



RUN BUSINESS BETTER, RUN ECHO

Business Solutions



YOUR VISION, OUR SOLUTIONS

Prosperity starts with a Vision, you know it better than any one else.

Business is growing faster & you need to step your organization on the right path with the right foot print to achieve your goals.

You need to set strategic directions for your firm & you need information to take that step.

Your Business processes in need for interconnectivity & your decisions in need for informative source.

Your workflow consumes time and efforts to be done effectively.

You need ... **ECHO BUSINESS SOLUTIONS.**

ECHO helps your organization gathering Sales, Financials, Banking, Purchasing, Manufacturing, Inventory, and Customers' information all under one flexible and responsive strategic platform.

ECHO empowers your business with single-accurate source for all critical and up-to-the-minute information.

ECHO takes proactive control over your business through automatic workflow alerts, swift response for stakeholders' needs, and reviving your business out of the reactive-time-consuming "fire drills."

ECHO streamlines your operations by seamlessly integrating key business processes such as Sales, Purchasing, Inventory, and Financials together out-of-the-box eliminating redundant data entries and errors.

ECHO is adaptable to your changing needs with easy-to-use customization "tailor-able" tools to fit your specific business needs and individual user preferences.

ENTERPRISE MANAGEMENT

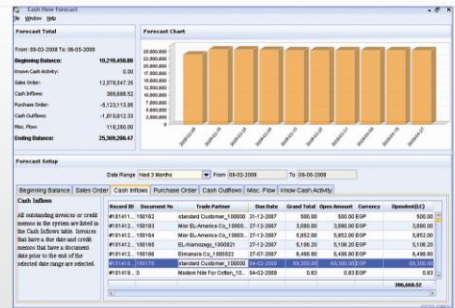
ECHO Enterprise Management helps in setting your goals through Planning, Budgeting, and Forward & Backward Forecasting via breaking those goals down into measurable objectives & targets to empower monitor and control over costs & revenues during execution. With **ECHO's** instant model planning scenarios you can easily increase Profitability and Improve Working Capital to enhance cash flow through better managing Inventory, Receivables, Payables, and use of Ratios & Financial Planning.

ECHO analytics capabilities supplies easy definition of your Financial Targets, Business Plans enhancements, Forecasting perceptive, Cash Flow analysis, consolidating Multi Financial Statements, and Multi-Period Comparisons.



FINANCIAL MANAGEMENT

ECHO Financial Management handles all financial transactions including Multi Company, Multi Currency, Multi Accounting Standards, Multi Accounting Dimensions, General Ledger, Journal Entries, Multi Posting Types Actual/Budgeting/Commitment, Accounts Setup, and Maintenance to be gathered in one solution through comprehensive tools & reporting systems.



MANUFACTURING MANAGEMENT

ECHO Manufacturing Management gives you consistency, control, visibility, and rapid response for changing circumstances concerning manufacturing processes' aspects.

ECHO offers a full array of Manufacturing functionalities including estimating Master Production Schedule, Finite Capacity Schedule, Labor Performance, Costing, Lot & Serial Tracking, Procurements/Receiving, Back-Flush, Materials Verification, Capacities, Multi Level Material Requirements Planning, Multiple Bill-Of-Materials for the same item, Multiple Manufacturing Routes, and Sub-Contracting.

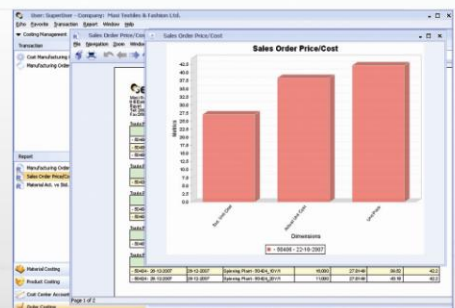
ECHO Manufacturing is flexible, scalable, easy-to-use, and fully integrated system helping your organization in building & composing products that satisfies your customers, in addition to boosting your competitive edge.



COSTING MANAGEMENT

ECHO Costing Management is a comprehensive and powerful tool for maintaining standards, and current/projected costs for both accounting & manufacturing operations through its unique features which are ideal for managing planning and budgeting of your entire operations by capturing costs as changes occur ensuring up-to-date, and accurate costing.

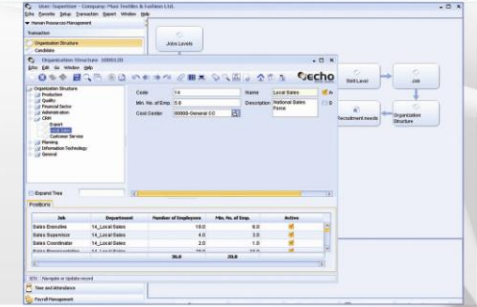
With **ECHO Costing Management** you can link purchases directly to existing work orders from Purchasing or Manufacturing modules to earmark specific costs with the appropriate job, then linking work orders to specific customer's orders privileging knowledge of true profit margins.



HUMAN RESOURCES MANAGEMENT

ECHO Human Resources Management automates Human Capital Planning, Organizational Structure, Personnel, Payroll, Regulatory requirements, and Time & Attendance best practices by supports compliance with changing regulations. Moreover, workforce analytics provides you with Reporting and Analysis options to obtain comprehensive Real-Time data on your workforce.

ECHO Human Resources Management accommodates Multiple Languages, Currencies, Banks, Taxes definitions, Benefits, Perks, and Security Configurations.

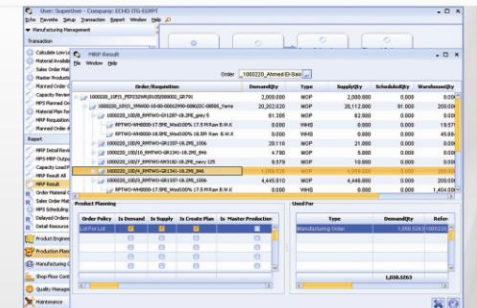


SUPPLY CHAIN MANAGEMENT

ECHO Supply Chain Management enhances customers' services through fast, efficient order processing, and accurate-timely order fulfillment while maximizing sales by instant access to information about stock availability, prices, and possible substitutions

ECHO SCM manages your Vendors' Contracts and Transactions including issuing Purchase Orders, updating Stock Quantities, Calculating Imported Items' Values, Returns, Credits, Payments Processing, Handling Inventory Levels, Items Management, Multi Unit of Measure, Auto Conversion, Dimensional Products, Multi Price Lists with Date Control, Special Price Agreements, and Transfers between Warehouses & Stock Transactions – all via integration with other processes like Sales and Procurement.

ECHO SCM drives Distribution, Shipments, and Logistics processes in integration with Real-Time Shipping to enhance receiving/issuing materials, and monitoring Import & Export certificates aiming costs reduction by lowering inventory levels and consolidating shipments.



CUSTOMER RELATIONSHIP MANAGEMENT

ECHO Customer Relationship Management helps enterprises to make the most out of each account through focusing on sustaining current customers and maximizing mutual relationships.

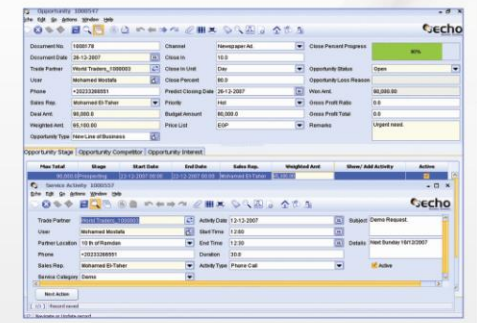
ECHO CRM is embedded to integrate Marketing, Sales opportunities, Support services, and Customers' facing processes in seamless interrelation with all relevant functions across the organization.

ECHO CRM is your Trade Partners solution to keep old-time spirit of customer correlation even when you can't shake every hand. **ECHO Trade Partners** solution assisting in capturing and tracking your Trade Partners' detailed information and requirements, by integrating intelligence into all parts of your organization so everyone knows as much about the business Trade Partners.

ECHO CRM is your Sales Opportunity enabling sales teams to work together in closing faster deals by providing single place for updating deal's information, tracking opportunities milestones, and recording all opportunity-related interactions.

ECHO CRM can be customized to fit your internal sales methodologies and processes to easily monitor your sales pipe lines.

ECHO CRM is your Service Management delivering Point-and-Click customization assisting you in keeping up with changes in your business—whether its product support, help desk, or technical support.



ENTERPRISE MANAGEMENT

- Implementing Business Intelligence concept through building Multi Dimensional Analytical Reports.
- Define dynamic Key Performance Indicators.
- Align performance with planning.

FORECAST, S&OP

- Create Reasonable forecast plans based on historical data, and adjusted as per production capacity and inventory stock levels.
- Forecast is done on family product level "Volume rather than Mix" which facilitates forecast follow up per upper level management.
- Ability to manually/automatically set percentages of members of family products based on historical sales/consumption volume of family members.
- Easy adjustment in S&OP based on variances with actual sales, production and inventory levels.
- Transfer sales forecast plan into financial budget and create budget journals automatically.
- Ability to create multiple versions of forecast and budget in order to use it in forecasting WHAT IF analysis and accuracy.
- Support decision makers to create KPI's per each company business unit, activity, cost center.

SUPPLY CHAIN SALES

- Powerful and comprehensive customers' information management.
- Multiple Price Lists per customer, per products, and mix of both.
- Functionality from Quotation-to-Cash.
- Sales orders follow up.
- Flexible and scalable point of sales functionality.
- Full integration with Accounts receivable, Planning, Manufacturing, and Logistics modules.

INVENTORY

- Define Multiple Warehouses.
- Able to define locators and warehouses internal structure.
- Define products groups and assign to locators.
- Products Attribute Management.
- Tracking Lot and Serial numbers from raw materials stage to finished goods shipments.

QUALITY

- Easy and dynamic creation of quality plans.
- Customer based quality plans.
- Link quality plans to products, customers, and vendors.
- Automatic acceptance or rejection based on quality formulas.

STRATEGIC & TACTICAL PLANNING

- Powerful Strategic Business Planning tool.
- Supply Chain Planning, Sales, Purchase, and Inventory Control.
- Professional Master Production Scheduling tool.
- Accurate Capacity Planning tool.
- Planning Graphical Charts.

BUSINESS /IT ALIGNMENT

- Multiple channels to grab newly required business requirements.
- Align the newly business requirements with the IT resources.
- Communicate with the business practitioners in their own terms.
- Implement the newly required business functionality on multi levels.
- Customization level using the powerful customization tools embedded into ECHO.
- Developing new functionality within the presentation layer.
- Developing new complex business functionality within the business logic layer.

PURCHASING

- Powerful and comprehensive vendors' information management.
- Vendor rating system based on definable criteria.
- Multiple Price Lists per vendor, per products, and mix of both.
- Functionality from Requisition-to-Pay.
- Purchasing orders follow up.
- Automatic purchase requisitions generated by MRP or replenishment policy.

LOGISTICS

- Define shipping agents information.
- Pre-booking for shipments.
- Record all the shipments details for easy tracking and retrieval.

COSTING

- Material and product costing.
- Control pricing policies via the comparisons between standard and actual costs.
- Costing down to the manufacturing order level.
- Intelligent allocation of manufacturing indirect costs and overheads.

PROJECT MANAGEMENT

- Accurate resources planning by distributing resources among projects for best utilization.
- Display Gantt-Charts for each project for better planning and monitoring.
- Defining multiple calendars, and assign each project a specific calendar.
- Easy Transfer of resources (manpower, machinery, items ...etc) among projects.
- Custom reports to show project execution status.
- Link projects with customers, vendors and Contractors and automatic generation for accrued payables.
- Professional Finance Planning and Time Management to help organization to sustain in best performance.
- Immediate discovery of variances between planned and actual data in order for timely conflict resolution.
- A full vision for the project in terms of Liabilities and Dues.
- Create projects and its WBS in tree style with infinite number of tree levels for better reporting and follow-up.

FINANCIAL

- Multi currency system.
- Define multi chart of accounts.
- Define multi company or multi business units.
- Consolidated accounts reports.
- Currency regular re-evaluation.
- Multiple posting types.
- Automatic creation of journal entries.
- Special setups to accommodate for the Egyptian legislations.
- Special handling for notes receivable to accommodate with the Egyptian market.
- External full integration with the Supply Chain, Manufacturing, Human Resources, and Enterprise Management.
- Internal full integration between the financial modules, AR, AP, FA, and Cash & Banks.
- Accurate forecasted cash flow and financial ratio analysis.

TECHNICAL FEATURES

- Java based application, and independent operating system & database.
- Friendly graphical user interface.
- Web enabled application.
- Built-in report generator with query builder.
- User customized interface.
- Multi lingual interface.
- Total document management, acquiring & integrating with document capturing devices (e.g. Scanners, Digital Cameras, etc...), attachments and archiving.
- Powerful security options and authorizations.
- Dynamic business process structures.
- Dynamic internal workflows.
- Dynamic, flexible, and easy to use attribute management tool (e.g. can be used in building variations of coding structures, quality plans, and products technical specs).

MANUFACTURING

- Advanced MPS, RCCP, RCMP, MRP, CRP and Shop floor scheduling.
- Definition of both Multi-Level Formulations and Bills-Of-Materials.
- Enables rapid access to all finished goods utilizing a specific component material.
- Formulations and Bills-Of-Materials are easily duplicated and updated.
- Multiple versions of the original formulation/bill are numerically controlled.
- Automatic "yield" calculation for raw materials utilization based upon BOM and routing yields.
- Actual usage variations from standard amounts are easily recorded and as well as substitutions.
- Machine downtime can be recorded by multiple reason code.
- Multiple manufacturing routes for the same item.
- Multi level MRP to enable fast and accurate decision making.
- Automatic and streamlined transformation of sales orders into multi level production orders.
- Barcode shop floor transactions.

MAINTENANCE SERVICE MANAGEMENT

- Detailed description of products and customers data.
- Record guarantee contracts and link it with products.
- Record maintenance contracts and time coverage, and list allowed/disallowed services.
- Classify services into groups, and specify which service is under guarantee or conditions.
- Complete follow-up for customer claims and requests.
- Accurate delivery dates and standard costing.
- Record maintenance activities and quality inspection results for each maintenance orders.
- Plan maintenance orders with respect to available work centers capacity.
- Automatic loading of maintenance orders on workshops and resources.
- Automatic spare parts issue and allocation.
- Detailed Shop floor follow-up per shift /workshop /worker /time /maintenance order /operation /quality.
- Automatic billing and collections.

ECHO PORTAL

- Echo portal is a secured web based portal used for direct link with B2B trade partners, it aims to automate B2B communications for better CRM and B2B accuracy and professionalism.
- For Customers, it allows adding new orders, reviewing Orders status, Invoices, Shipments, Payments, Products and Requests.
- For Vendors, it allows receiving purchase orders, receiving design specifications and changes, reviewing payment scheduling and status, sharing design documents.



ITG EGYPT

YOUR VISION, OUR SOLUTIONS.



PHONE

Egypt +202 26423 475
KSA +966 12933 356



E-MAIL

info@itg-egypt.com
info@itgarabia.com



WEBSITE

www.itg-egypt.com
www.itgarabia.com