

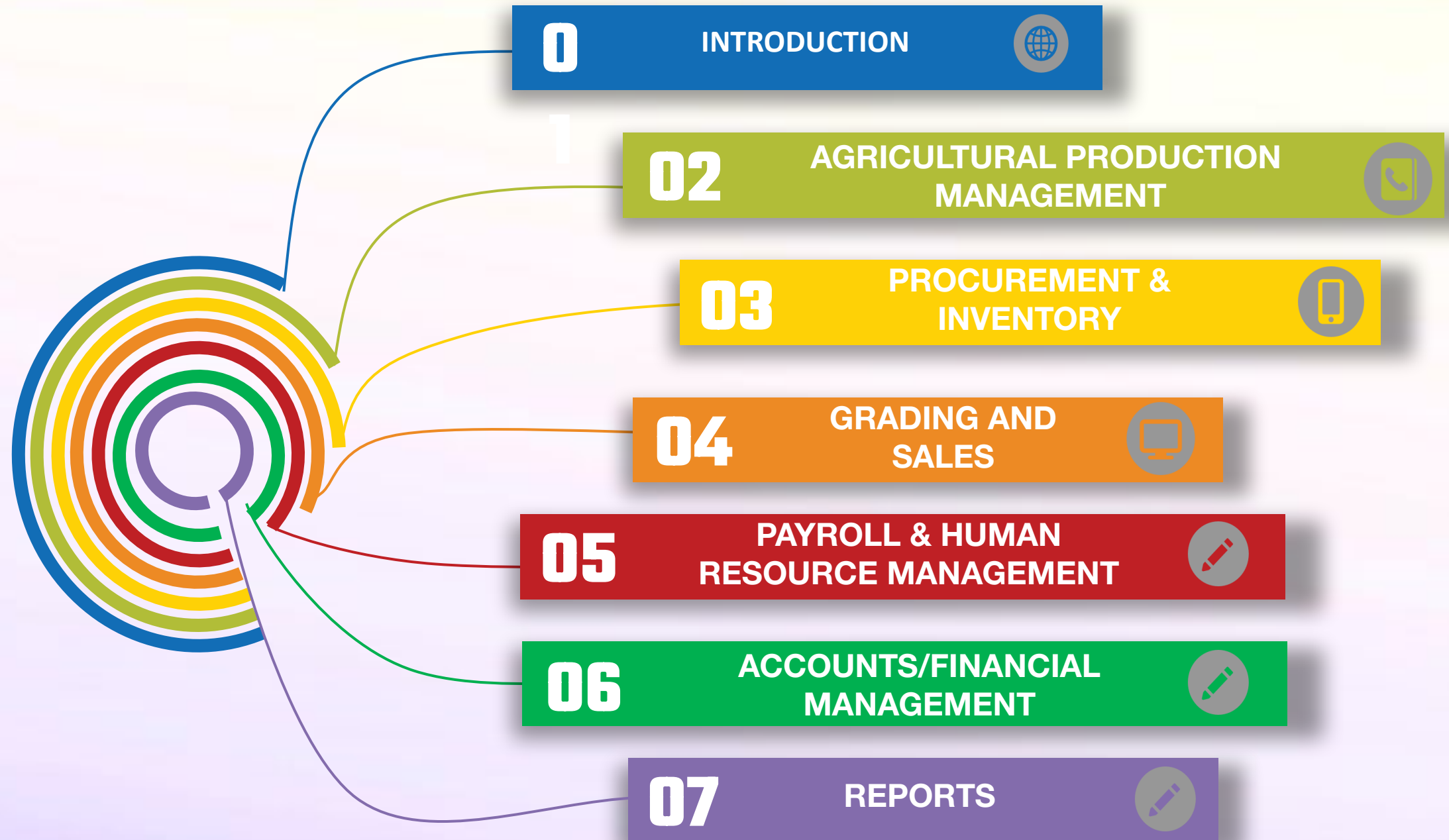
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DCMS

DANSOFT CORPORATE MANAGEMENT
SYSTEM SOFTWARE

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... What to cover?



... Introduction

DCMS is modeled for different product flow strategies for example

which have different configuration and even completely different screens to provide the optimal solution.

Below is a description more oriented towards flower companies

Please ask for more details regarding different industries



... References



Some of our references in Kenya



Dansoft was established in 1989, and is presently focused on agricultural, perishable goods and food-related industries.

DCMS is one of the leading systems used by both small and multi-national companies in Israel & the US.

DCMS was customized in Kenya for the flower industry. It includes a comprehensive Payroll module, a fully integrated Agriproduction module, Warehousing, Sales, HR and Accounts.

At present there are more than 20 Kenyan companies using DCMS as their ERP system, covering most aspects of their business.

... Why Dansoft?



- Fully Integrated system
- In the cloud
 - ✓ No hardware, no IT
 - ✓ No worries about physical disasters such as fire and water damage to your office
 - ✓ No Upgrade, new functionality continuously added.
 - ✓ Subscription license based
 - ✓ No worry about growing database size, having to maintain backups – we do this for you
 - ✓ Your staff can work from anywhere that you and your customers need them to be.
- Secured
 - ✓ Built in a robust technology
 - ✓ Hosted on a reliable datacenter
 - ✓ ISO certified
- Extensible
 - ✓ Tailored application, integrated with biometric and fertigation machines

... What do we seek in a system?



We ask, what are your concerns with your current system?

DCMS seeks to fill the gaps that your current system(s) are unable to bridge.

Who are the key users of information on the system?

- ✓ Board of Directors
- ✓ Farm Manager
- ✓ Production Manager
- ✓ HR Manager
- ✓ Pack-house / Export Manager
- ✓ Financial Controller
- ✓ Stores Manager
- ✓ Data-entry Clerks

DCMS can accommodate all their information needs and produce reports with all your Key Performance Indicators

MODULES

2.0 Agricultural Production Management



- The Agri-production module allows the recording, control and management of field activities
- The constants of the system include the exact definition of the field/house layout, irrigation network, water contents (from water sample lab results), fertilizer properties, worker details, job details, machine details etc. This “constants” database allows the daily users to enter very simple records on a daily basis.
- These Agri-production activities are supported also by DCMS’s built-in mapping facilities, providing different types of maps useful for different purposes.

Below are the KPIs for production

- ✓ Chemicals and fertiliser usage by period, crop, variety and field.
- ✓ Chemicals usage analysis by chemicals types, diseases and pests.
- ✓ Chemical usage by WHO class, MPS colour, KFC, IRAC, FRAC codes etc.
- ✓ Labour cost per activity, field, crop and variety.
- ✓ Rejection analysis by reason, field, variety etc.
- ✓ Grade outs by field, lengths etc.
- ✓ A comparison between harvested, received, graded, rejected and shipped stems.

3.0 Procurement & Inventory/Material Control Management

...

DCMS WAREHOUSE FLOW

Initiated by supervisor, managers. Entered by warehouse clerks, after verifying stocks and expected goods, and alternative suppliers.
Locked by manager, e.g. – chief Accountant

Authorized by chief account, after checking against budget, cash flow and expected goods.
Maybe generated automatically from authorized EPR's with automatic cross-referencing .

Entered by warehouse clerks. Maybe created automatically from a list of LPO's with cross-references.

Entered by an Accountant.
May be created automatically from a list of GRV's with cross-references.

May be either printed Checks or electronic Bank Orders.
Created by chief Account, or financial Director, after checking against cash flow.
May be created automatically from a list of supplier Bills with cross-references.

EXTERNAL PURCHASE REQUEST (EPR)

LOCAL PURCHASE ORDERS (LPO)

GOODS RECEIVED VOUCHER (GRV)

SUPPLIER BILLS

AUTOMATED PAYMENTS

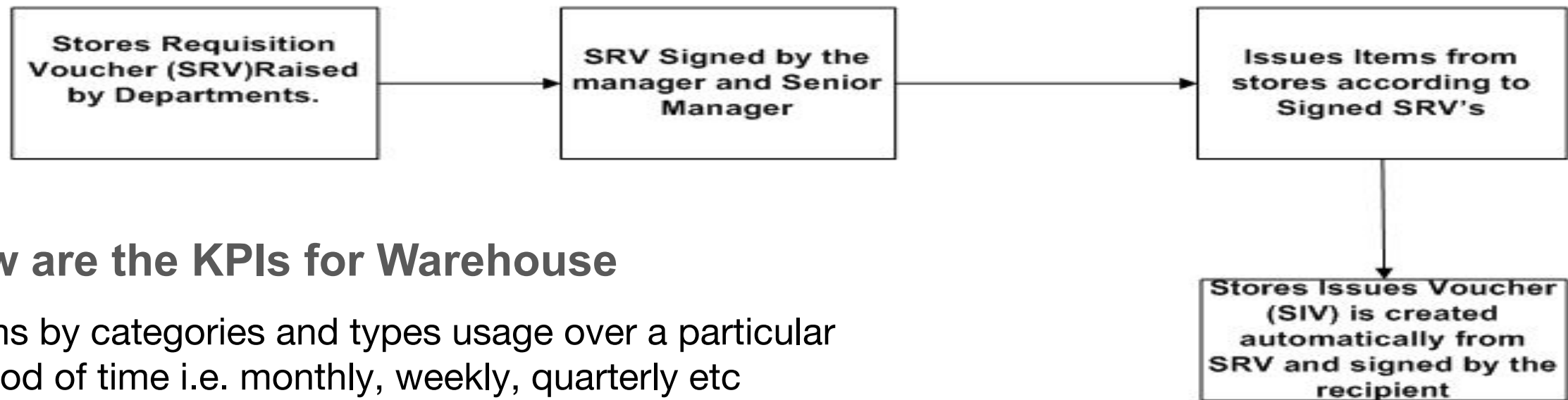
DCMS

Procurement & Inventory/Material Control Management

Cont...



INTERNAL ITEM REQUISITION PROCESS



Below are the KPIs for Warehouse

- ✓ Items by categories and types usage over a particular period of time i.e. monthly, weekly, quarterly etc
- ✓ Moving Average Price trends over a period of time
- ✓ Price trends between various vendors
- ✓ Unsupplied Local Purchase Orders
- ✓ Stock Requisitions by departments
- ✓ Slow moving/redundant items
- ✓ Stock Variance reports

4.0 Grading And Sales Order Management



- The Grading & Processing system begins with the intake of produce from the field. The produce is received, graded, assembled into mixes (such as bouquets or transformed into products such as dyed or dried flowers) and finally packed.
- The system supports inventory management of ungraded and grade stock per variety/grade
- The main Sales module general flow is client orders, from which packing orders are raised with orders to associated growers to complement products not in stock, from which packing lists are raised, from which commercial invoices to the clients are raised.

•Below are the KPIs for Sales

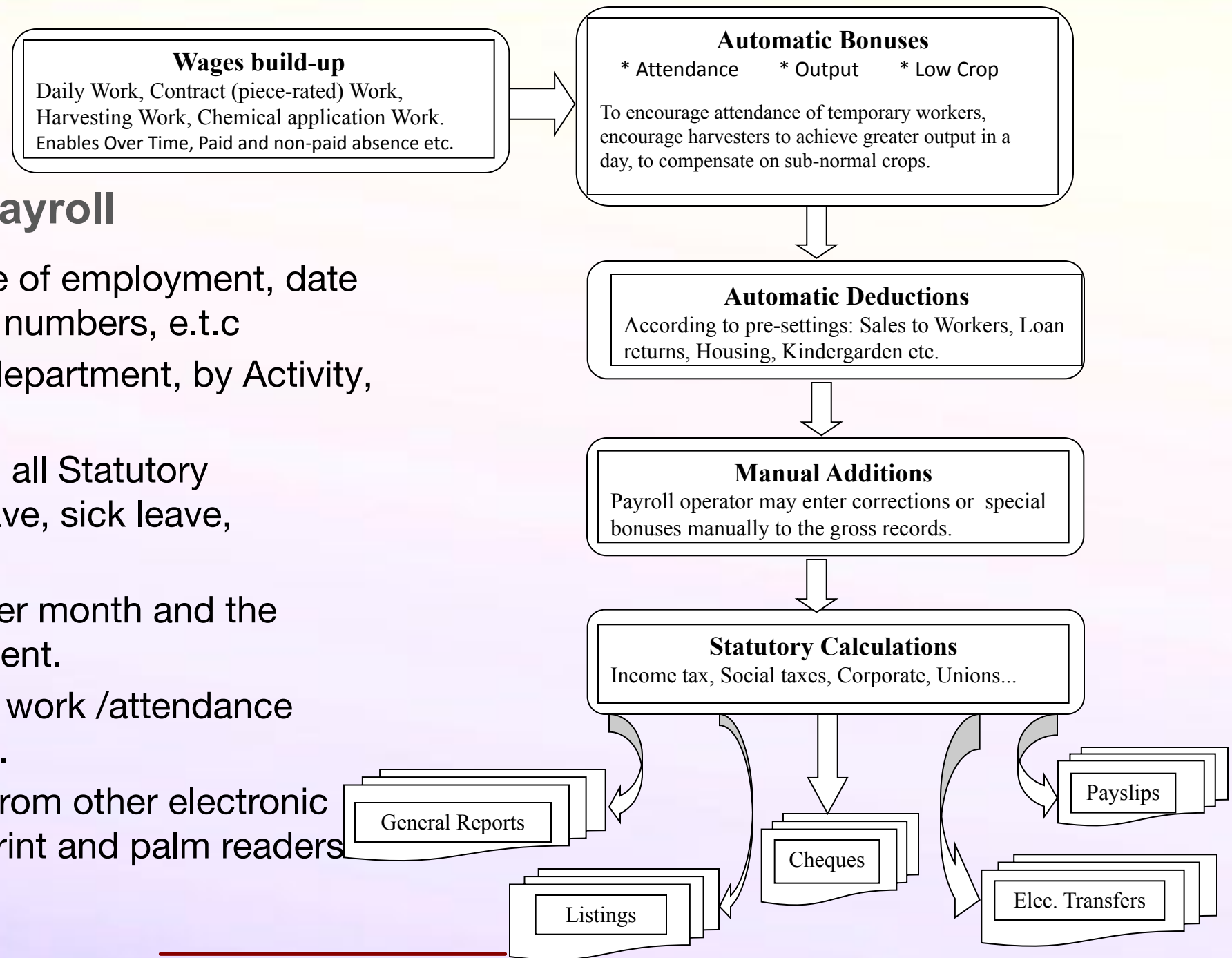
- ✓Stems received, graded, rejected and shipped by crop, variety and field.
- ✓Efficiency per grader and bonuses due.
- ✓A report on weekly, daily, monthly shipped stems by customer, crop, variety, lengths etc.
- ✓A rejection analysis by quality control, field, row, length, variety, crop and periods i.e. monthly, weekly, daily etc.
- ✓An analysis of customer complaints by customer, dates, crop variety and nature of complaints.
- ✓An analysis of daily, monthly, quarterly usage of packaging materials.

5.0 Payroll and Human Resource Management

- Payroll is automatic, based on daily operations.

Below are the KPIs for HR/Payroll

- ✓ All Employees details including date of employment, date of birth, gender, NSSF NHIF ID PIN numbers, e.t.c
- ✓ Analysis of labour cost in total, by department, by Activity, Field, Crop, Variety, m2.
- ✓ Daily, Weekly, & Monthly reports on all Statutory payments due, overtime, annual leave, sick leave, compassionate leave.
- ✓ A summary of joiners and leavers per month and the reasons for termination of employment.
- ✓ Auto creation of payslips from daily work /attendance menus and direct entry into ledgers.
- ✓ Importation of attendance records from other electronic devices such card readers, finger print and palm readers



6.0 Accounts/Financial Management



- As a true integrated system, all other systems and modules of DCMS automatically feed the information into the accounting system.
- The financial transactions are easily drilled down back to original source documents, providing tight audit ability and control over the information fed to the system.
- Ideally, only limited information is fed manually directly into the accounting system – most information is fed automatically from the rest of DCMS.
- The basic accounting process involves:
 - ✓ Entering transactions in the General Journal (GJ).
 - ✓ Posting to the General Ledger (GL), i.e. - sorting the same data by accounts.
 - ✓ Generating a Trial Balance out of the account balances.
 - ✓ Creating a P&L Account, by balancing together items of income or expenditure nature.
 - ✓ Generating the final Balance Sheet.

Below are the KPIs for Accounting

- ✓ Monthly actual to budget comparisons by cost centres, the P&L, and Balance Sheet
- ✓ An aged summary of accounts payable and accounts receivables
- ✓ Monthly payroll reports.
- ✓ Bank & Cash reconciliations.
- ✓ Stock movement and variance reports to ensure proper control of stocks at all times.
- ✓ Stock valuation report.
- ✓ Fixed Asset Register for each department. showing the cost, net Book Value, accumulated depreciation for individual assets and asset classes.

7.0 Reports



- In the DCMS General reports module it is possible for a user to create and run a report on any entry of data in the system.
- The mechanism is designed to combine data from many different places at the users request to allow the instant reporting of normally laborious tasks.
- Creating reports on real time issues, direct costing, efficiencies, KPI achievements, comparisons for staff in equal positions, future and past expenses, cash flow, logistics, trends, weather predictions, are just some examples of the simple reports that can be run.
- Normally we ask the user what the most difficult information for them to compile before DCMS is, and demonstrate how that can get instant results.

Daniel Treves:

Managing Director

Tel: +(1)714-222-7651

Daniel.treves@dansoft.com

Richard Mwathi:

Dansoft Consultant

Tel: +254 (0)720377678

Richard.mwathi@dansoft.com

Caesar Mugofa:

Dansoft Consultant

Tel: +254 (0)722838584

Caesar.maje@dansoft.com

Simon Koigi:

Dansoft Consultant

Tel: +254 (0)727 619027

simon.koigi@dansoft.com