

BUSINESS FORCE ONE®

Empower your business

Choosing the right business management solution means balancing your short and long term business goals with your financial resources. BFO® helps you overcome these challenges with a business management system that matches your business needs as well as your budget.

BUSINESS FORCE ONE® (BFO) offers a wide range of integrated, end-to-end business applications and services designed to help small, midmarket and corporate businesses become more connected with customers, employees, partners and suppliers. BUSINESS FORCE ONE®' applications optimize strategic business processes across financial management, analytics, human resources management, project management, customer relationship management, field service management, supply chain management, e-commerce, manufacturing and retail management. The applications are designed to provide insight to help customers achieve business success and increase productivity without disrupting everyday business operations. It delivers integrated functionality to support solutions for:

- Enterprise Resource Planning (ERP)
- Enterprise Resource Management (ERM)
- Customer Relationship Management (CRM)
- Supply Chain Management (SCM)
- Supported by end-to-end service (e-Business)

BFO has 4 versions

1. BFO Client/server (Windows server, SQL 2000, WinXP/Vista)
2. BFO Smart Client (Windows server, SQL 2005, WinXP/Vista)
3. BFO Webtop Ethena (Windows server, SQL 05/08, WinXP/Vista)
4. BFO Webtop Sophia (Windows/Unix Server, SQL/Oracle 10g)

BFO has more than 10 vertical industry solutions:

1. BFO Standard Solution, USA
2. BFO for Rubber (Chemical) Industry
3. BFO for Distribution Solution
4. BFO for Banking Industry
5. BFO for Securities Industry
6. BFO for Jewel Industry
7. BFO for Manufacturing Process Control
8. BFO for Hospital Industry
9. BFO University System
10. BFO Pharmaceutical System
11. ...

BFO® is a modular system that consists of 16 modules with many small units called features. The system and application functionality, as well as all facilities for designing and programming customized features and add-ons, are divided into features. This carefully designed system offers great flexibility. You can purchase precisely the functions that you need, and then customize them. You can add more components as you need them.

Business Force One ® consists of many features that form 16 modules. Each module and/or Features are designed to help organizations to run their business effectively.

1. **BFO Financial Accounting**
2. **BFO Asset system**
3. **BFO Sales & Distribution System**
4. **BFO Service System**
5. **BFO Procurement System**
6. **BFO Inventory System**
7. **BFO Production System**
8. **BFO Human Resource System**
9. **BFO Relationship Management**
10. **BFO Document Control**
11. **BFO Project Control**
12. **BFO for Executives**
13. **BFO hospital management**
14. **BFO Business Intelligence (KPI)**
15. **BFO plant maintenance**
16. **Trading Online**

BFO-the fully customizable business solution is easy to customize and simple to use and maintain. With its open development environment and feature rich application areas, BFO® makes it easy for you to speed up your decision making, so you can respond more rapidly to new competitive challenges and seize new market opportunities.

BFO® lets your employees quickly and easily click their way to details on everything from production schedules and inventory levels, to sales orders and marketing campaigns, all in one single secure database. Information entered into the database in one application area, is simultaneously available for use in other application areas, so you can optimize your business processes and leverage your corporate knowledge.

From financial management and CRM, to advanced supply chain management and e-business, BFO® brings together an unrivalled array of functionality and features so you can capture, organize, share and leverage your critical business information across your company, as well as with key partners and customers.

You make your business successful, not your business management solution, but choosing the right solution can mean increasing the scope of your business opportunities and rapidly growing your business. BFO® empowers you to do more with your business information, so you can reach an even higher level of business success. With BFO® we take care of the technology, so you can take care of business.

Financial Management

To get ahead and stay in front, you need an enterprise system that helps you identify and respond quickly to new revenue opportunities. With BFO®, you'll always know the status of your business at any given moment. Business and financial information is always up-to-date and integrated with all your sales and marketing information so you can easily view the specific information you need to make informed decisions. BFO® is much more than just a powerful accounting tool, it helps you understand what your figures represent, so what gets measured gets done.

BFO® makes it easy to spot trends and gain insight into your business activities, so you can capitalize on your knowledge and explore new business opportunities, which might have otherwise been difficult to spot. You can automate many of your financial practices and procedures according to your needs, so you define the level of control that you want. From integrating payment information with purchase data, to complete drill down and filtering capabilities, BFO® provides clear visibility for all your financial transactions.

Distribution

To move ahead of the competition, you need to keep your customers satisfied, and you cannot do this without an efficient and flexible distribution system. BFO® Distribution gives you the power to act more responsively to your customers' demands, improve your customer service and reduce your inventory and distribution costs. With the advanced warehousing functionality included in BFO® Distribution, you can reduce costs and increase efficiency in your warehouse. BFO® Distribution also helps you to increase and maintain the accuracy of your inventory data with features such as item tracking and an barcode system (2D and 3D). From your warehouse layout, to shipping, BFO® Distribution will increase the efficiency of your distribution processes. When your customers know that all your distribution resources are geared towards serving their needs, you become more than just today's supplier of goods; you become a long-term partner.

Manufacturing

BFO® Manufacturing supports the implementation of world-class manufacturing philosophies. The solution includes functionality to effectively manage your manufacturing processes including production orders, bills of material, supply planning and capacity requirements planning.

Manufacturing allows you to improve your business performance through efficient manufacturing processes, and take advantage of new revenue opportunities. You can instantly change your manufacturing methods and processes to reflect changing customer needs.

Manufacturing can be implemented with little disruption to your current manufacturing processes. You can start with a basic implementation and benefit immediately, and then add value later with phased software implementation – expanding functionality as your business needs require.

Customer Relationship Management (CRM)

Customer relationship management solution provides organizations with technologies, business applications, and best practices that help them sell, market, and service their products and services. It provides a unified view of customer information and interactions through integrated sales, marketing, and customer service features. This approach enables organizations to share information, accelerate sales, identify new revenue opportunities, and deliver more consistent customer service.

CRM Solution is designed to support, automate, and manage the sales and marketing processes and functions within an organization. To be able to reach these goals, a CRM system must be able to tightly integrate with existing systems and processes. BFO CRM is based on how quickly a solution can be implemented and made usable. With WebTop solutions, BFO CRM can be accessed through internet online and 24x7.

BFO® CRM also gives you complete and accurate information so you can focus your interactions on preferred customer segments. Good sales and marketing practices are all about making the right decisions at the right time, and in order to make better business decisions, you need to stay focused and be in control of all your marketing and sales efforts.

BFO CRM helps you make smarter decisions faster based on accurate information about every contact. With a precise overview of your contact information right at your finger tips, you can become more efficient and increase your employees' and customers' satisfaction. Sales & Marketing deliver the right CRM solution so you can get the job done better and faster.

BFO® Service Management makes it profitable for you to deliver superior customer service by allowing you to meet and exceed customer expectations, place tighter controls on your costs and organize your service resources for maximum efficiency. The solution enables you to keep track of the profitability of your service operations through a number of reports, as well as use statistical and analytical tools for short and long term analysis.

BFO CRM gives you the power to:

- Improve your customer relationship success to increase your productivity
- Make well-informed decisions about customers to sharpen your competitive edge
- Customize the solution to fit your processes and grow your business

Supply Chain Management

Many people across your organization are engaged in supply chain activities—delivering sales or services to customers, shipping products, negotiating with suppliers and trading partners, managing inventory, or other critical tasks. Supply Chain Management (SCM) provides solutions to help connect information from different teams. In doing so, it can help you empower people to perform with optimal productivity, maintain profitable relationships with vendors and business partners, and satisfy customers.

BFO Supply Chain Management solutions can provide your people with a multitude of ways to plan, coordinate, and executive delivery of goods and services productively. You can realize a strong return on investment as a result of better individual and team productivity, streamlined operations, and more effective collaboration. Using BFO SCM solutions, people can effectively improve supply chain efficiency, with minimal time spent on product training and learning.

BFO SCM solutions gives people across your supply chain visibility into customer demand and the delivery of goods—helping them make faster, better business decisions and take the best course of action when adjustments are necessary. With features such as automatic notification, they easily can keep tabs on inventory, helping sustain optimal item levels without tying up funds in the warehouse. Your team can plan purchasing at favorable terms and in a timely manner, controlling costs and ensuring that your organization meets its customer commitments. And they can connect closely with operations to make sure manufacturing has the materials it needs to deliver products on time.

BFO SCM solutions can help your people work with business partners and suppliers in such a way that everybody's business model can advance and key business relationships deliver high value. As you empower your team to work productively with other companies in your supply chain, you also support those vendors and suppliers in attaining their own business goals. It improves relationships with vendors and trading partners by giving employees access to vendor communications, agreements, and commitments—along with the tools to communicate efficiently with partner companies.

The supply chain management functionality can also help your people monitor and report on the actual productivity and business value of vendor and partner engagements, and implement appropriate course corrections. In turn, your team can practice consistent, efficient quality control over the fulfillment of vendor commitments to your company, and record their findings in such a way that it is easy for business managers to evaluate vendor performance, negotiate terms, or initiate new business alliances. Reliable demand-planning capabilities also help to control costs and align vendors firmly behind your business goals.

Supply Chain Management solutions provide a set of integrated applications, tools,

and capabilities that give you strategic insight into your current processes, helping you replace bottlenecks and inefficiencies. You can respond faster to customer demands and gain an important competitive advantage. And you can help keep profits from leaking away by improving productivity.

E-Business and/or E-Commerce

Users can access BFO® through a variety of methods, including the PC and the Internet. The solution supports Internet-based features such as BUSINESS FORCE ONE® User Portal, BUSINESS FORCE ONE® Commerce Gateway and BUSINESS FORCE ONE® Commerce Portal.

User Portal, based on the Microsoft digital dashboard, increases employee productivity by integrating all your company resources into a single browser-based interface. While *Commerce Gateway and Commerce Portal* let you leverage the power of the Internet to streamline your commercial interactions with vendors and customers.

E-Document

Knowledge Management

Additional Features

Advanced Dimensions

BUSINESS FORCE ONE® Advanced Dimensions makes it easier to filter and sort ledger data. With this feature, you can attribute an unlimited number of characteristics, such as regions, periods or departments, to use in transactions in all ledgers. The application area allows you to set up rules for how to combine dimensions and dimension values. You can also control the use of dimensions to make the dimensions-based output more valuable. Dimension rules for prioritizing default values and analysis views can also be set up to fit specific business needs.

Multiple Currencies

Companies engaged in cross-border business operations need to manage multiple currencies in all their operations. With BFO®, you can easily set up and maintain multiple currencies throughout the solution for a variety of application areas, including payables and receivables, general ledger reports, bank accounts and resource/stock items. For example, a company can issue an invoice in one currency and accept payment for that invoice in a different currency. You can also conduct all of your business in one currency and create reports in another.

Multiple Languages

BFO® makes it easier to run a multilingual company that meets the needs of customers, vendors and employees. The solution's Multilanguage functionality allows users to select the language in which they communicate with customers, partners and other business contacts. It also helps employees work more efficiently by allowing them to choose their own language when using the system.

System Management

The BUSINESS FORCE ONE® System Management application allows you to set up and define activities within the BFO® database. Customized menus and windows can be assigned for specific users so that each user only has access to the functionality he/she needs for his or her job. In addition, access rights for subsidiaries and users can be defined and controlled by an administrator, and Internet can also be permitted.

.Net framework

Essential to BFO® is its graphical integrated development environment, BLD (Business Logics Definition). BLD Toolkit Designed for the n-ties architecture, BLD is built around a high-performance customizable relational database management system (RDBMS). Integrated with the RDBMS is MS .Net Framework 2.0/3.0, an event-driven, fifth generation development language. Besides accounting and business management functionality, BLD provides powerful customization tools that enable the development of customer-specific solutions and completely new functional areas in BFO®.

BFO® BLD Developer's Toolkit

BUSINESS FORCE ONE® Business Logics Definition's Toolkit has been designed to support BFO® partners with the best, most efficient and integrated tool for analyzing and upgrading customer and add-on solutions. The toolkit integrates the best practices of the compare tool, the merge tool and the impulse workbench into one single tool. The toolkit was designed for ease-of-use in order to secure high quality and efficiency during the upgrade process. BFO® Developer's Toolkit supports the object structure of BFO® and takes advantage of this knowledge during the diagnostic, development and implementation phases.

Customization on the fly

Customization GUI in the minute, Auto form, or automatic form layout is a form type generated by BFO each time it is opened by user or module. An action will be added to enable the user to edit update the form follow business logic constrains. A number of predefined properties are available in business entities let developers change visual and behavioral aspects of such a logic form. This feature let BFO system quickly adapt when changing in physical database and data structure logic such as modifying tables, field, data type ... All business logic are binding together with form element like Lookup, Formula, Drill-Down, Format/Lock Record, Filter condition make BFO solution stronger than other system. The philosophy of BFO is quick time development and all business are based on Business Definition Language not Programming language that can usually generate bugs and resource wasted in a large enterprise system and is not scalable.

BFO full integrated Web base technologies which helps businesses run their operations efficiently and cost effectively. The BFO ERP solution is defined as a series of web services call modules each of which can be tailored to meet a company's specific system requirements. With BFO a client effectively gets a specific

bespoke system for an off the shelf software price which delivers a rapid return on investment with typically short development and implementation times. As a web services system, BFO builds on traditional ERP solutions to make the whole business process globally visible bringing together information, customers, suppliers and logistics partners to deliver improved customer service, inventory control and accurate financial and forecasting data all based on real time data availability as well as expanding your business worldwide through Internet.

Advanced Report Script Generation

BFO Reporter is designed to improve the speed and accuracy of reporting processes such as analysis, data drill-down and ad-hoc reporting tasks, without diminishing the complexity of information required. It works with Microsoft Office and Open Office as well as Crystal Report Decision and is the only full-fledged, Excel-based report writer and budgeting tool as well as less time wasted for ERP systems.

BFO Web RIA Edition

BFO core technology enables executives, analysts and educators to turn complex and confusing data into clear, easy data-mining. Its award-winning product, BFO, is a point-and-click Windows application and Web RIA. The BFO Web RIA edition adds the power to produce enterprise-wide, real-time e-commerce by connecting to corporate databases via XML, Web services and AJAX.

Localization with global strength

BFO system applies international good practices but also provides local special requirements for tax authority and local accounting processes. Moreover, enterprises' unique process such as Business know-how can be applied by BFO.

BFO Best fit implementation

BFO best fit implementation methodology is proven and very practical for enterprises. We transfers know-how, experience and source code not only business processes but also technology to enterprises, so that they can run BFO system effectively. Almost unique requirements of enterprises can be solved by themselves without expense paid to suppliers and suppliers' disturbs.

Fast implementation Solution for enterprise

Everything can be possible if we have enough **time** so the most important thing for any good system is how fast for system implementation. ***BFO makes it happened for enterprises!***

Key Benefits:

- Streamline processes so your business runs fast and lean
- Gain an overview of your business from top to bottom
- Give accurate, timely information so you can make the right decisions
- Delivers what you need without disrupting your business
- Connect to your customers, vendors as well as your partners

- Help you know which customers to visit and talk business with
- Break conventions so you can easily pursue your ambitions
- Getting ahead of the competition
- Provide equipment that minimizes risks when taking chances
- Smart connections when you explore new opportunities
- Help you respond quickly to change
- A product that force your Business to Success
- BFO empower your business for smart investor

Key issues:

- *Integrated and Online System*
- *Multi Companies, responsibility Centers, Work center and warehouses*
- *Multi currencies*
- *Multi Languages Online*
- *Multi financial dimensions (Rules, Tree structure*
- *Audit trail and drill down features*
- *Codification and document series management*
- *Posting groups for predefining accounting treatments of business process*
- *Business Information System (BIS) and Business Online Analysis : BOA*
- *Budgeting and Planning system*
- *Business Reporter for users to generate management reports - BRX*
- *Business Logics Definitions - BLD: Flexibility and powerful tool plus customization on the fly, and easy for add-on solutions*
- *Stable, and security 24x7 with posting Permissions, accessibility*
- *Bi-directional interface with MS Excel, MS Project and MS Outlook*
- *Open but safe business environment*

Key benefits:

- *Streamline processes so your business runs fast and lean*
- *Gain an overview of your business from top to bottom*
- *Give accurate, timely information so you can make the right decisions*
- *Help you to eliminate manual paperwork*
- *Delivers what you need without disrupting your business*
- *Connect to your customers, vendors as well as your partners*
- *Help you know which customers to visit and talk business with (80/20 philosophy)*
- *Help you respond quickly to change*
- *Microsoft Technology with flexibility and ease of use*
- *Have freedom to focus on business – not on IT)*
- *Full functionality that creates opportunities*
- *Have robust tools to support you in your quest to reach the to*
- *Help to break conventions so you can easily pursue your ambitions*
- *Help you do business your way*
- *Getting ahead of the competition*
- *Provide equipment that minimizes the risk when you take chances*

Ask Your Partner

To learn more about BFO®, contact your local Partner. They have the expertise necessary to design a solution that fits your specific business needs. Or, visit our Web site at <http://www.bizforceone.com> About BUSINESS FORCE ONE® BUSINESS FORCE ONE® offers a wide range of integrated, end-to-end business applications and services designed to help small, midmarket and corporate businesses become more connected with customers, employees, partners and suppliers. BUSINESS FORCE ONE®' applications optimize strategic business processes across financial management, analytics, human resources management, project management, customer relationship management, field service management, supply chain management, e-commerce, manufacturing and retail management. The applications are designed to provide insight to help customers achieve business success.

Address:

BUSINESS FORCE ONE®

BFO House, 11B Tiền Giang, ward 2, Tân Bình District, HCM city, Vietnam

Tel +84 (8) 2206 5445

Fax +