



# *NetPower Solutions Enterprise Application Suite III*

*THE Integrated Cost-cutting Solution for YOUR Company... Beyond Excellence!*



----- Customer White Pages -----



**A. Letter from the Chairman of the Board**

Dear Customer,

Thank you very much for downloading this document and for your interest in NetPower's Enterprise Application Suite, now in its third release.

NetPower Solutions is a **web-based cost-cutting software** and business development services vendor focused on un-leashing the growth potential within small and medium-sized enterprises (SMEs), manufacturers, wholesalers, distribution and logistics firms. Holding companies with medium-sized subsidiaries may also benefit from our software.

With the NetPower Enterprise Application Suite, **the fundamental things for us are *benefits for you***, including:

- cockpit control of your business anywhere, anytime 24/7/365
- supply chain interface economies for you and your suppliers
- raw material/sub-assembly/component stock control cost minimization
- production planning resources/materials maximization
- human resources cost minimization
- team building, bringing management and employees closer together
- staff efficiency monitoring and reduced employee waste/fraud
- accounting/bookkeeping/orders/sales/payroll on-line
- finished product stock monitoring
- optimization of field sales force
- customer relationship management
- reduced maintenance costs via our distance-maintenance tool
- security - encrypted access to working modules agreed by management
- fast return on investment
- user-friendliness thanks to its multi-lingual environment
- end-to-end improved supplier and customer relations

The peace of mind you will enjoy is perhaps best reflected by the new flower logo associated with this latest release. We invite you to take a closer look at the technical details on the following pages, and wish to assure you that we are available to you for additional information and a live demonstration.

With best regards,

Graeme R. de la Mer  
Chairman of the Board



***B. Benefits for you – the customer***

Our NetPower Enterprise Application Suite is targeted at both the fast growing SME market and more traditional staple old economy firms in search of cost-cutting tools for expansion or restructuring purposes. Whether you seek tools to improve performance or, for the installation of your first comprehensive IT or management information system, we invite you read on and learn more about our **Enterprise Application** solutions which may be tailored to your specific needs. We can both save and help you make more money!

We pride ourselves on supplying customized solutions based on customer requirements. We don't offer a supply driven standardized product which claims to cover all industries and functionalities. **We supply scalability**. Our solutions are completely web-based. So, when we say NetPower provides solutions "Beyond Excellence" we not only mean it, **we deliver 24/7/365**.

We provide modular solutions which can interface easily with your existing systems. NetPower is platform independent and runs on Unix, Windows, Mac, Linux or other popular systems you might be currently using. New functions can be added at your pace and budget to meet your needs. **Our philosophy** is to recognize each business is different and **to customize our modules to suit client needs** rather than supply expensive multi-function software, most of which is too sophisticated, complicated or expensive for the average SME business.

Some customers tell us traditional ERP/CRM/SCM/HR software suppliers seem to be obsessed with functions, features and their technology. We at NetPower agree. The **motives for purchasing a new management information system** are many and varied but common motives include cost-cutting, improved competitiveness, fear of being left behind, fashion or following industry leaders in your sector.

The trick is to integrate new technology into your existing ways of working and to modify these to produce benefits. It is vital to introduce such process changes paying due regard to the specificities of the human and organizational practices within your own business.

We believe strongly that our **software first needs to be properly integrated into the working methods of the board room, administrative and operational staff of your business** as a basis to improving end-to-end communication with suppliers and customers alike. We therefore make sure your senior managers understand our NetPower software first as they must spearhead the up-take of the system by your own staff and develop the relationship aspects outside too.

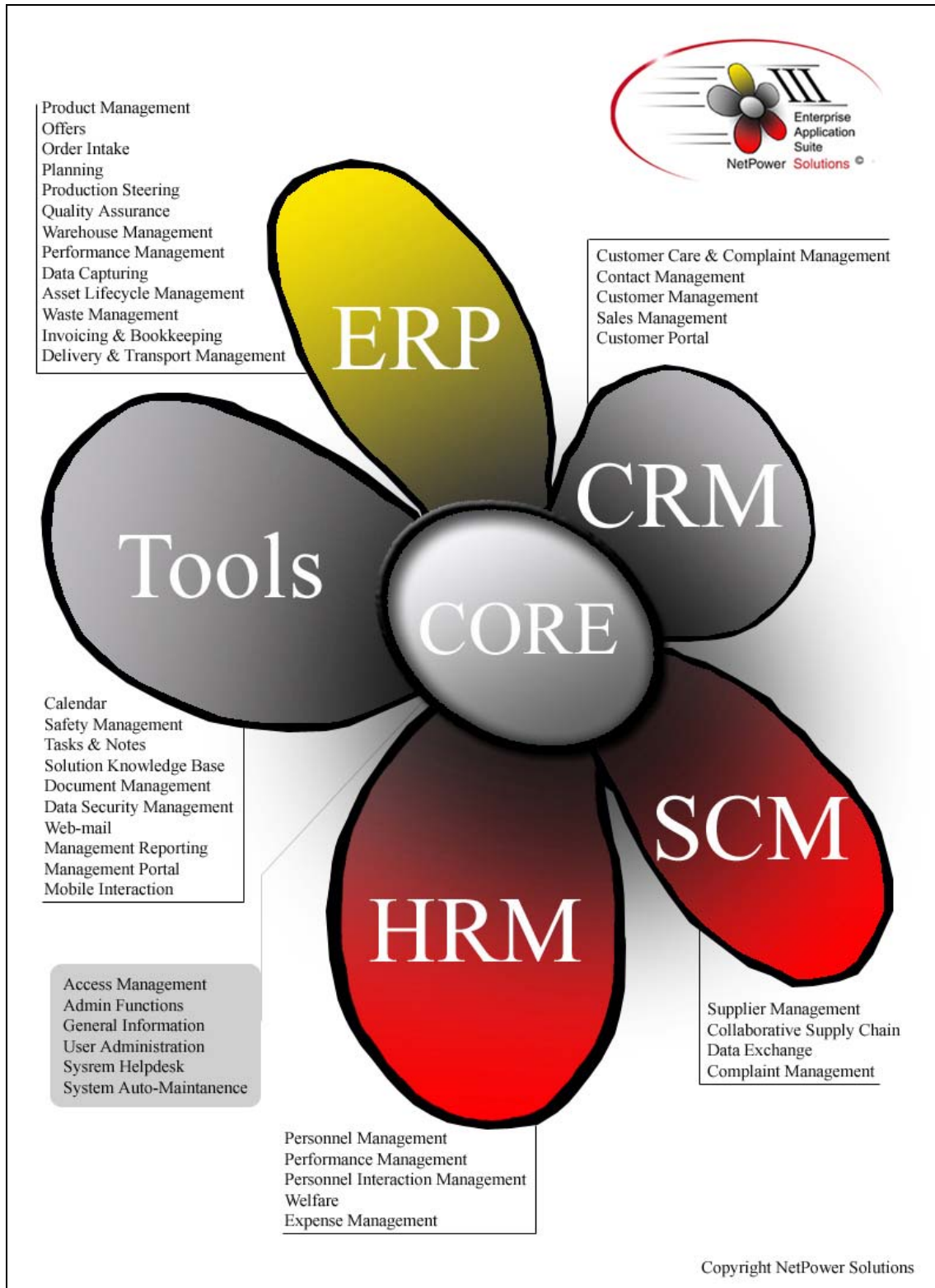


NetPower is designed for ease of operation for the basic computer user thanks to its **Dynamic menu system**. The menus accessed by your staff in the NetPower software system are dynamically built around the permissions and **profiles you control** and are agreed with management. Therefore, a user will never see a menu link for which he has no authorization. The **language is also personalized to the user's own language**. The permissions are given through user profiles. Management can set an indefinite number of profiles, specifying which functions are accessible by which profile.

The NetPower Enterprise Application Suite is also marked by a **very user-friendly lay-out**. Thanks to our design functions, users can see their preferred lay-out any time at any place. The system allows for **several backgrounds, letter type and color settings for customer ease and company differentiation**. This even allows for special settings for the visually disabled.

**NetPower software is an ideal solution for small to medium-sized enterprises engaged in manufacturing, wholesaling, distribution and logistics. It is particularly effective in the broad-based engineering sector - including metals, metal products, food & drinks, printing, textiles and clothing and automotive components.**

**C. Modular Overview of the NetPower Enterprise Application Suite**





In all events, and regardless of any combination of modules that is chosen, the NetPower Enterprise Application Suite gives you a perfect blend of:

- **Security** – stop fraud, hackers and flaws
- **Relationship Building** – with your customers, personnel, suppliers, banks, transporters
- **Efficiency** – cost and operational control, safety, environmental respect
- **Productivity** – Produce, steer, plan, foresee, cut costs
- **ROI** – see your return on investment materialize from the first quarter

In the field of technology, the NetPower Enterprise Application Suite is entirely J2EE compatible. Interaction with other software using this technology becomes very easy. Interaction is also possible through XML.

## OUR UNIQUE SELLING POINTS

1. The product performs similarly to solutions offered by mainstream stand alone ERP/CRM/SCM/HR packages but does so in a technologically very different way: it is completely web-based and integrated
2. It has been conceived in a modular way with a high degree of customization so it can very rapidly and easily fit all your needs as a customer, faster and cheaper than the existing products on the market. It is scaleable.
3. It is uniquely user-friendly in the sense that it can be used by many people at the same moment in other user languages e.g.: French, Dutch, German, Spanish and Polish. It is multilingual.
4. It offers perform at a distance cost-saving maintenance features unlike no other product on the market.
5. This is certainly the most important factor: it brings previously very expensive business solutions in the reach of the SME market via our rental/leasing financing possibilities. It is extremely cost-effective.

**D. Features related to the modular system**

**CORE Module**

CORE stands for **Cockpit Overview & Response Engine**.

The CORE system includes a hardware part:

- A Server and Database system
- A Gateway and Firewall system
- A back-up system
- A broadband internet connection with fixed or dynamic IP address
- An UPS power back-up system

The CORE system includes also a software part:

- Cockpit Control over all system functions
- Dynamic and secure access system
- Unlimited User Profile management
- Automatic date and time synchronization with an online atom clock
- Automatic switching between printing and mailing documents. The mail address can either be imported or filled-in when mailing.
- Simultaneous multi-language environment for users, suppliers and customers that use the system or interact with it. Right-to-left languages such as Arabic are also compatible.
- System auto-maintenance features, including doing processor-intensive calculations at nighttime.
- System helpdesk connections and FAQ database
- Secure environment with Stealth Redirection, Session Technology and Secure Socket Layer (SSL) connections
- Automatic logging of user activity

The CORE system finally is supported by a Service Level Agreement:

- Training and helpdesk support
- On-site interaction within 24 hours
- Off-site interaction within 8 hours
- Bug fixing and system upgrades
- Safety updates
- Maintenance

## ERP Modules

**ERP** stands for Enterprise Resource Planning

1. Product Management - will manage all products that your company can offer/produce
2. Offers - allows you to create, modify, duplicate and otherwise manipulate an offer for a specific customer, based on his/her offer-request
3. Order Intake - allows you to generate and manage orders, based on your accepted offers, including internal orders and repeat orders
4. Planning - allows you to add your “pending orders” to your production planning, taking into account personnel availability, machine statuses, available and ordered raw materials, maintenance needs, etc. Includes emergency re-planning features.
5. Production Steering - allows you to put your planned orders, maintenance, tuning, warehouse manipulations into production and monitor quality; includes safety procedures
6. Quality Assurance - allows you to determine the quality results for each of your products in comparison to set standards and the Quality Handbook, and print quality reports
7. Warehouse Management
  - Raw Materials - controls the raw goods in your warehouse and is linked with SCM for optimal production efficiency. Control includes adding, ordering, deleting, move and write-off materials.
  - Work in Process (WIP) - allows you to manage your “work in process”, including location of these goods and value estimation.
  - Finished Goods - allows you to manage your products that are ready for delivery or call-off. One can also proactively notify the customer goods are ready for delivery.
  - Maintenance Equipment - allows you to manage your Maintenance Equipment and Maintenance Products.
8. Performance Management - allows the personnel to register their work hours. This can be done either automatically or manually.
9. Data Capturing - allows you to retrieve data from sources other than keyboard or mouse, e.g. scanners and machines
10. Asset Lifecycle Management - allows you to manage your machinery, including safety, maintenance, efficiency and workload/performance monitoring
11. Delivery & Transport Management - allows you to manage deliveries, dispatching and transports to your customers
12. Waste Management - this module will manage the products that didn't pass quality control as well as waste generated during production.
13. Invoicing & Bookkeeping – manages the XML link with an external Invoicing & Bookkeeping software. Includes invoice, reminders and credit note generation.





## CRM Modules

**CRM** stands for Customer Relationship Management

1. Customer Care & Complaint Management - this module is responsible for correct follow-up of customer helpdesk requests. This can be related to reporting a problem (bug), a request for a new feature or a question related to training. The system uses a ticketing system to this purpose. The Network Status feature gives a graphical interpretation of the company's network performance and server loads. Ideal for maintaining a network consisting of multiple servers and handling crucial data. Can be linked to the Mobile Module for critical warnings.
2. Contact Management - allows you to manage contact persons. In addition to adding, modifying and deleting contacts, one can also make exports to Excel™ and Outlook™.
3. Customer Management - allows you to manage customers, including individualized mass email campaigns to specific customer groups and Service Level Agreement (SLA) performance monitoring.
4. Sales Management
  - Leads - leads are persons who have shown some kind of interests in your company or product. It is also possible to convert a lead into a contact.
  - Opportunities - this module manages possible sales opportunities towards existing customers. These opportunities will contribute to your forecasts. They can also be linked to your marketing to calculate the ROI (Return On Investment) of your marketing strategy.
  - Forecasts - this module is important for sales managers and can also be used towards customers. It's used to forecast future opportunities and leads, and to improve sales performance.
5. Customer Portal - this module is a website portal for the customer from which he has access to all data related to this customer, including but not limited to
  - Order Status
  - Delivery Status
  - Make an offer request
  - System and Network Status
  - Relationship History
  - Invoicing situation

## SCM Modules

**SCM** stands for Supply Chain Management

1. Supplier Management - allows for adding, modifying and deleting suppliers. It also supports ordering of raw materials and maintenance goods.
2. Collaborative Supply Chain - allows you to adapt the production of your supplier to your own production needs, creating a virtual link between both. Supports just-in-time deliveries.
3. Data Exchange - allows you to get the most up-to-date data of your supplier through pull or push technology, e.g. prices for raw materials. As another example, NetPower Software can connect online with banks to get the latest currency information, receive payment information, etc...
4. Supplier Complaint Management - allows the user to send complaints to his suppliers and follow them up.

## HRM Modules

**HRM** stands for Human Resources Management

1. Personnel Management - allows the HR manager to keep track of personnel information, including a company-wide who's who system.
2. Performance Assessment - allows you to add evaluation and confidential data to a user account. This includes payroll activities.
3. Welfare - this module deals with complaints and incidents of personnel within the company, including incident history.
4. Personnel Interaction Management - allows you to notify other users (depending on your permissions) by means of a message board. Content depends on company policy.
5. Expenses - allows personnel to enter, update and follow-up on their expenses by means of a web-form.



## TOOLS

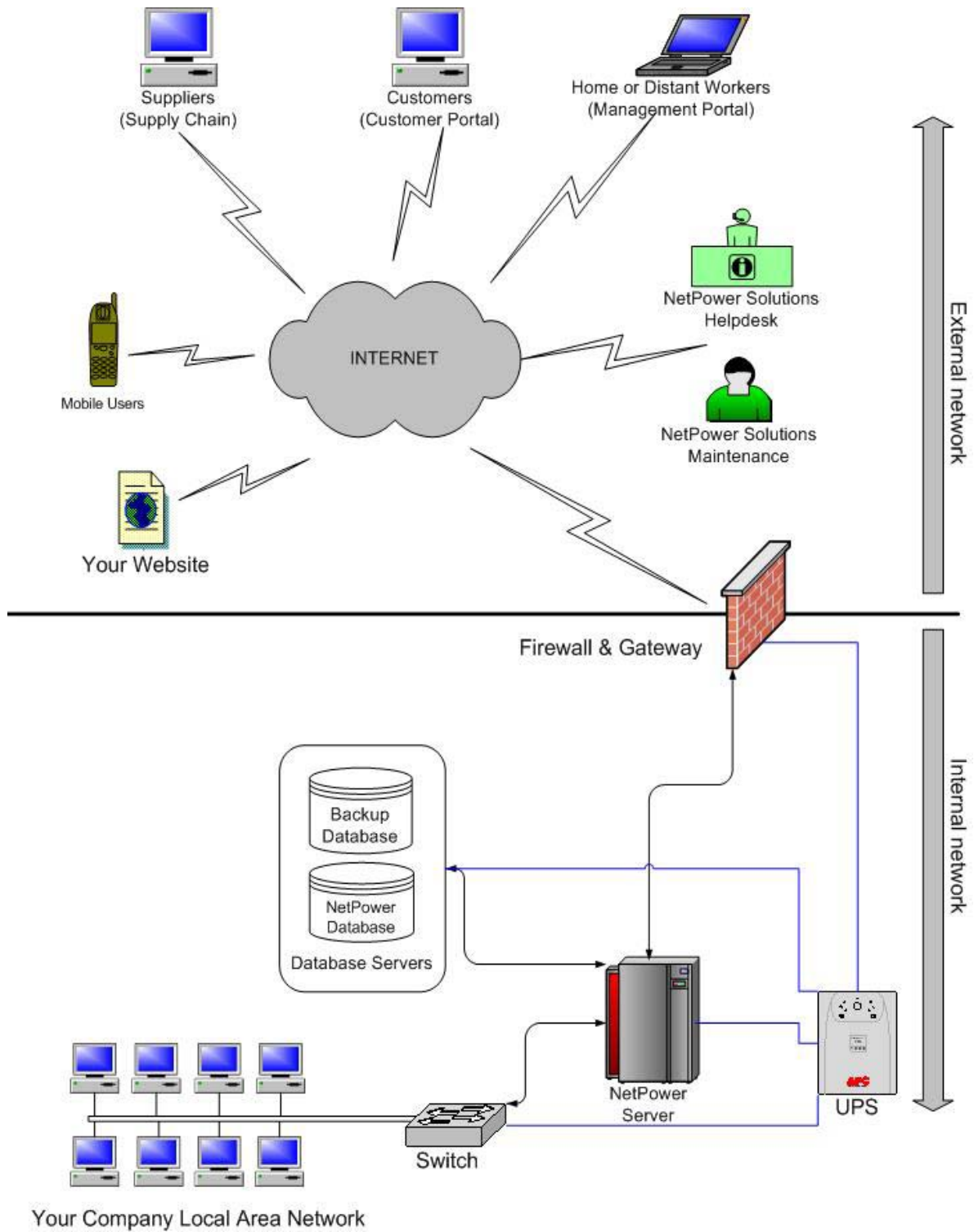
1. Calendar - This module generates an overview of all appointments of each employee in the company who belongs to the same entity. Meetings and appointments can be public or private, and premises are automatically reserved. Interaction with Outlook™ or similar is available.
2. Safety Management - allows you to determine safety procedures.
3. Tasks & Notes – this module can register a new task and assign it to someone. It can also generate an overview of all tasks of each employee in the company. The line manager can view pending tasks and if necessary assign these to someone else.
4. Solution Knowledge Base - this module will contain possible solutions for different problems. This knowledge base can be easily consulted. Authorized users can review and modify these solutions. This module is linked with the document management and the customer care module.
5. Document Management – a document storage allocation coupled to solid metadata that describes the content. Includes the possibility to see related documents.
6. Data Security Management – enhance your security with encryption of data.
7. Web-mail - this module is an integrated web client. It is integrated in all modules where a mail possibility exists. Import/Export with other mail systems is optionally possible.
8. Management Reporting - allows managers to get statistical information out of the system for all modules installed, focusing on cost control, efficiency and productivity.
9. Management Portal - allow managers, sales people, and maintenance personnel to access the system externally through the company website.
10. Mobile Interaction - this module is related to all mobile activities, from logistics to automatic emergency mobile phone messages to plant managers.
11. Preferences - allows each user to set his personal preferences, including user language, look and feel and much more.

***E. Advantages of this Enterprise Application Suite***

1. NetPower Software is **completely web-based** and thus platform independent. It can run on a Windows, Linux, Apple or Unix architecture, or any combination of these.
2. Thanks to the web environment, NetPower Software allows people to work on the system even if they are not on site. This **tele-work** feature is especially interesting when production processes or ERP events have to be accessed simultaneously in different branches of the same company.
3. NetPower Software supports **multilingual environments**: thanks to the modular layout, virtually any ASCII character language is supported, and it can even run them simultaneously. So French or Dutch speaking people within the same company can get the same information simultaneously on their screen in their preferred language. This makes the software very appealing in multi-lingual markets such as Belgium, Canada, South-Africa, Switzerland, the South of the USA, etc...
4. There is virtually **no limit to the number of computers** that can be connected to NetPower Software. The very heart of the system is a Linux or Windows® server, and the limit of users is only controlled by the processor speed and bandwidth of the network connections.
5. The level of **security and confidentiality** of data is guaranteed thanks to encryption technology, session technology, automatic stealth redirection and secure connections (where necessary). This security shell is integrated in the system and does not cause any conflicts.
6. NetPower Software **works with most known databases** (Oracle®, SQL, Informix®, etc...). This means it can be used in a very wide range of application processes.
7. NetPower Software is **compatible with several types of hardware**.
8. Input is accepted from the web-browser (on screen) or other hardware, such as portable scanners.
9. The server runs in the basic installation on Linux, which guarantees its **stability**. Up-time at test premises has reached 99.99 % over a period of 3 years with down-time only caused by server maintenance.
10. **Interaction** with other web-based software is supported. Non-web based software can in most cases also interact.
11. NetPower Software is one of the first Enterprise Application system on the market to offer the possibility of **tele-maintenance**: from the NetPower Solutions Helpdesk or Development Centre we can intervene at a distance and virtually solve any given problem with the server or the programme.
12. NetPower Software can very easily interact with a web server, which offers multiple possibilities for **direct customer-interaction**: e.g. to track their orders or review their data from a distance without having to intervene.

**Because of its third-generation web-architecture and J2EE compatibility, this software offers tremendous interaction possibilities with existing software at your premises.**

***F. Basic system configuration***





### **G. Comprehensive Pricing Policy**

We do believe that there's no need to pay for features you will never use. Therefore, and in addition to the modular and customized approach which has been described above, there's 3 possible ways of acquiring the NetPower Enterprise Application Suite.

Indeed we offer a **Direct Purchase** possibility, as well as a comprehensive **Leasing** and **Renting** approach. When you opt for a Direct Purchase, you pay a fixed amount which covers server hardware, analysis, implementation, customization, testing and roll-out. It then gives you unlimited use of the Service. However, an increase in number of users or additional helpdesk efforts and SLA are extra at an additional cost.

The Leasing and Renting approaches offer all advantages associated with ASP-like solutions (complete budgetary control, no surprises, quick help, etc) without its inconveniences. Indeed these fees include:

- the necessary servers,
- all subscriptions,
- needed licenses,
- needed server operating systems,
- back-up systems and power management systems
- software
- consultancy
- implementation fees
- roll-out and testing fees
- training
- maintenance, including helpdesk services and service level agreement (SLA)

The minimal lease period is 36 months; the maximum 60 months. Typical payments are as low as one normal salary, though saving many other salaries. At the end of the contract, the customer can retain the system and pay a lower monthly fee for helpdesk, maintenance, upgrades and the service level agreement.

All extra expenses, like additional user hardware (scanners, printers, etc) are however not included in the monthly fee.

The Leasing option is available through partner leasing companies. Both Leasing and Renting options will be subject to a credit check and agreement by a credit committee.



The following Table gives you an idea of the 3 approaches:

Features	Direct Purchase	Renting	Leasing
Down payment	Yes (20 – 40 %)	Yes (3 – 8 months)	No
Spread payment	No	Yes	Yes
Consultancy	Yes	Yes	Yes
Implementation	Yes	Yes	Yes
Hardware	Yes	Yes	Yes
Testing	Yes	Yes	Yes
Operating Systems	Yes	Yes	Yes
System Documentation	Yes	Yes	Yes
Training	Optional	Yes	Yes
Helpdesk	Optional	Yes	Yes
SLA	Optional	Yes	Yes
Maintenance	Optional	Yes	Yes
On your balance sheet	Yes	No	Yes

### WHAT DIFFERENTIATES US ?

1. We match our software to your needs
2. We customize we do not dictate
3. We do not claim to cover all industry sectors
4. We listen to you first
5. We do not go away, we stay with you
6. We are web-based 24/7/365
7. We do not ask you to pay for functions you do not need
8. We work on a results-driven basis and not a manhour-driven one
9. We understand the challenges of making prudent investments
10. We provide a license scheme which does not punish you as your company grows and extra users are added
11. We are with you anywhere you go
12. We can save you the costs of systems integration

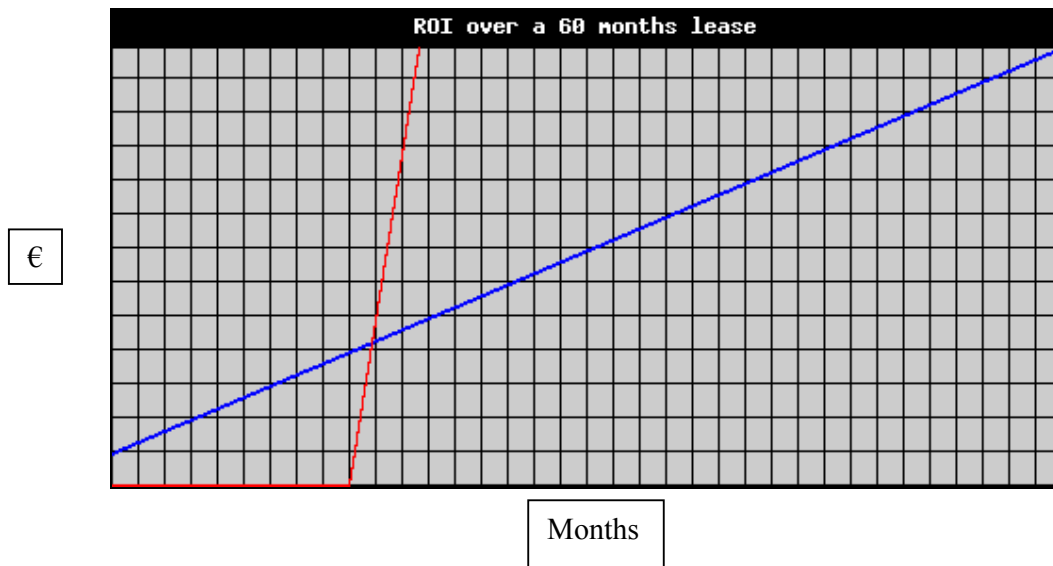
**H. The Value Calculator**

**Calculate your Return on Investment !**

Test our Return on Investment Calculator on our website to see how your business can benefit! Just follow the easy to use instructions on [www.netpowersolutions.net/value](http://www.netpowersolutions.net/value) and let your fingers do the rest!

You will be invited through a series of steps in which specific questions are asked, such as turnover, typical warehousing capital, number of employees, etc... to give you a final estimated first quote of what is possible, how much it will cost, over which period, and what the overall possible return on investment (ROI) would be.

Most ROI are achieved within the first year of implementation. In the example underneath, one can see the blue line representing the monthly leasing installments and the red line representing the ROI as forecasted based on previous experiences. The ROI is climbing once the system is deployed, here after a period of 9 months. One can see that less than a month later, a ROI is effectively obtained.







***I. Integration with other NetPower Solutions Software***

NetPower Solutions offers a series of intranet, internet and extranet solutions, all of which are customizable to the user's needs.

This Enterprise Application Suite can easily be integrated into other Solutions we offer. A shared link in our Intranet Cockpit Screen lets the user shift from one application to another, as if it were a uniform entity. Please contact your supplier for more information on this feature.

Data-exchange from one application to another is also very easy to achieve, thanks to the CORE Module, which allows you to access data stored in other databases, even if they are on other locations.



***J. Contact us***

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