



## WHITE PAPER

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## 1. INTRODUCTION

### 1.1. Choosing the brand

Tangram is an ancient game from China obtained by breaking down a square into seven geometrical shapes. It is known as "The seven boards of wisdom" because it is said that mastery of the game was the key to wisdom and talent. By putting the seven pieces together in the right way, an almost unlimited number of shapes can be obtained, some of which are geometrical, others similar to everyday objects, others in the form of human or animal shapes. Tangram means the ability to fit together, modularity, flexibility, adaptability.

### 1.2. The reason behind a project

A careful analysis of the European market has revealed a lack of advanced management solutions for medium-sized companies, in which the technological and application-based concept of the web is not only applied, but is its driving force. It was then noted that on the one hand, the solutions at the top end of the market are difficult and costly to implement, and on the other hand, the performance of solutions at the bottom end of the market are often inadequate for the management of large databases.

**UP!** is the result of a decision which has led Netportal to invest in human and financial resources, in search of an advanced solution for small and medium-sized European companies which could be fully designed and created to function via web, and therefore based on completely new technologies.

### 1.3. Web-native management software

UP! simplifies e-business procedures by supplying back- and front-office with a single point of access to applications and information both inside and outside the company. UP! is a series of server-based programs, which put together and present application packages according to need, including modules, components and services. This covers not only the traditional management application, but also Business to Business (B2B), Customer Relations Management (CRM) and Business Intelligence (BI), integrated via self-sufficient modules and via web technologies such as XML. All this enables easy, instant access to all the information required to:

- optimise business processes;
- increase corporate productivity;
- improve and speed up decision making.



## 2. ADDED VALUE

### 2.1. Why UP!

UP! manages integrated company processes, is designed for the web and as such is not only visible within the company network but also via Internet. This reduces management costs significantly (TCO – Total Cost of Ownership). This means that UP! can optimise company processes and increase productivity by enabling a high degree of information-sharing via web (peripheral devices, customers, suppliers, contractors, etc.). UP! is aimed at small and medium-sized companies that integrate traditional management applications with specific CRN, B2B and BI functions. UP! is created with the Userportal® technology. It has been fully developed on XML technology and is in line with Microsoft's .NET platform.

UP! has many features which make it the ideal application for medium-sized European companies:

**UP! is revolutionising the world of business applications.** The brand new technology chosen for its development is the result of well-defined planning decisions, which mean that UP! has functions and characteristics that make it the first of its kind in Europe.

**UP! can easily be customised.** With UP!, it is possible to quickly create verticalisation to meet the needs of industries in the European SME sector, with the support of certified partners or autonomously, thanks to the high level of parameterisation provided by the Userportal® framework.

**UP! can be configured for each user.** This allows everyone, if authorised, to design their own personal work environment, which improves and speeds up the management of their work. The application is thus linked to the user and not to the client, which means that you are not restricted to your own workstation.

**UP! is scalable,** which means it can manage highly structured companies requiring flexible systems able to recreate their own internal flows, and also companies in continuous expansion, by protecting their investments in view of its modularity.

**UP! is an open virtual board,** open to the web and integration with other applications to optimise business processes. This is thanks to the native use of the XML standard.

**UP! is fast and easy to install and manage** because installation takes place from the web server. This avoids client configuration problems which considerably reduces TCO (Total Cost of Ownership). The web server can also be housed externally, allowing the company to dispense with an internal DPC or specialised staff.

**UP! can be integrated.** Thanks to the use of XML, the market standard for the online integration of data, UP! is easy to integrate with other business applications.

**UP! is secure** because it is run by a brand new, state of the art security management system, which protects and safeguards the company's information and applications.

**UP! enables full development of relations** between the company, its employees, partners and suppliers. This gives a personalised vision, geared to the results of the information and applications, all via the web interface. UP! uses the Internet through a virtual private network. Thanks to its native web characteristics it can manage and maintain all kinds of contacts with any organisation at home or abroad.

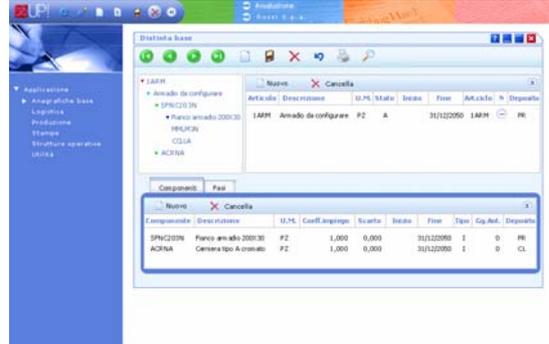


### 3. DESIGN

UP! is based on Framework Userportal® and is developed entirely on XML technology. It is in line with Microsoft's .NET platform, which was designed to create integrated and web service oriented applications that gather information by interacting with a wide variety of sources, regardless of the platforms or languages being used.

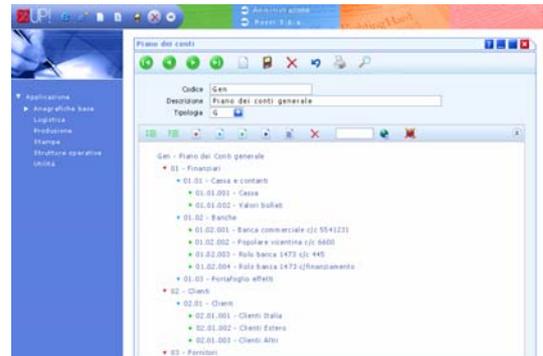
#### 3.1. The web interface

The decision was taken to design UP!'s interface on a framework that would enable uniform organisation of information through a fully web-based architecture. The web parts of UP! are HTML components containing one or more ActiveX controls based on ATL (UP!DataViewport). The system has been designed to exploit the configurability characteristics of XML. The XML files describing UP!DataViewport control its graphics, events, the functions and some of the interactive properties, in order to leave room for whoever customises the system to define new aspects of the interface, insert new events and controls and manage new properties that were not defined in the design. The use of HTML to contain the UP! DataViewport enables optimal configurability and graphics customisation, expanding the potential for navigation and ergonomic control of the language used.



#### 3.2. The objects in UP!

UP! can enable optimal management of network traffic and optimise use of the server. This is a result of the decision to base the interactive management on micromodules that can be downloaded "on demand" onto the client, together with the possibility of disconnecting from the server during an interactive phase. UP! also uses the derivation of object classes to provide new mechanisms for managing controls and properties, again with a view to ensuring a fully adaptable interface.



The micromodules are formed of executables, downloaded at the request of the UP!DataViewport via a system that avoids registration and the issues that this involves, independently managing the storage and uninstalling mechanisms.

The application's programming has been maintained by adhering to certain rules that enable almost instantaneous implementation. This is to enable anyone customising UP! to use the most appropriate .net language in deriving the system classes.

The immediate symmetry of the objects with the Business Documents and the use of an RPC mechanism based on SOAP and XML have been specially designed to enable the customisation of the interface to reach the lower levels of the database.

#### 3.3. XML

UP! is structured with innovative, evolved technologies, including the XML language. XML enables remarkable openness towards the world of Internet or Intranet. Its strength lies in being able to use remote invocation protocols (SOAP, XML/RPC) that do not take account of the operating system or programming language being used on the client or on the server. In UP!, the data is transmitted between client and server, and viceversa, by these technologies which also enable the interactors to call the Business Document methods by transmitting parameters in XML format, which is the new standard for the creation of web documents. This enables full management of the information flow between interface and database, thanks to the scope for symmetrical customisation of the BDocs and interactors, together with the full configurability of XML. In this way, the data is already present on the Internet and can therefore be sent out again to applications and



XML enabled peripherals (mobile phones, pocket PCs, etc.). Similarly, it is possible to provide lightweight interfaces obtained with the use of XLS for small-scale interactions or for read-only displays.

### 3.4. Business Documents



Specific technological decisions were taken during the development of UPI, to ensure optimal scalability of the product. This is mainly due to the fact that the BDocs, the elements on the server corresponding to the objects, work in stateless mode, as they are created at the time of the SOAP call.

The same elements of customisability and compliance with the objects' .Net standards also apply to BDocs.

The need has also arisen to ensure instant opening of the data externally, without the control of the interactors, by using intelligent modules on the server. In this way, the BDocs are able to ensure the cohesion of the database, by implementing management and control mechanisms for each type of information. They can also hide, from the person implementing the interface, any structural processes of the database due to access optimisation mechanisms, by presenting the data according to user logic.



### 3.5. The Data Dictionary

UPI is extremely easy to customise, especially as it enables advanced porting of customised features during upgrades. This is possible due to the fact that the Data Dictionary implements several mechanisms belonging to UPI's database: these modes are designed to allow the databases to be customised without using a structural modification of the database itself. The data dictionary is also accompanied by a module that can be customised, able to verticalise the product towards the database.



### 3.6. User Management

UPI can provide a simple, natural answer to problems of installing the solution on the client, since the client can be personalised depending on the user accessing the system, from wherever this happens, or from whichever workstation.

By using Windows 2003 Server, UPI implements the User Management service: a hierarchical catalogue of information about users, groups, or business units. Management of the problem of system access is fully centralised, to decide what kind of services are available to the user, and with responsibility for the configuration of each workstation.



### 3.7. Secure content with new forms of protection

The integration of UPI with Windows XP enables the support of various functions such as the centralised management of all information concerning the company network, the possibility of integration with other applications by using the ADSI programming interface, compliance with standards (LDAP v.3), and an information structure containing an extendable module that can be adapted according to requirements.

The use of a tool like this, that also enables information to be accessed with different privileges depending on the duties carried out by various members of staff, is required to comply with current laws enforcing the protection of personal and sensitive data. It also makes a user with access to certain modules aware of the operations he/she is conducting and avoids unauthorised changes to data. This protection model, which replaces the standard method of creating tables within the application's database in which data regarding the users, passwords and access criteria is entered, is certainly an innovative characteristic for a product governed by a brand new, state of the art management system.





## 4. TECHNICAL REQUIREMENTS

### 4.1 Platforms supported

The platforms supported for the client are Windows 2000/XP.  
Internet Explorer 6.0 or later versions must be installed on these platforms.  
The server must be a Windows 2000/2003 Server with IIS 5.0 or later version. The database supported is MS Sql Server2000/2005 (MSDE for the Free-UP! version).



### 4.2 Hardware

Minimum client configuration: the configuration required for the use of Internet Explorer 6.0 and Office.  
Minimum server configuration: Pentium 4 2.000 MHz, 512 MB RAM (256MB RAM for single user workstation).  
Disk space: depends on the company's needs with regard to the database.  
Space occupied on server by executables: around 250 MB



### 4.3 Networking requirements

100 Mbit LAN.  
xDSL connection for use in ASP or extranet mode.



## 5. COMPONENTS OF UP!

UP! is a third generation application, i.e. full Web Engine, which integrates advanced management applications with specific front-office, B2B and Business Intelligence functions. The aim is to provide a single point of access for each of the many sources of company information, acting as a universal integration mechanism.

UP! is therefore a complete solution that covers all the company's requirements, integrating back-office and front-office solutions.

UP! is composed of five integrated components:

- UP! ADMINISTRATION
- UP! LOGISTICS
- UP! PRODUCTION
- UP! ORGANISATION
- UP!BI

### 5.1. UP! ADMINISTRATION



For all-round business administration, from general and analytical accounting to several levels of budgeting and management control. It allows the company to improve financial transactions, elaborate statistics and forecast trends which could represent new growth opportunities.

#### Are you the administration director?

You can define the structures of the accounts levels you intend to use in the company and determine and analyse the types of account movements by modelling them on the descriptions. You can define and study the reclassification types and balance sheet indicators, analyse tax reporting, define payments and collections, indicate amortisation methods and evaluate sinking plans. You are supported in establishing the procedures for administrative blocks on customers and suppliers, limiting or releasing documents, analysing and consolidating reclassifications and financial statements and implementing improvement strategies.

#### Are you an administration assistant?

You have an effective tool to help you set up the service structures (VAT rates, currencies, exchange rates...), the plan of accounts, and the administrative data of customers and suppliers. The tool also allows you to implement ordinary manual account movements and to check movements from automatic flows (assets, liabilities, financial). You can also set up and check tax reporting (VAT return, liquidation, daybook) by defining transactions on payees. You can set up collections, payments and retentions, periodically defining provisional payments and ENASARCO calculations, transactions on fixed assets, amortisation plans (simulated and actual). You can easily make adjustments (accruals, deferrals...), use ledgers, make set-offs, manual cost accounting movements, periodically provide reclassifications, balance sheets and indices.

#### Are you the head of finance?

You are guided through the choice of the best strategies to set up relations with banks, you can quickly analyse the bills payable and receivable and company cash flows, set up the schedules for incoming and outgoing banking transactions, optimising them in terms of circuits and credit lines, and then take action according to the various flows (receipts subject to collection, factoring, DDs). Check and reconcile bank statements, receivable home banking or treasury flows and prepare financial budgets, checking any discrepancies and making the necessary adjustments.

#### Are you the financial controller?

You can easily define budgets, plans and cost accounting plans, as well as allocation policies for costs and income. You can check automatic cost accounting movements and discrepancies. You can implement improvement policies.





## 5.2 UP! LOGISTICS



This enables control of all the functions linked to the movement of materials and warehouse management, with valuations and inventories. It provides a real competitive advantage by reducing lead time, compliance with delivery dates and greater flexibility by managing surpluses effectively.

### Are you the head of the technical department?

You have the right tools for an instant definition of item categories and their technical attributes, the coding plan, and to agree the commercial configurator with the sales manager.

### Are you a warehouse assistant?

You are supported in defining the work deposits, the purchasing conditions for each item category and also documents for loading and unloading, as well as logistics evaluation indices. You can check stocks and availability of materials, activate purchasing requests when stocks are low, periodically checking differences in quantity and value and possibly making adjustments. You can implement improvement policies.

### Are you the warehouse or purchasing manager?

You can define the type of costs for each item category, the calculation procedures, the analysis frequency and the historic depth. You have memory tools available so you can periodically check cost changes and evaluate differences in value, making interventions easier through suitable adjustments, thus implementing improvement strategies.

## 5.3 UP! PRODUCTION



This is the core for operational production management and to define cost structures. It defines the structured composition of products, indicating their components and the phases required for the production of each assembly, as well as managing information about the required production resources.

### Are you the head of the technical department?

You can define the organisation of the coding plan, and enter the parameters, establish the organisation of the product structure (assemblies/components/phases) and determine the parameterisation of the factory layout. Finally, you can choose the procedure for analysing estimated and final costs, and periodically evaluate them.

### Are you the production manager?

You can define the models for production orders and outsourced jobs, the methods of completing orders and phases, production plan layouts, planning parameters, the ways of handling the subcontracting costs and methods for handling final costing, main production plans, support documents (picking lists, production labels etc)., the handling of non-conforming products and the evaluation statistics and indices. You have the tools to analyse reporting and indices, delays and discrepancies and to implement periodic costs analysis, and consequently improvement strategies.

### Are you the planning manager?

You have the tools to prepare the production plans and set up various coverage scenarios by activating MRP methods. You can select types of coverage and generate production orders and outsourced jobs, check production capacity by activating CRP methods and generate operational documentation. You are also guided through the analysis of discrepancies and delays and the periodic generation of reports and indices.

### Are you the departmental manager?

You can issue specific documents (picking lists, production reports, production sheets, work sheets, documents for contract work) progress them and check any delays or discrepancies.

## 5.4. UPI ORGANISATION



To define and manage documents, management of multi-currency multilists, handling of purchasing groups. It also defines the criteria for procurement and discounting system, separated by agent, customer, article or by grouping level similar to the price lists.

### 5.4.1. Sales

#### Are you the sales director?

You are guided through the choice of the best strategies to define the purchasing groups, the policies for determining the price lists and margins on categories of item, establishing the decision-making hierarchy for sales conditions (price lists per item category/customer, with the sequence of application of the conditions), the hierarchy for discount conditions (discounts/surcharges per item category/customer with sequence of application of the conditions) and the hierarchy for agency conditions (agents and commission per item category/customer with sequence of application of the conditions). You can select the information associated to the various documents in the sales sector (estimates, orders, transport notes, invoices...) and define their flow (how an order is forwarded and generate a delivery note, how the delivery notes are grouped to generate invoices...), to determine the status of each document and the transition terms (orders proposed, confirmed, ready for sending...). You can choose the layout of front office documents, call up statistical information and the indices of the active flow, set up commercial blocks or releases on departments, periodically check statistical information and indices, and the margins on products sold, to implement improvement strategies.

#### Are you a sales clerk?

You can prepare all the support structures (price lists, discount system, agency conditions), update the commercial information on customers' personal details and information for articles, including technical-commercial data, images etc. You can enter documents (offers, orders, estimates etc.) and progress them (offer confirmation, order confirmation, send orders to production, etc). You have the authority to collect claims and non-conforming products from customers, and then activate the company quality systems, and periodically produce statistics and indices.

#### Are you the delivery manager?

You can set up deliveries according to the various methods provided, then define the different ways of sending the materials and grouping the orders, flag up carriers and their associated costs. You have the means to issue direct documents (notes for deliveries sent on approval or for repair) and on deliveries (picking lists, packing lists, transport notes, accompanying invoices ...) and periodically check final delivery costs.

#### Do you deal with invoicing?

You deal with the invoicing schedules and can define the procedures for invoicing and grouping the relative transport notes. You can then issue direct documents (direct invoices, credit notes...) and documents on invoicing schedules (European and foreign invoices...) with the associated documentation (technical details, sales details...), thus creating the foundations for checking payment terms and periodically producing statistics and indices.

#### Are you an agent?

By interacting with the company's database via web, you can enter orders, check the status of each order at any time, from any location, as well as the materials, production and deliveries, check sales and commission accrued/successful deals.

### 5.4.2. Purchasing

#### Are you the purchasing manager?

You are guided through the choice of the best strategies to define purchasing groups, establish the decision-making hierarchy for commercial conditions (price lists per item category/supplier with a sequence of application of the conditions) and the hierarchy for discount conditions (discounts/surcharges per item category/supplier with a sequence of application of the conditions). You can select the information associated to the various documents in the purchasing sector (purchasing requests, offer requests, orders, transport notes, invoices) and define their flow (how an open order is forwarded and generate a final order...), finally determine the status of each document and the status conditions (orders proposed, confirmed, sent to the supplier...). You can choose the layout of front office documents, call up statistical information and the indices of the active flow, set up sales





blocks or releases on the documents, periodically check statistical information and indices, as well as compliance with the purchasing budget, to implement improvement strategies.

Are you a purchasing assistant?

You can prepare all the support structures (price lists, discount system), update the commercial information on suppliers' personal details and information for articles, including technical-commercial data, images etc. You can enter documents (offers, orders, estimates etc.) and progress them. You have the authority to highlight suppliers' non-conforming products, and then activate the company quality systems, so you can periodically produce statistics and indices.

Do you check incoming goods or invoices payable?

You can define how the materials come in, the ways of grouping the orders on the incoming transport notes and arrange quality checks on the incoming goods, finally register documents (suppliers' transport notes, returns, contract work...).

Are you a subcontractor?

You will receive electronic orders/technical details/designs, so you can then progress the work stages and generate transport notes for returned items.



**5.6. UP!BI**

The efficient management of data, processes and information systems is a strategic factor, and is vital in order to master every area of the company's business. Implementing business intelligence tools means improving the efficiency of the decision-making process in order to make the company more competitive, including the SME.

UP!BI is the new module from UP!, designed to meet the growing demand for "value" of information, also via solutions that are geared especially towards SMEs.

Although the standard modules of UP! are intended to give the "transactional" world a facelift with a web—engine vision, UP!BI further extends the "analytical" functions of the application, maintaining the characteristics of high integration and adaptability to the demands of company management.

Characteristics

UP! deals with analytical/statistical information with OLAP methods and instruments rather than classic analysis methods (reporting). It therefore offers the system integrated mechanisms to create data warehouses and update the "intelligent" reading of the data they contain. The full parameterisation of the mechanisms of creating and feeding the data warehouses is therefore possible with UP!'s own instruments. The mechanisms for defining the scope and dimension and periodic supply with summarising techniques and information selection are embedded in the system. There is no need to resort to much more complex external tools which are harder to use because they require a physical knowledge of the data structure. UP! extracts the transactional data contained in the management software from the ERP system (e.g. orders, invoices...), suitably modified, in order to construct a data warehouse with OLAP technology. The module, starting from the data contained in the data warehouses, organised into facts and dimensions, can automatically generate hypercubes (modelling of available data in several dimensions according to multiple analysis criteria) that can be used by more common analysis instruments available on the market. The structure of the data contained in the data warehouses enables easy integration with any OLAP instrument available on the market.

The Technology

UP!BI uses Microsoft's Analysis Services which is supplied as an add-on with an SQL server.

Analysis Services enables support from Data Base tables and construction of OLAP hypercubes. With the UP!BI module and thanks to the Userportal® framework, it is then possible to create your own hypercubes independently according to the company's specific needs. The client used to interrogate the OLAP cubes and execute the reports with roll up and drill down operations can be chosen by the user (e.g. MS-Excel or MS-DataAnalyzer).

## 6. OTHER PEOPLE IN THE COMPANY WHO CAN USE UPI!

### Are you the managing director?

You can define and periodically analyse the indices and management control reporting, setting up the general organisational methods and implementing improvement strategies. You can regularly check and assess the work of your sales force.

### Are you the information system manager?

You have the tools you need to manage the parameterisation of the entities working in the company (departments, offices, users). You can assign privileges for procedures, define and set parameters for process and printing codes and catalogue repetitive procedures. You can quickly define access locations to external structures (Word, Excel objects etc.) integrated in the application, the log-in and traceability levels and, along with the various managers, you can determine the organisation of documents and distribution graphs. You are authorised to supervise the normal use of the company portal, defining the external interfaces (remote banking, data warehouses etc.) and personalised reporting and queries. You can modify the printing layouts or post-processing mechanisms, implement database maintenance procedures and its protection and recovery systems, to implement improvement strategies.





## 7. FUNCTIONAL FEATURES

UPI responds to all business problems, thanks to its advanced functional features. The system can offer:

- Modules that are fully interconnected with functional flows. Activation of structure fields depending on active modules. Global updating of structure fields, in line with active modules (suitable default values). Activation of flows depending on active modules.
- Hypertext links enabling maximum ease of browsing between modules.
- The interface structure and predefined values of each field can be configured.
- The selection/research mechanisms can be modelled with filters and automatic ordering features on the fields shown.
- The interactive view mechanisms can be modelled, with setting of user parameters for the possible views. Functions enabling browsing between data.
- Interface designed for easy browsing of data.
- Setting of user parameters for the layouts of data presentation and selection filters per workstation/user/user group.
- Integration with Office applications.
- Customisation of user privileges based on groups/users and groups of application functions.
- Two-level reporting (elaboration/representation). Print preview. Interface and functions for exporting Crystal Reports from client.
- Possibility of localisation.
- Possibility of amending the codes of tables and information forms.
- Traceability of changes made to the tables.
- Master/details can be changed.
- Intensive use of parametric protocols.
- Management of print/process queues.
- Management of the system's integrated messaging (from the system to the retailer (error management), from the system to users (errors/messages/info), between users (messages).
- Management of the sales process and marketing campaigns, from pre-sales activity to aftersales support.
- Setting of user parameters on criteria for access to data (on three levels: Group of elements (menu), element (table), group of fields (template), with classic privileges (full access, read only, access denied)
- Setting of user parameters on criteria for use of functional flows (on two levels: Group of functions or function) with classic privileges (access, no access).
- Native multi-company.
- Export/Import program of data structures, for which the user can set parameters.

### 7.1. FUNCTIONS OF UP! ADMINISTRATION

#### Generic functions

- General accounting and VAT
- Fixed assets
- Retentions
- Analysis
- Financial
- Budget
- Management control

#### Specific functions

- Multiple account plans which can be structured dynamically on several levels with a hierarchy.
- Master data of companies outside the account plan and integrated with the management of ledgers in each flow.
- Details of banks with handling of single account.
- Details of depreciable assets
- Multi-section accounts and VAT registers
- Criteria for grouping of registers.
- Ordinary accounting furnished with legally compliant tax forms.
- Parametric account descriptions for each transaction type.
- Multi-currency accounting and management of exchange rate differences.



- Provisional/definitive movements piloted by payment descriptions. Status changes piloted by payment descriptions.
- Provisional movements with automatic generation criteria (from documents and from warehouse).
- VAT management integrated with accounting and piloted by payment descriptions, including special management features (non-deductible VAT, deferred VAT, VAT distribution, credit limits...).
- Accruals management integrated with accounts.
- Fiscal statements.
- Parametric reclassifications of financial statements on several levels. Interface generalised for spreadsheets. EC 4th directive on financial statements. Parametric budget indicators that can be represented via formulas on the scope of the financial statement or reclassification.
- Complete management of deadlines for payables and receivables integrated with accounting (when opened – with definition of the calculation of each deadline and work carried out by date, deadline type, amount; and also on closing - with ledger management) piloted by payment descriptions. Traceability of transactions made on each deadline. Banking transactions linked to deadlines. Groups of banking transactions (grouped items) and groups of banking transactions (separate). Facility for payments / collections / outstanding debts. Reporting. Integrated exporting to cash order and SETIF records and towards TREASURY tools. Integrated "module" documents (bank transfer notices etc.). Integrated accounting mechanisms. Reminder levels. Foreign currency deadlines. Partial closures. Management of advances integrated with deadlines. Reconciling of deadlines with and without action on movements.
- Provisional deadlines. Criteria for generation from Documents. Integrated reporting. Exporting to TREASURY instruments.
- Front line financial management with analysis of credit lines (receivable and payable). Integrated selection mechanisms (by capacity and banking circuit). Cash flow analysis. Analysis of payable and receivable financial commitments.
- Analytical accounting on several levels, integrated with ordinary accounting and piloted by payment descriptions. Multi-level breakdown by cost/income centre, order/activity and payment description. Chargeback mechanisms. Reporting.
- Management control with definition of budget on financial statement reclassification, plan of accounts for ordinary and cost accounting, control of budget status/final budget; with definition of budget on cost centres/ledgers and control of budget status/final budget. Criteria for allocating costs between cost centres.
- Fiscal management of fixed assets integrated with accounts and piloted by account descriptions. Sinking plans and simulations. Ordinary/analytical account transfers. Parallel plans. Assets replaced/to be replaced. Groups of assets.
- Management of payment to subcontractors integrated with accounting and agents. Withholding taxes and social security retentions. Management integrated in financial flow (payments). Reporting integrated with VAT payments (unified payment form). Standard tax forms. Integration with PAYROLL instruments for attachments.

## 7.2. FUNCTIONS OF UPI! LOGISTICS

### Generic functions

- Master data
- Movements
- Inventories
- Cost Analysis
- Locations
- Batches/entries

### Specific functions

- Article details with classification of blank articles, types and free variants.
- Commercial configurator with restrictions between free variants (value and variant type, variant type and variant type). Definition of scope of variant groups to be aggregated with criteria for implementation of article code, criteria for linking with graphic estimating instruments.
- Multi-warehouse management on several levels. Warehouse type. Customer order warehouses.
- Management of batches and entries.
- Management of locations/cells.



- Management of warehouse movements piloted by warehouse descriptions. Separate actions on quantity and value. Related descriptions.
- Management of availability piloted by warehouses and warehouse descriptions.
- Management of availability.
- Stocks and analysis of understocking. Generation of understocking documents.
- Valuations and warehouse inventories. Multiple costs with ability to set parameters for definition criteria: LIFO, FIFO, average, general details, LIFO group, average scalar cost.
- Management of several units of measurement related to the operational u.m. (sales, purchasing and production units of measurement).

### 7.3. FUNCTIONS OF UP! ORGANISATION

#### Generic functions

- Parametric definition of document categories
- Free structuring of document fields
- Parameters can be set for document status
- Document flow can be configured
- Highly configurable sales conditions

#### Specific functions

- Classes of documents with definition of semantic elements (modules) and fields (components). Document features. Restrictions on forwarding/execution, actions on data.
- Different status of document can be defined by user. Configuration of effects of changes of status on warehouse movements, accounts and price lists. Restrictions on execution of the document linked to status.
- Graphs of documents with parametric flow description. Setting of parameters for control or restriction criteria on document types. Multi-level block on documents.
- Control of management of blocks and parametric limit associated with document category.
- Concept of parametric "status" of document (entered, open, suspended, completed).
- Notes with destination of documents/fixed recipient (master details) and variable (from documents).
- Document containers (or groups of documents, e.g. a delivery). Classification and management functions. Properties of container (subtotals per group of document, specific group data, e.g. info on transport notes for each customer), specific data on the container (e.g. info on the carrier, delivery costs).
- Criteria of automatic container generation (attribution of several documents through filter criteria or parametric restriction). Criteria for execution of container with parametric grouping criteria, with or without creation of documents.
- Deferred movement from documents (e.g. on mass printing).
- Deferred acquisition of documents (integration with graphic estimating tools, with WEB, distributed order entry).
- Support structures (article rows) linked to bar code readers and mechanisms for linking to documents or document containers.
- Management of freebies and discounts.
- Management of fixed notes (from master data) and variable (from document).
- Possibility of configuring delivery or invoicing plans.
- Special price lists with discriminating factors by customer-supplier/item or by grouping levels (on customer-supplier groups, blank article+variants, groups of articles). Parametric price definition, with parametric sourcing priority. Special actions on price lists (replacement, surcharge). Parametric import mechanisms.
- Criteria for discounting system, separated by agent, customer, article or by grouping level similar to the price lists. Types of discounting with parametric definition features and parametric sourcing priority. Effects of discounts on price lists. Reporting. Special discount conditions (e.g. canvass, 3X2).
- Criteria for commission, separated by agent, customer, article or by grouping level similar to the price lists. Parametric definition features and parametric sourcing priority. Basis for applying commission. Exclusion criteria. Royalties and bonuses.
- Management of commissions integrated with deadlines. Agent levels. Payment of commission, management of ENASARCO and FIRR contributions.
- Configurable statistics.



## 7.4. FUNCTIONS OF UPI! PRODUCTION

### Generic functions

- Product Structure and Cost
- Availability Analysis
- MRP
- Production Orders
- CRP
- Contract work (level-phase)
- Client Orders

### Specific functions

- Basic information on lead time for materials and procurement policies.
- Bill of Materials with rules, piloted by a parametric configuration engine with criteria for implementing codes and use indices, with multi-level expansion. Management of versioning and validity dates. Manipulation/mass print mechanisms. Analysis of implemented bill of quantities.
- Multi-level parameterisation of company layout model with rules for defining default use and costs evaluation (departments, centres, resources, labour, equipment). Multi-level calendar management.
- Production cycle with rules, piloted by a parametric configuration engine with criteria for implementing codes and use indices, with multilevel expansion. Management of versioning and validity dates. Mechanisms for manipulation/mass printing. Analysis of production cycle implemented.
- Analysis of standard costs integrated with analytical accounting and management with an independent structure of configurable cost items, with handling of cost levels. Mechanisms for constructing and comparing costs that can be parameterised. Mechanisms for constructing master prices/costs from production costs.
- Availability analysis can be parameterised.
- MRP engine; production plans, analysis of plan with links to generating documents. Plan simulation. Check of discrepancies on issued plan. Global and local MRP.
- Management of picking lists, transfers and production notes. Tracking and final reports.
- CRP engine – simulations of loading onto MRP plans. Issue of cycles. Integration with graphic scheduler to control and manipulate resource loads. MRP revaluation.
- Management of contract work, level and phase.
- Aggregates of outsourced jobs can be parameterised with production orders. Management of picking lists and production notes. Tracking and final reports. Management and enhancement of WIP. Links to instruments to call up field data.
- Analysis of outsourced work costs. Comparison between provisional and final costs. Construction of use indices and standard outsourced order costs.
- Customer Orders Parametric order structures on several levels. Handling of non-coded articles on several levels. Estimating and final costing. Issuing of orders and production plans from customer orders.



## 8. COMPANY PROFILE

### About us

Netportal was founded as an ISV specialised in implementing solutions for Integrated Company Management. A constant focus on the needs of the market, the use of innovative technologies and specific application know-how enable Netportal to offer its customers highly qualified products and services.

### Mission

Netportal's mission is to provide advanced applications to small and medium-sized European companies, integrating back-office and front-office solutions in the context of total business.

### Our target

Small and medium-sized companies wishing to implement or improve their information system and applications with solutions based, on the one hand, on latest-generation technologies, and on the other, on added value from the use of the Web and the almost unlimited functions of e-business. All this is possible through a qualified, certified network of business partners.

### Differentiators

Developing web engine solutions with a new concept of technology and applications, that can be used in any mode. This is made possible by the decision to use standard development systems integrated with emerging systems, an industrial approach to development, experience gained from specific projects and the contribution of strategic alliances, in terms of technology and applications.

### Key strategy

Netportal has always believed in the strategic value of a business managed from a partnership point of view. On the one hand, this ensures local presence, and on the other, it enables an offer with added value provided by the capabilities and experience of each partner. This is why Netportal has always directed its business towards searching for partnerships with qualified companies in the industry, to whom it can offer specific training and continuous support.

### NETPORTAL

[www.userportal.net](http://www.userportal.net)

[info@userportal.net](mailto:info@userportal.net)

Telefono 0432 550880



[www.userportal.net](http://www.userportal.net)

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