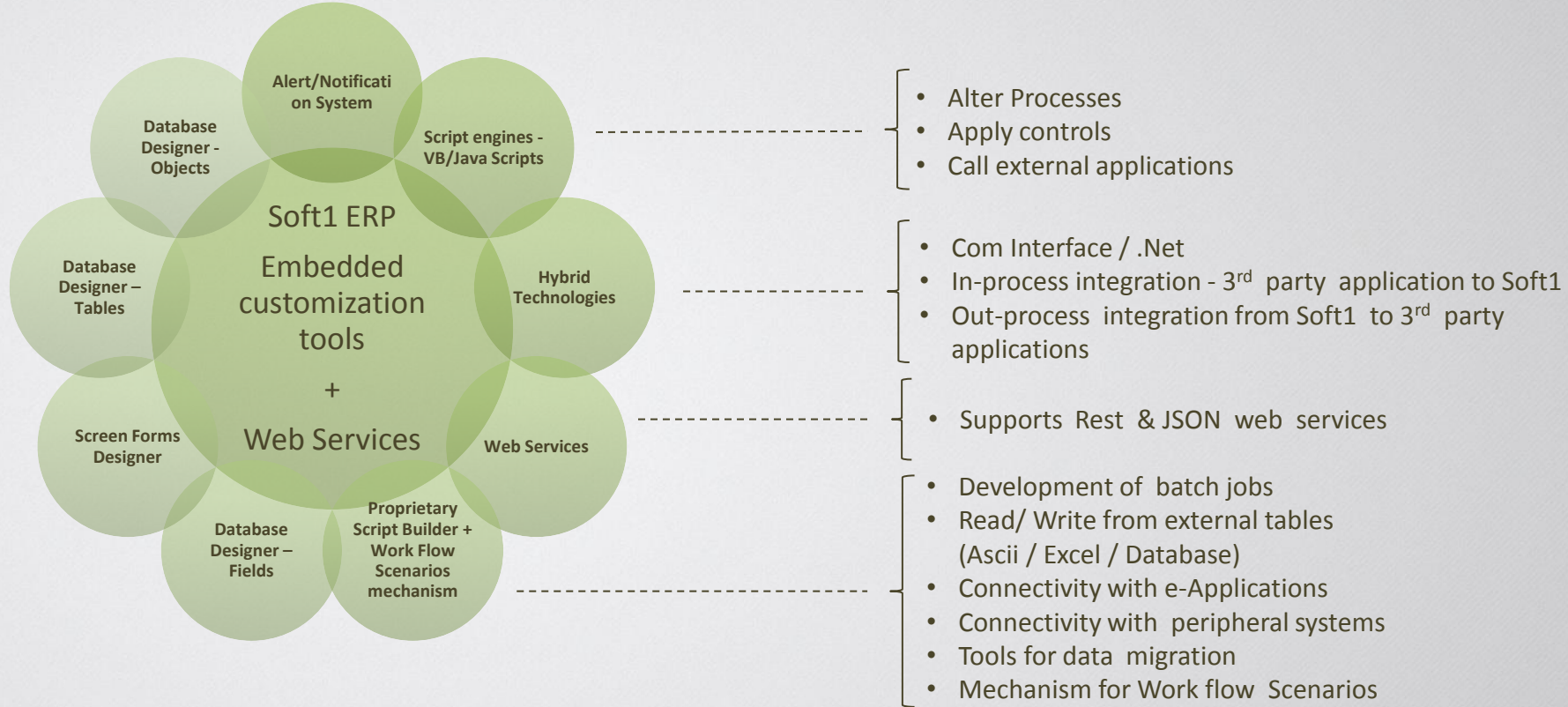


Soft1 Web360



Soft1 ERP a Development Platform

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Before
Standard Soft1
Retail Screen

Example of Soft1 Development platform

After
Modified Retail
Screen developed
with Soft1 Hybrid
Technologies

Menu Retail

View : Retail sales documents

TV LCD 32
1 x 999,00

2.281,20EURO

Series: 7023 ORDR Number: 16 Cash: 3800 Central till Payment: 1001 Credit card

Code	Name	Qty 1	Price	Disc. 1%	Value
1 10001	TV LCD 32	1	999,00		999,00
2 10002	TV LCD 21	1	420,00		420,00
3 10004	Photo michachi DSLR 10 MP	1	326,70		326,70
4 10007	HDD 60GB Camcorder	1	326,70		326,70
5 10009	Home cinema 1000 Watt	1	91,80		91,80
6 80016	Oval Basin	1	30,25		30,25
7 80018	Bathroom tiles	1,00	24,20		24,20
8 80019	Climbing kit (Get species replacement)	1	61,41		61,41
9 80020	Unleaded Gasoline Simple	1,00	1,14		1,14
10					

Disc. (%): Payable: 2.281,20 Advance payment:

Payment: Cash: 2.281,20 Cards:

SAASSYSTEM demo Thu 24/05/2012 Standard Company Head Offices Year 2012 Windows Azure

Αποδείξη Λιανικής

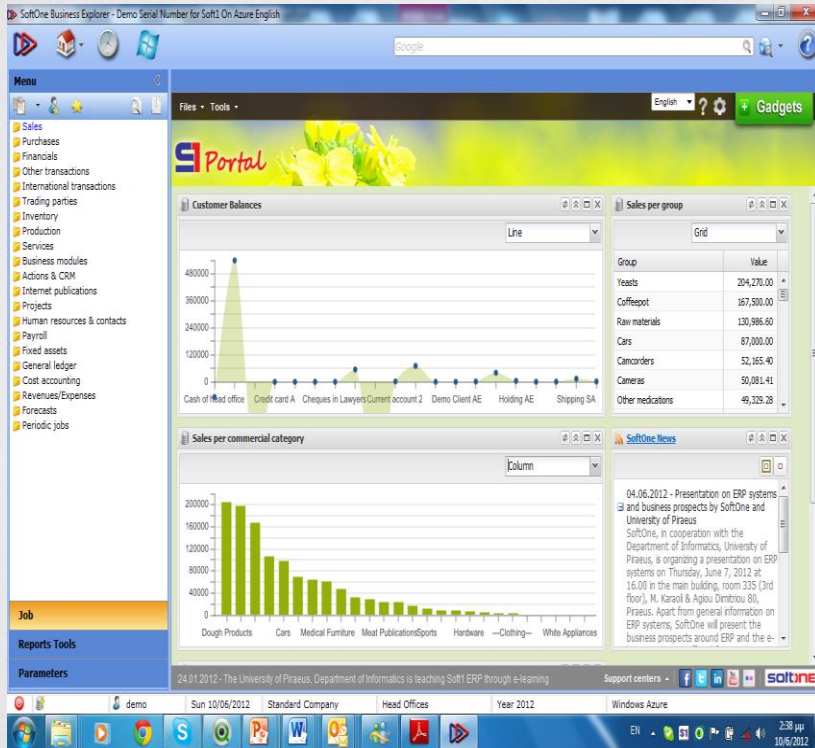
Νέο Έγγραφο

AMARETTI ΣΑΚΟΥΛΑ ΜΕ ΕΠΙΚΑΛΗΦΗ
1,00 x 1,350 10,35€

Πελάτης: 100 ΠΕΛΑΤΗΣ ΛΙΑΝΙΚΗΣ Πληρωμή: 1 Τόκ Μετρητός

Κωδικός	Περιγραφή	Ποσότητα	Τιμή
1 12-0018	CHEETOS PIZZA 39GR	1,00	0,500
2 12-0019	CHEETOS TYRASTIO 80GR	2,00	1,000
3 12-0020	CHOCOS ORANGE	1,00	1,900
4 12-0021	CHOCOLATE COOKIES	1,00	1,500
5 12-0029	DIGESTIC 250 GR -30% ΛΙΠΑΡΑ	1,00	1,700
6 12-0027	CREAM CRACKERS ΟΛΙΚΗΣ 260FP	1,00	1,400
7 12-0011	AMARETTI ΣΑΚΟΥΛΑ ΜΕ ΕΠΙΚΑΛΗΦΗ	1,00	1,350
8 =		0,00	

ΑΝΑΓΡΗΦΕΣ	ΑΝΑΨΥΚΤΙΚΑ	ΒΛΑΚΤΟΚΟΜΙΚ	7 DAYS CARBUCCINO 200GR	7 DAYS COCOA SWISS ROLL 100GR	7 DAYS MINI CROISS 240 GR	7 DAYS MINI ΚΡΟΥΖΑΝ 100GR ΜΕΛΑ	7 DAYS SWISS ROLL ΠΟΡΤΟΚ ΕΓΚΑ	7 DAYS SWISS ROLL ΦΡΑΓΟΥΛΑ ΕΓΚΑ	7 DAYS KAKAO ΕΠΙΚΑΛΗΦΗ 200 FP	7 DAYS MINI ΚΑΚΑΟ 1040	ΜΕΤΡΗΤΑ	ΠΛΗΡΩΜΗ
ΓΡΑΦΙΚΗ ΥΛΗ	ΔΙΑΦΟΡΑ	ΕΠΙΔΟΡΜΙΑ	AMARETTI ΓΚΟΦΡΕΤΙΝΑ ΥΓΙΕΙΝΟ ΒΙΝ	AMARETTI ΓΚΟΦΡΕΤΑ ΣΟΚΟΛΑ	AMARETTI ΣΑΚΟΥΛΑ ΜΕ ΕΠΙΚΑΛΗΦΗ	BAKE ROLLS MINI ΦΥΣΙΚΟ 90FP	BAKE ROLLS ΦΥΣΙΚΗ ΓΕΥΣΗ 175 FP	CHAMPION ΚΡΟΥΖΑΝ 70 FP	CHAMPION ΚΡΟΥΖΑΝ ΚΕΡΑΣΙ	Cheese crackers	ΕΙΣΑΓΩΓΗ	ΑΚΥΡΩΣΗ
ΕΦΗΜΕΡΙΔΕΣ	ΚΑΛΩΝ ΚΥΤΑ	ΣΑΡΜΑΛΟΕΙΔΗ	CHEETOS LOTTO 92GR	CHEETOS PIZZA 39GR	CHEETOS TYRASTIO 80GR	CHOCOS ORANGE	CHOCOLATE COOKIES	CHOKO BITES FINETTI 150GR	COCO POPS 375G KELOGS	COOKIE ALAΤΙΝΗ ΚΑΚΟΑΣΟΝΟΛΑ 175	ΝΕΑ	ΕΠΙΣΤΡΟΦΗ
ΚΑΥΣΙΜΕΣ ΥΛΕΣ	ΜΠΑΤΑΡΙΕΣ	ΜΠΙΚΟΤΑ	CREAM CRACKERS ΑΛΑΤΙΝΗ 185FP	CREAM CRACKERS ΟΛΙΚΗΣ	CREAM CRACKERS ΟΛΙΚΗΣ 260FP	CREAM CRACKERS ΣΙΤΟΥ ΤΜΧ 18 25	DIGESTIC 250 GR -30% ΛΙΠΑΡΑ	DOLCHINI ΜΠΙΚΟΤΟ	DOLCHINI ΜΠΙΚΟΤΟ	EXTRA ΤΥΡΟΓΑΡΔΑΚΙ 60FP	ΤΑΜΕΙΟ	ΑΓΟΡΑ
ΝΕΡΑ	ΣΗΡΟΙ ΚΑΡΤΟΙ	ΠΑΓΩΤΑ	EXTRA ΤΥΡΟΓΑΡΔΑΚΙ 70FP	EXTRA ΤΥΡΟΓΑΡΔΑΚΙ 90FP	FERRERO ΓΚΟΦΡΕΤΑ DURLI	FITNES BAR ΒΕΡΥΚΟΚΟ	FITNES BAR ΣΟΚΟΛΑΤΑ	FITNESS BAR 34HHTD NESTLE 23	GOODY	GOODY ΑΛΑΤΙΝΗ 104FP	ΕΙΔΟΣ	ΠΕΛΑΤΗΣ
ΠΑΙΣΤΕΙΑ	ΠΕΡΙΟΔΙΚΑ	ΠΟΤΑ	TOP ΑΜΥΓΔΑΛΟΥ 70FP	JANNIS ΠΑΣΤΕΛΙ ΚΕΛΥΦΟΤΟ 60 FP	JANNIS ΠΑΣΤΕΛΙ ΣΟΥΖΑΜΙ 70 FP	JUMBO CLASSIC 40GR	JUMBO PIZZA 39G	JUMBO ΒΡΥΚΟΛΑΞ 35FP	KINDER 'ΑΛΑΚΟΒΕΤΕ 60FP	KPHM ΚΡΑΚΕΡ ΣΙΚΑΛΗ 179GR ΤΜΧ 1	ΠΡΟΜ/ΤΗΣ	SEM
ΠΡΟΪΟΝΤΑ ΣΥΜΠΛΗ			LAYS CHIPS ΚΛΑΣΙΚΗ 130 GR	LAYS CHIPS ΚΛΑΣΙΚΗ 70FP	LAYS ΠΑΤΑΚΑ 45FP	LOTTO ΚΛΑΣΙΚΟ 60FP	LOTTO ΚΛΑΣΙΚΟ 60FP	MACVITIES BEST-MITZIKAFI 25			ΕΣΟΔΟΣ	ΚΛΕΙΣΙΜΟ



Applicable to Users / User Groups

- Linked to Company/ Branch / Department
- Access User Rights
- Control

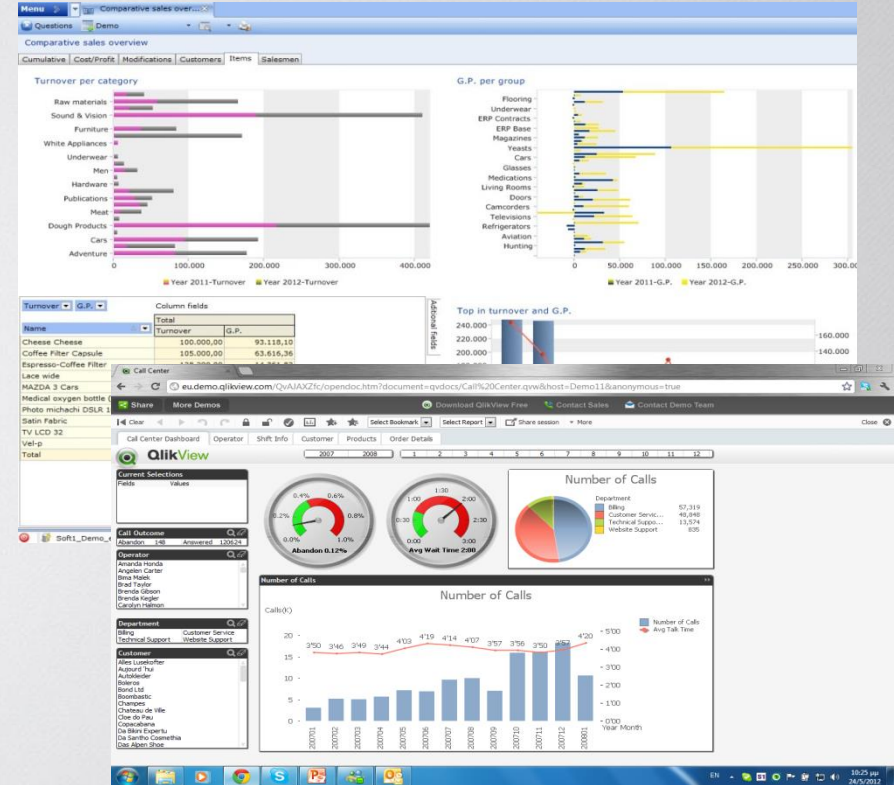
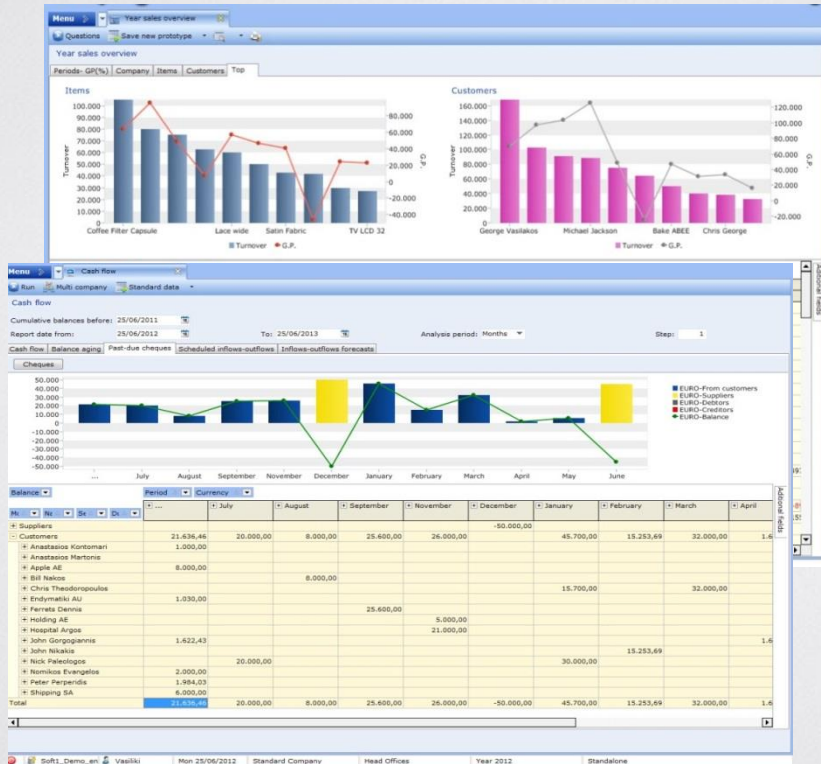
Users can apply:

- Graphic Views
- Lists / Browsers
- Emails
- Current / Outstanding jobs
- Other Information



Enhanced Business Intelligence

6





- Multi-company
- Multi-site
- Multi-currency
- Multi-warehouse
- Multi-lingual



- Embedded Support Services in Application
- e-Learning & User Support
- New Versions & Fiscal Adaptation
- Enhanced capabilities in the installed modules
- Fiscal congruency of the business at all times



Soft1 Product – Market Sectors Deployed

Commercial

- Medical & Scientific Equipment
- Books – Newspapers – Magazines
- Computers – Office Equipment
- Construction Materials
- Electrical Appliances & Equipment
- Hair Dressing Equipment
- Household Appliances
- Liquor Stores
- Bathroom Fixtures
- Supermarkets
- Toys
- Telecommunications
- Textiles
- Optics
- Heating – Air Conditioning
- Flower Shops
- Paper – Wood
- Minerals
- Machines – Tools – Abrasives
- Retail

Services

- Accounting Services
- Consulting Services
- Radio & TV
- Travel Agencies
- Hotels
- Logistics
- Civil Engineering
- Decoration
- Banks
- Financial Services
- Security Services
- Training – Education Centers
- IT Services
- Plumbing Installations
- Transportation
- Fuel Distribution

Production

- Food Products
- Chemicals
- Linen
- Metal Products & Construction
- Furniture
- Agricultural products
- Wood and cork products
- Mines - Saltems
- Clothing – Footwear
- Medicine – Cosmetics
- Wall and Floor Lining
- Paper Products



soft1SOLUTIONS



Partner Value Proposition



Product

- Ready-to-Run application
- Agile
- Highly configurable
- Open Architecture platform
- Deliverable on Cloud / On-premise
- Embedded Web services for Web and Mobile applications
- Embedded customization tools for the development of bespoke solutions

Pricing

- Flexible Pricing Policy in line with local market conditions
- Greater profit margins

Partner

- Negligible investment - Low risk entering new markets
- Quick time to market
- Opportunity to develop a new business model

The Opportunity

- Cloud Computing
- Mobility



Our goal... a Win-Win Partnership...



Soft1
Open Enterprise Edition

- By introducing our existing success into a new partners' market
- By leveraging our award winning cloud technology to a new partner dominant ERP position in the small to medium size market
- By speedily meeting a new partners' country needs using our rapid localization process and tools
- By meeting partners' customer pricing needs with our flexible and competitive subscription or license model



Certifications - Awards





 **soft** | **one**



SoftOne Partners