

Fluentis ERP Software

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Fluentis is a company that produces an ERP solution for European SMEs in different vertical sectors and distributes it through Fluentis Italia.

This project stems from the conviction that what the customer really requires is the collaboration of a reliable partner. He must support him in achieving his business objectives, for which IT is increasingly irreplaceable. The characteristics of a qualified partner are: seriousness and solidity, preparation in the specific sector in which the customer operates, competence and specialisation in modern information technologies, ability to provide capillary after-sales assistance, flexibility to best adapt products to the customer's needs, guaranteed maintenance and evolution of products over time.

Fluentis Italia is structured to best respond to these requirements and to the continuous need for technological and application evolution necessary to meet the needs of an ever-changing market, and to protect the investments made by its customers.

The application solutions in the offer have been realised in our Fluentis laboratories, where special care is taken in software design and engineering, as well as, of course, in its development and maintenance, using advanced products and technologies.

More details on timing and the possible need for further activities or Add-Ons will be precisely evaluated during the analysis phase.

Digital Transformation

For some years now, our society has been changing under the impetus of a slow but inexorable transformation, involving not only the way we communicate but also the way we are.

Thanks to WhatsApp we can share, much better, emotions related to a special moment and instantaneously, thanks to Google Maps we are guided to our destination knowing at the start the committed time that also takes into account any delays along the road we have chosen.

This ongoing change is referred to as the Digital Transformation and pervades the entire society affecting people, relationships, behaviour and culture.

The Digital Transformation is realised through technology and the digitisation of processes: not only will people be able to interact uniquely, but also objects will be able to relate to each other and bring about new events that in turn can initiate different processes.

Businesses must play an active role, seizing the great opportunity that is presenting itself to them, and thus favouring the digital transformation of processes and people.

Digital is simplicity and solutions to concrete problems, with effective, rapid and comprehensible answers to everyday needs.

This is the starting point for the complex and necessary Digital Transformation operation, which takes place by affecting four different axes:

- CUSTOMER EXPERIENCE
- PRODUCTION
- OPERATION
- ORGANIZATION

Customer experience

You cannot focus exclusively on selling your products/services. Customers are looking for experiences and services: to be able to create fulfilling ones, it is useful to analyse the whole process that the user will go through when interacting with the company and the value offered.

Production

The advent of Industry 4.0, with the inclusion of advanced technologies capable of communicating with humans and with each other, allows for a net reduction in production costs by making the production process faster, more effective and more efficient.

Operation

The integration of new technologies within corporate systems makes it possible to automate entire processes and develop platforms from which all operational aspects can be managed, including in a predictive manner.

Organization

Digital solutions make it possible to work by removing relationship barriers and fostering collaboration throughout the process, between departments and functions.

Fluentis: the winning choice

The strength of ERP is not just the number of individual module functionalities, but how well the modules are integrated with each other. It is no coincidence that Gartner, whose strategic consultancy Fluentis uses, defines ERP as a technological strategy that integrates a series of business functions (Finance, Controlling, Treasury, Purchasing, Sales) with Operation aspects (Production, Logistics, WMS, MES) through very close connections.

The concept of an integrated product is therefore fundamental and an important differentiator compared to pure management.

Fluentis is an ERP natively integrated in its modules and departments and produced entirely in our laboratories, in an innovative SERVICE ORIENTED technology.

The lifecycle of an ERP is typically more than 10 years. Choosing the most appropriate solution will have a significant effect on the company's overall business: it is not just a matter of choosing software for short-term use, but an evolutionary process.

In an attempt to simplify the decision-making process, Gartner identifies the following macrocategories:

- Supporting business functionality
- Technology strategy
- Life cycle

Supporting business functionality

Fluentis has a set of modules covering the various functional areas of the company. Not only that, Fluentis has in its DNA the concept of "change" of business processes and technologies, giving it the flexibility to meet future needs.

Technology strategy

Fluentis is always attentive to technological developments, and is a solution that has already evolved into new SOA (Service Oriented Application) technologies, thus open to Cloud, Business Analytics to Mobility etc.

Life cycle

An ERP has a life cycle of more than 10 years. Such a project requires a careful evaluation of the Total Cost of Ownership. Fluentis, having already addressed the issue of technological evolution, guarantees a lifecycle far superior to 'traditional' applications while also ensuring cost efficiency in organisational changes, maintenance, support and application and technological evolution of the company and the ERP.

Fluentis as a Partner for Change

Fluentis2023 a 20-year journey...

Fluentis2023 constitutes the evolution of its predecessors Fluentis2015, Fluentis/Ideale2010, Ideale2005, Ideale2000 and IdealeNT. Since 1995 Fluentis has built up an important activity of continuous research and development that has led to the realisation of this ERP platform that has become today a particularly referenced product and positioned on the installations of medium-large companies.



Continuous attention to customer requirements and adaptation to the changing needs of the ICT market, as well as to the frequent changes in the underlying technology, have enabled the consolidation of a product that is today characterised by more than 80 application modules and also developed for specific vertical markets.

The goal of providing our customers with advanced solutions capable of responding to a market that is definitely undergoing metamorphosis has been achieved.

Fluentis2023 is a management software that abandons the old Client/Server model towards the latest generation SOA (Service Oriented Architecture) environment. Thanks to this innovative technology, we can now make software solutions available with considerable advantages over the previous client/server model:

- **User Experience:** Fluentis2023 is focused on providing applications with a modern User Experience, which positively predisposes operators to using the software and facilitates learning, thus reducing project costs. In this vision, design is important, but design is not just about graphics: it is also about creating system interaction that quickly adapts to business processes through a natively integrated and easily configurable workflow engine.
- **SOA Tecnology:** Fluentis2023, apart from being an application that focuses on people's productivity, is a product developed with the latest technologies in the context of the Microsoft platform. Fluentis is expressed through a SOA, Service Oriented Architecture, abandoning the Client/Server model.
- **Hybrid Tecnology:** Fluentis2023 is the first Italian hybrid ERP, a solution that combines the advantages of On Premises and Cloud installation. This model guarantees companies the optimisation and scalability of the system with maximum security, together with the ease with which it can be deployed on various devices inside and outside the company. The hybrid approach should not be seen solely as a Cloud system. The company can also be seen as a provider of itself and exploit hybrid technology in Mobility to distribute the solution outside its premises, in the sales force or to personnel scattered throughout the territory.

- **Mobility:** the technological evolution that Fluentis ERP brings to the company also stems from always putting the user in a position to work: in the company, from home, from the hotel room or from the airport while travelling.
- **BizLink for Data interchange:** the interchange and reusability of information is the core principle around which Fluentis2023 was built. The product's ability to interchange structured information in SOA mode using common interface techniques and 'standards' such as XML, EDIFACT, X12, IDOC and others, now allows our customers to face the next information system challenges, characterised above all by the ability to make their ERP as effective as possible in automating business processes with their customers and suppliers.
- **Performance:** Fluentis2023 is all 64-bit native to ensure maximum quality and performance.

The effect of globalisation has led our team to broaden the vision of the management system, also dealing with organisational issues in the business processes of cross-border territories. The availability of the product in more languages and more taxation is now an established reality at Fluentis2023.

It is in fact the presence in international markets, characterised by different "time zones", that will put the company in the position of having to give prompt answers even when the business is closed, in order to provide a fast, precise, and effective service to broaden the company's business horizons.

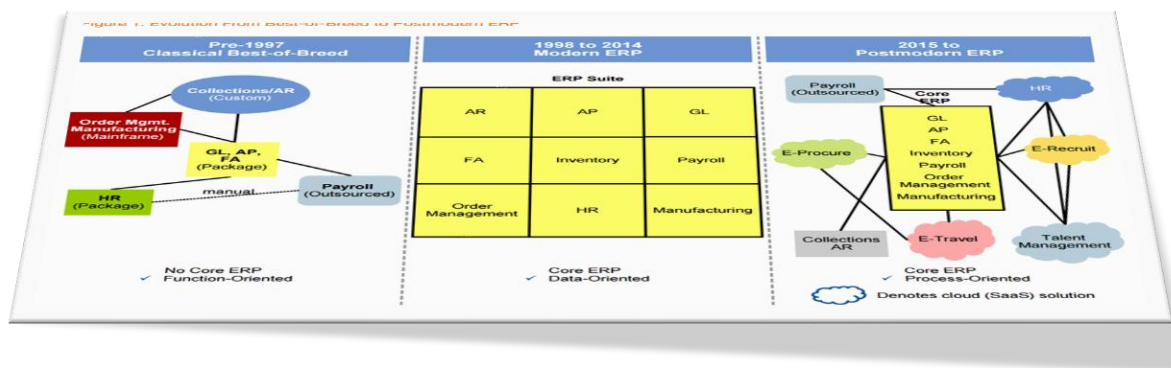
On the basis of these 'fundamentals', we have created this version of the product, at the same time also bringing an adjustment to the 'User Interface' in line with the changing requirements for familiarity with Microsoft products.

Value Proposition of Fluentis2023

The Value Proposition of Fluentis2023 is expressed through significant technological innovation that, combined with new application functions, brings considerable added value in the reorganisation of business processes aimed at improving company performance.

01. Fluentis2023 Post Modern ERP

The PostModern ERP must be able to integrate and interchange information with other applications, whether departmental or present outside the company (e.g. with customers and/or suppliers). BizLink is Fluentis2023's answer to manage all information and process transactionality aimed at information reusability.



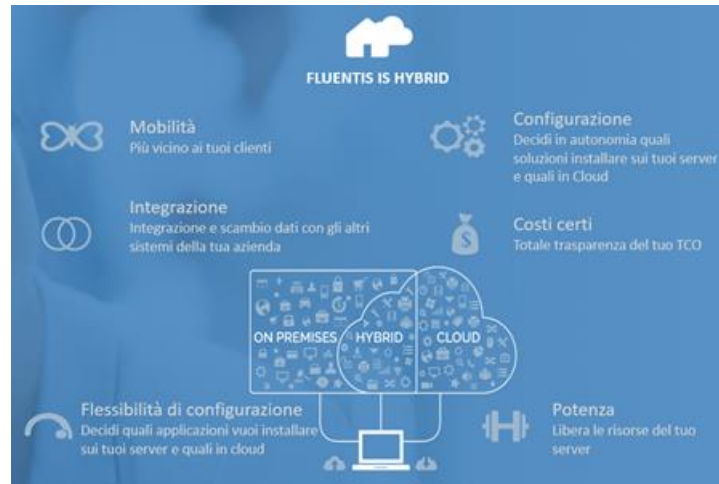
02. Fluentis2023 Hybrid Technology: Cloud and On Premises

Fluentis2023 is an application designed in a 'Mobile First or Cloud First' logic that focuses on people's productivity. The software is all designed in a Windows APP that communicates with the HTTP-SOA protocol, Service Oriented Architecture, and abandons the old Client/Server model.

The Hybrid approach allows companies to exploit and combine the advantages of On Premises and Cloud together.

The On Premises system has the advantage of being perfectly embedded in the corporate domain, thus guaranteeing full integration with all corporate devices. On the contrary, it is not very scalable, and does not take advantage of the Cloud services that will increasingly become indispensable for companies to direct their management and business. Moreover, the On Premises system has management and maintenance costs that force the company to tie up some capital to purchase and manage the information system, and is therefore difficult to distribute externally.

The Cloud system allows companies not only to take advantage of the scalability of the infrastructure, to access Cloud services for better management of their business, but also to significantly reduce the cost of running the system, which is thus seen as a service without tying up capital. Today's Cloud applications, however, exploit the browser and this can lead to issues of security and performance as well as integration with local corporate resources.



Fluentis is the first Italian Hybrid ERP that combines the advantages of both scenarios. The system resides in the Cloud, preserving scalability, mobility and economic advantages. It is utilised through a local APP, which resides in the client and is perfectly embedded in the corporate domain, thus ensuring the advantages belonging to the On Premises system.

The Hybrid approach should not be seen solely through the Cloud system. The company can also be seen as a provider of itself that exploits Hybrid Technology for Mobility. This allows the solution to be deployed externally, e.g. in the sales force or in geographically dispersed locations.

03. Fluentis2023 User Experience

User Experience refers to what a person experiences when using a product or service. User concerns the experiential, affective, sense-making and value attribution aspects related to owning and interacting with a product, but also includes personal perceptions on aspects such as usefulness, ease of use and system efficiency.

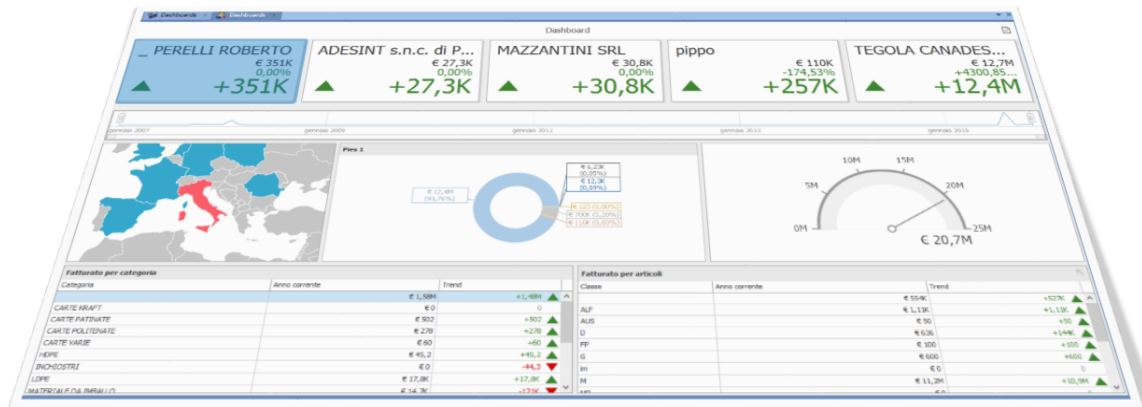
Fluentis focuses on providing applications with a user experience that reaches users as 'Love the Application'. With this in mind, it is possible to replace the initial user resistance to a new application with user enthusiasm to ease the transition and thus accelerate the adoption of the new solution.

As part of this vision, FluentisERP follows fundamental design principles. Design is important, but this does not only refer to graphics: it also aims to create an interaction in the system that enables fast adaptation to business processes.

The technological evolution that Fluentis ERP brings to the company stems from the desire to always put the user in a position to work: in the company, from home, from the hotel room or from the airport while travelling.

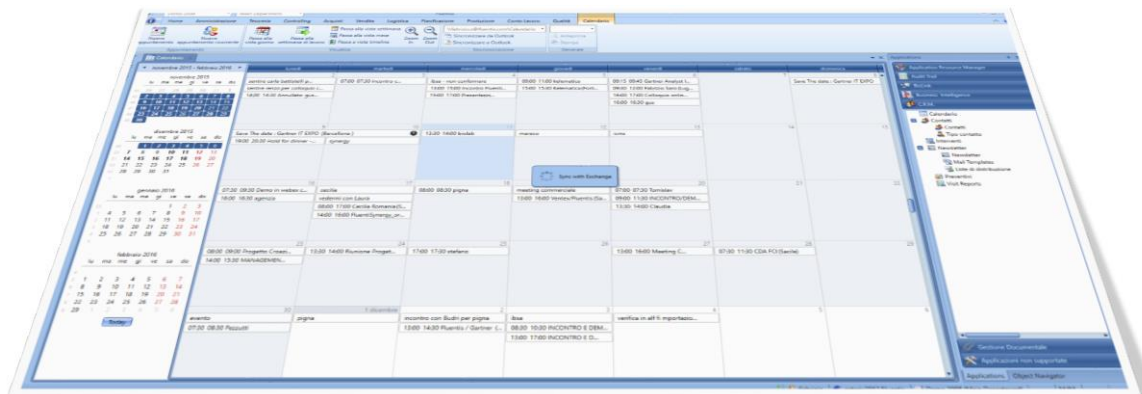
04. Fluentis2023 Dashboards Designer

With Fluentis2023 Dashboards Designer it is now possible to have a tool for the quick and easy creation of dynamic contextual Dashboards, which allows greater detail and better reading of statistics in the various functional areas.



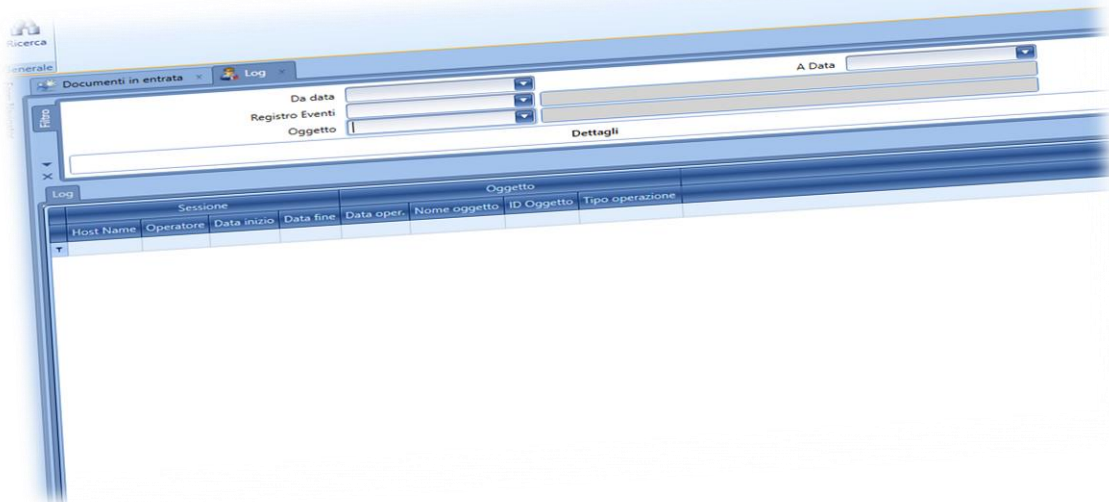
05. Fluentis2023 CRM

Fluentis2023 CRM is the answer for the needs of the Marketing department with the management of Campaigns, News Letters and Visit Reports, and the Sales department with the management of Customer Onlines, Contacts and Quotations. It is also possible to have an integrated tool for centralised agenda and mail management in Exchange and Outlook.



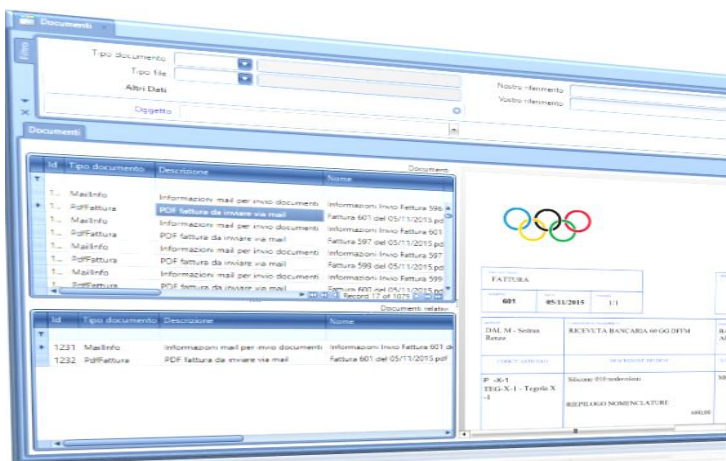
06. Fluentis2023 Audit Trail: security

It is essential today to have visibility and security when using the ERP solution. Fluentis2023 is equipped with an application to safely monitor who has performed certain critical operations or processes in the cloud environment.



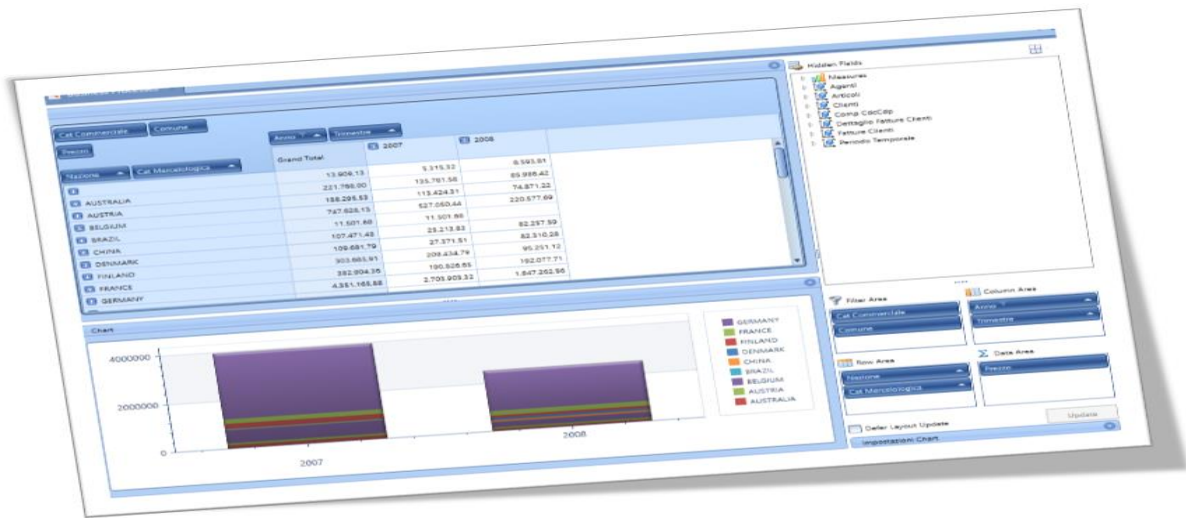
07. Fluentis2023 New Documentary functionality

With Fluentis2023 you can now digitise, archive and search all your documents easily and dynamically. With the newly implemented features you can secure access to all digital documents with authorisation rights per user and role. It is also possible to support the management of document volumes for backup data historisation. The management of authorisation workflows for document-related processes has been integrated into Fluentis2023.



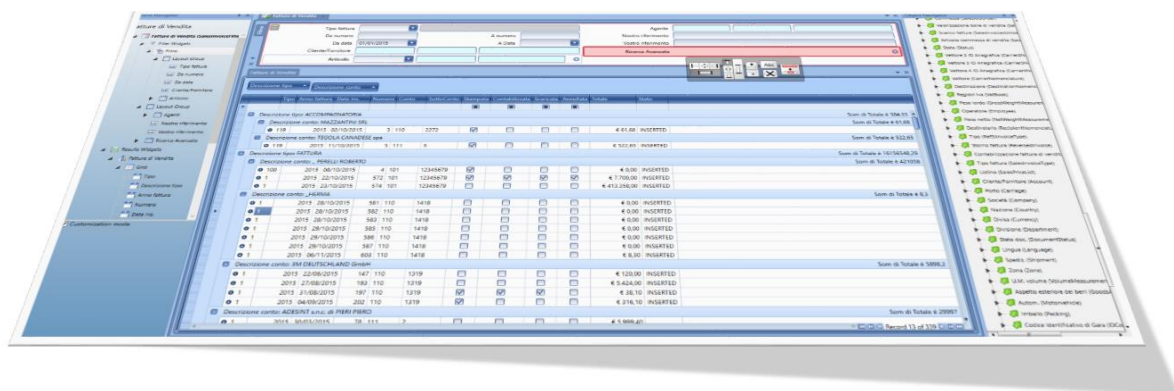
08. Fluentis2023 Business Analytics

It has never been easier to create and consult business statistics. The Business Intelligence of Fluentis2023 also includes full integration with MS Office2016 as well as integrated profile management with security. With Fluentis2023, there has also been a technological evolution of the module that allows it to be used in a cloud or distributed context.



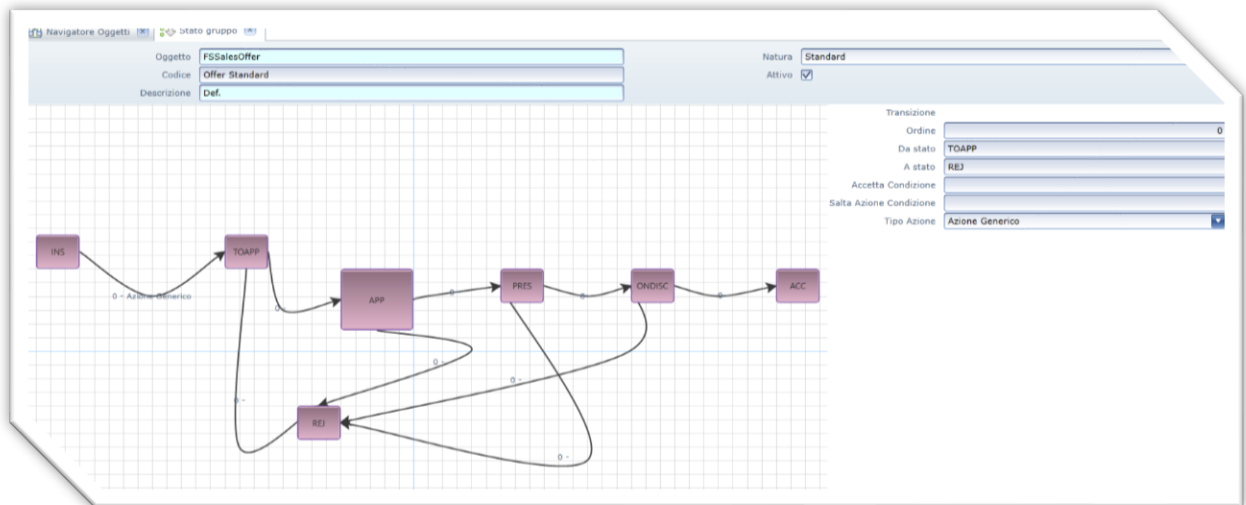
09. Fluentis2023 Form Designer: User-customisable graphical interface

With Fluentis2023 it is possible to quickly edit forms by creating dynamic profiles integrated with security management to better suit the user's needs. Even grids can now be customised either by creating dynamic profiles or by creating aggregated formulas and totals directly in the grid.



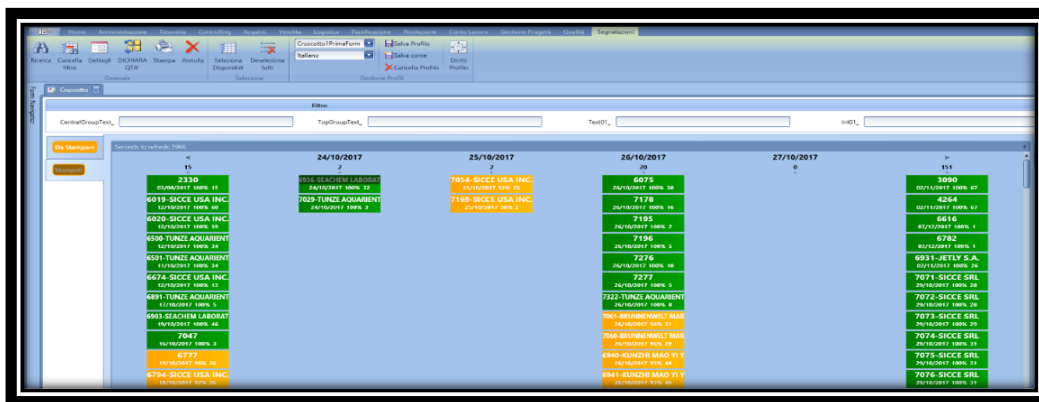
10. Fluentis2023 Project Workflows

With Fluentis2023 Project Workflows you can easily integrate flow logic and customise business processes without having to write complex customised procedures. This is a first level of customisation, where automatic operations can be associated with each flow. An easy context is that of invoicing where when the status of an invoice changes, e.g. from inserted to authorised, the workflow provides for the creation of the PDF, the creation of the email to be sent to the customer, the sending of the email with the PDF attached, and its storage in the document file.



11. Cruscotti Operation

With Fluentis2023 you can easily configure dashboards with different functionalities within Operations. You can for example use them in the MES for tracking production progress and times, or organise the work of shipping. Increasingly, external work accounts are being managed via these dashboards, where the subcontractor can see the commissioned work and declare the production.



WMS Fluentis Mobile

Internal company logistics is increasingly a critical factor, as the lack or inaccuracy of real-time stock information, the lack of knowledge of product availability and location, and the inability to monitor production times and progress, identify some of the major shortcomings of traditional information systems.

Fluentis Mobile is a high value-added logistics and production department designed for the improvement of in-house logistics and production processes through the 'real-time' capture of structured information typical of a company's information system.

Space optimisation

The storage algorithms and knowledge of the status of each location allow materials to be placed anywhere in the warehouse, optimising space utilisation.

Route optimisation

It is possible to set up picking, single or groupage picks, and propose optimal picking routes. Thanks to FluentisMobile, the most complex operations will be handled with tools that simplify the work of the employees, thereby increasing efficiency.

Cross Docking

With FluentisMobile, the management of cross docking, picking lists with route optimisation is native, speeding up internal handling operations and information flows, leading to a substantial decrease in material throughput time.

Internal and external traceability

FluentisMobile automatically manages the traceability of materials by batches, giving greater quality to all business management.

FluentisMobile offers the possibility to have complete traceability of the product, from the moment it enters the company to the moment it leaves, being able to reconstruct all movements.

Real-time stock

Having stock under control at all times is nowadays, for companies operating in the traditional way, a utopia. Thanks to Fluentis Mobile, the status of the stock is constantly updated, with every single movement. Furthermore, the time and costs of traditional inventories are totally eliminated, as the operator can correct the stock at any time. Precise and punctual stock management allows the company to substantially reduce average stock, resulting in greater efficiency and profitability.

Managing Lots and Serial Numbers

Batch or serial number management allows precise identification of the product composition. In essence, FluentisMobile takes over the task of baptising the manufactured article at the time of production, so that it can always be traced within its production cycle.

Supervisor

Supervisor was created with the aim of automating the control and verification procedures that operators carry out daily in the various operational areas, thus increasing their efficiency. Thanks to a set of algorithms, ranging from the production progress check, to the warehouse stock management, to the suppliers' delivery portfolio, to the credit situation in administration, Supervisor identifies itself as an activity scheduler that allows the user to be aware of the only exceptions when they occur, via e-mail. Supervisor also allows to extend its functionalities in a simple and quick way, thanks to the configuration of the control rules in VBScript language. Supervisor communicates with the operators through e-mail or also via SMS through a GSM modem suitably configured.

BizLink Enterprise Service Bus

With Bizlink Fluentis is able to interchange data with departmental applications and other ERPs in a secure, documented and above all dynamic way.

It is also through Bizlink that Fluentis is able to interchange processes with other applications in SOA mode, such as E-commerce sites and/or other ERPs (e.g. SAP R3 or others) in order to make the integration project documented and functional for transaction and process control.

Testimonial Campaign 2023

Testimonials are customers who give a positive opinion about the product and service, allowing Fluentis to make a Case History about their project and to refer you as a reference in the course of each year to 3 potential customers to whom you will tell about your experience with Fluentis.

The assonance with testimonial and baton is less accidental than one might think: it reminds us of the relay race where victory is linked to the passing of the baton between athletes. Similarly, when a company can count on the positive opinions of customers, it can be a winner, especially when these testimonials have a certain reputation in the market.

This is why Fluentis launched a testimonial campaign in January 2023, giving significant commercial advantages to the customer.



Discount on licences: 5%

Discount on assistance and maintenance fees: 5%

Prerequisites

Compatibility of Microsoft operating systems and server-side processors

- Windows Server 2019 R2 64 Bit
- Windows Server 2022 64 Bit
- Linux (recommended)
- Processors **INTEL**

The definition of the hardware infrastructure will be made according to the specifications of the project.

Compatibility of Microsoft operating systems and client-side processors:

- Windows 8 with INTEL Core I5 or Core I7 processors with at least 8 GB of RAM
- Windows 10 (consigliata) con processori INTEL Core I5 o Core I7 con almeno 8 GB di Ram

Fluentis supports the following Data Bases:

- SQL Server 2019 Standard Edition
- SQL Server 2022 Standard Edition (recommended)

For all client PCs that access the system it is necessary to purchase the operating system and SQL database CALs.