



# LIBRA

EVENT DRIVEN ENTERPRISE

INTEGRATED INFORMATION  
SYSTEM FOR MEDIUM  
AND LARGE COMPANIES

EDISA  
CENTRO DE INNOVACION



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Blog EDISA RSS

EDISA blog » Destacado España



Libra incorpora la generación de reports mediante alertas a través de su módulo Galileo  
(28/07/2015)



Nuevo cálculo de Retenciones del IRPF (Julio/2015)  
(28/07/2015)

Anterior Siguiente

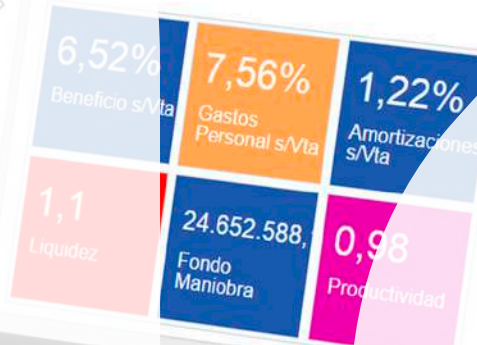
Almacén-Logística



Comercial



Financiera



- Financiera
- Logística
- Compras
- Ventas - D
- Factura elec
- Producción
- Mantenimient
- Gestión de pro
- Nóminas
- Recursos huma
- Calidad de prod
- Gestión relacione
- Gestión de proces
- Radiofrecuencia
- Movilidad
- Interfaz Táctil
- Opciones gestión av

1

GENERAL  
PRESENTATION



Since it was founded in 1983, **EDISA**, with a portfolio of over 500 customers in some 30 business sectors, has become a leading supplier of business solutions in the ICT sector.

With a presence in 25 countries and 10 offices in Spain and Latin America, **EDISA** has established itself as a leading supplier to the medium-and-large company segment.

**EDISA's** ongoing commitment to innovation has ensured **LIBRA's** place as a top-ranking international product. **LIBRA** is a business solution that provides companies with all the tools necessary for across-the-board computerization of processes, including intelligent automation of operations and of internal and external information flows.

**LIBRA** has 26 fully integrated modules — including ERP, CRM, WMS, DMS, BPM and BI — that meet all a company's management requirements. **LIBRA** is highly customizable, which means that it can easily be adapted to each company's specific needs. And because it is compatible with standard solutions, upgrading is seamless.

# 500 COMPANIES, 30 SECTORS, 25 COUNTRIES

Over 500 medium and large companies use LIBRA as their management solution. LIBRA's versatile functionality in particular has made it a popular choice for large international groups.

A key differentiating factor with other international products is LIBRA's adaptability, which has helped it achieve its current level of implementation in key business sectors.

## SECTORAL SPECIALIZATION

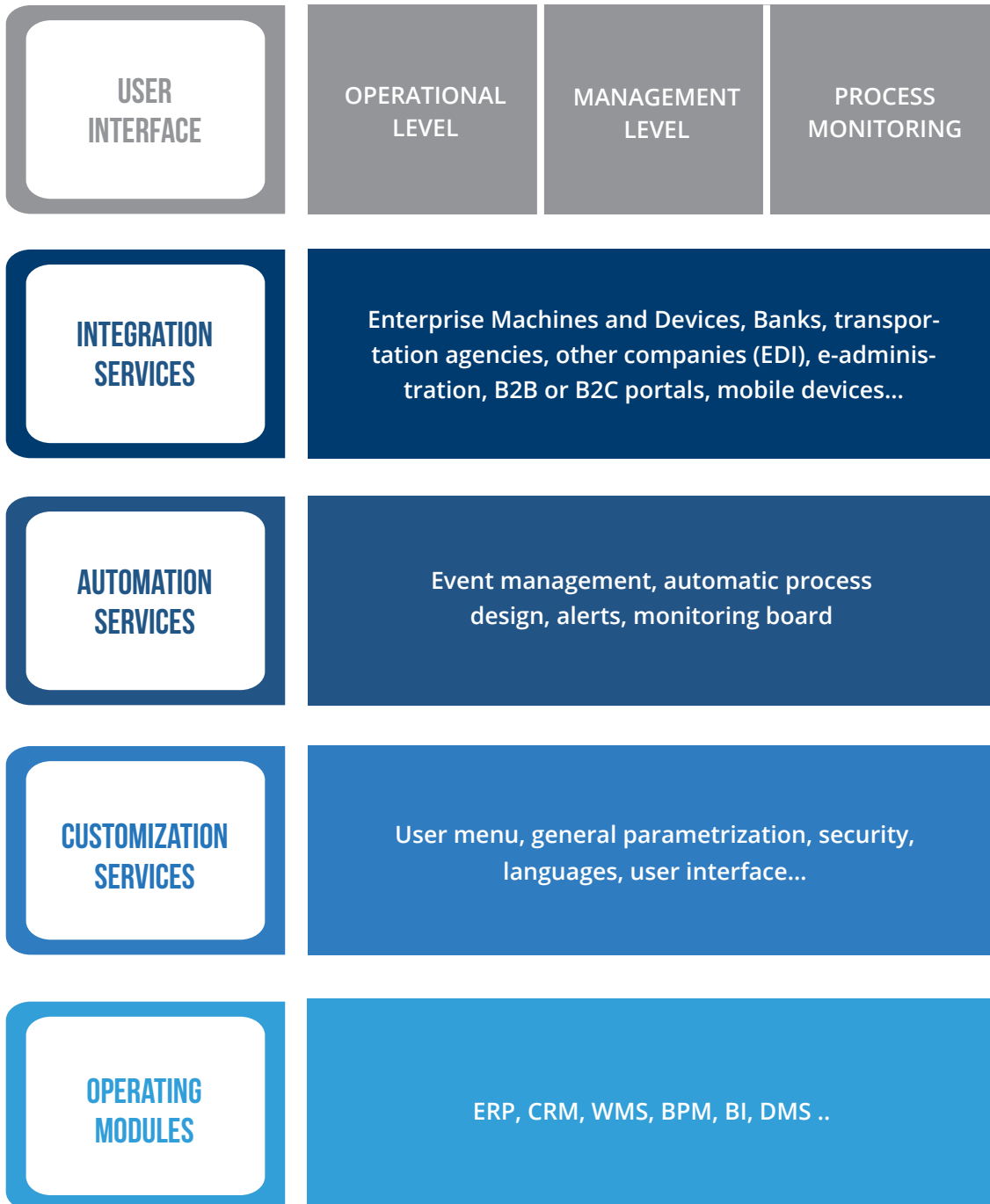
LIBRA consists of a fully integrated set of applications that cover all key management processes, highly adaptable to the specific needs of each company.

Ensuring maximum efficiency in day-to-day operations and facilitating monitoring and control processes, LIBRA meets with the specific requirements of some 30 different business sectors.



# MORE THAN JUST ERP

LIBRA comes in a single package that meets all business management needs, including ERP, CRM, BPM, WMS, BI and DMS, each accessible from any kind of terminal, whether located at the customer's premises or hosted in a public or private cloud.





# FULLY CUSTOMIZABLE

LIBRA can be adapted to the specific needs of each company and activity without the need for any specific developments. The level of parameterization includes the user interface, input forms, lists, alerts, languages, process automation and other features that optimize system utilization to be personalized.

# ADAPTED TO THE NEEDS OF HOLDINGS

LIBRA incorporates especially useful tools for holdings that are capable of defining complex structures at the fiscal level (holding companies, group balance sheets), organizational level (divisions, plants, warehouses) and accounting level (different accounting systems, consolidated accounts, cash pooling), with fully configurable authorizations regarding information access. LIBRA also includes audit and control functions as required by any large company or holding.

# VALUE CHAIN INTEGRATION

LIBRA is an inter-organizational information system, that can be adapted to the level of integration required by any specific company. LIBRA's ability to interconnect systems means that all value chain actors can be linked up to optimize information flows regarding daily operations.

LIBRA also has interfaces that allow all types of devices to be interconnected, including scales, label printers, automated warehouse systems, machinery and any equipment capable of receiving or generating information.



# SUPPORT FOR INTERNATIONALIZATION

LIBRA is specifically designed for companies located in several countries or operating across borders. It can be configured and customized to take account of different languages, currencies, time zones, applicable documentation and, most importantly, legislative and tax systems. LIBRA also has specific modules to handle import, export and international trading processes.

Business integration with public administration is becoming increasingly important. LIBRA incorporates interfaces that facilitate this kind of management (e-invoicing), accounting and payroll integration for all the countries in which EDISA operates.

# REAL-TIME DECISION-MAKING : SCORECARDS

LIBRA offers both strategic and operational functionality to management by furnishing information updates, enabling real-time decision making and generating scorecards to monitor key indicators.

LIBRA scorecards provide management with crucial decision-making inputs on aspects such as newly entered markets, product promotions and offers, financial control, cost optimization, production planning, customer profile analyses, profitability by product, etc.

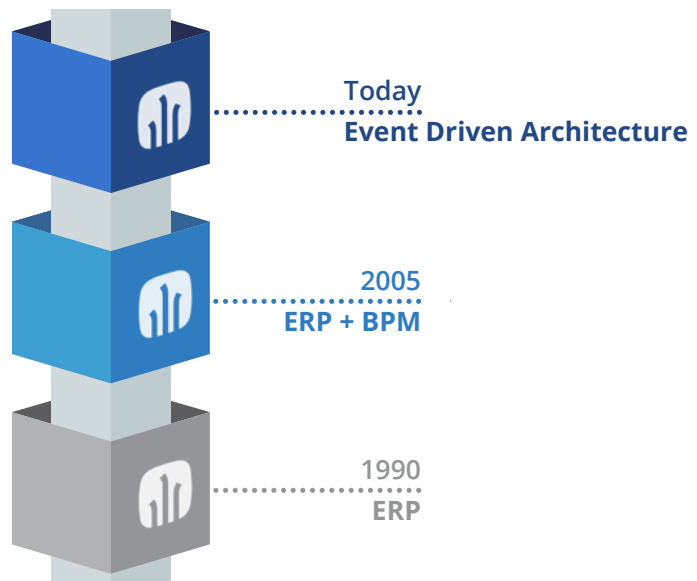
These applications are already fully integrated in the LIBRA environment, ready for immediate implementation.



# INTELLIGENT AUTOMATION: THE EVENT-DRIVEN ENTERPRISE

LIBRA is a step ahead of other international reference products in offering a level of automation that ensures that resources are optimized and operating costs are minimized.

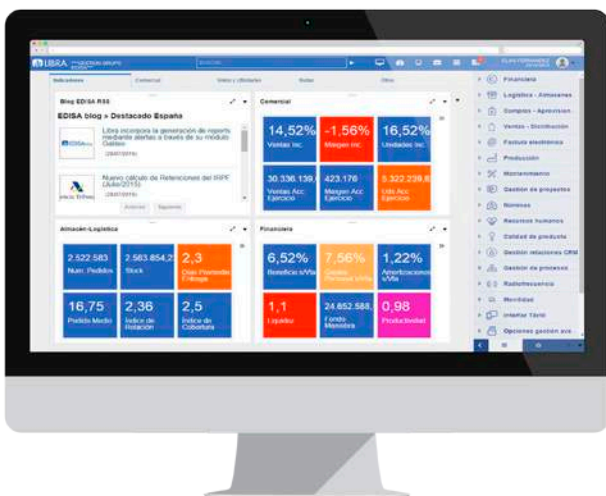
LIBRA includes a layer for defining automated and programmable processes aimed at facilitating task implementation and data flows, allowing real-time monitoring, control and auditing of automated processes and maintaining records of key events.



## OPTIMIZED AND FULLY CUSTOMIZABLE ONE-CLICK INTERFACE

The LIBRA interface can be directly configured for specific users according to needs for information and for access to particular programs, widgets and applications for graphs, maps, data tables, calendars, websites, etc.

A single interface, optimized for one-click functionality, gives access to applications optimized for fixed or mobile terminals.



## MOBILITY

Because **LIBRA** is optimized for tablets and smartphones it can be used by staff and managers on the move, whether in sales, distribution, logistics, warehousing or production.



## ON-PREMISE AND CLOUD VERSIONS

For over 30 years, **LIBRA** has consistently kept abreast of the most robust and stable technological developments in the field, with the result that transitions between product versions are smooth and flawless, with no discontinuity or loss of functionality between one version and the next.

**LIBRA** technology has, since its inception, been based on the latest ORACLE tools (Database, Application Server, BI Publisher, ADF, etc), but also incorporates additional components developed in accordance with the main market standards.

ORACLE is embedded in **LIBRA**, which means that companies not only have access to this technology but also to subsequent maintenance.

**LIBRA** can be deployed on premise or in a public or private cloud, depending on customer preferences and strategies at the systems infrastructure level.



# LIBRA FUNCTIONALITY

## OPERATING MODULES



Financial



Purchase



Logistics



Warehouse automation



Sales-distribution



E-invoicing



CRM



Point of sale



Project management



Manufacturing



Quality



Payroll



Human resources



Control of presence



Maintenance

## CUSTOMIZATION AND AUTOMATION SERVICES



Customization Framework



BPM



Alert Management



DMS

## MANAGEMENT SUPPORT



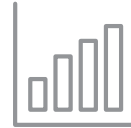
Report Generator



KPI Management



On line Reporting



Business Intelligence

## ACCESSIBILITY OPTIONS



Mobility



e-commerce

## INTEGRATION SERVICES



Integration Web Services "GALILEO"



# 2

## OPERATING MODULES

ERP, CRM, WMS



The operating modules contribute to LIBRA's operational functionality, including all core processes (purchases, sales, logistics, production, quality, etc.), support processes (financial management, human resources, etc.) and tools for management support.

All LIBRA modules are continuously evolving, resulting from improvements proposed in the various business sectors, that are integrated in the standard version and available to the entire LIBRA users community.

In recent years, LIBRA has evolved through its international presence, used in 25 countries at present. LIBRA's universality thus implements legal and operational changes to meet the local requirements of each country. The legal requirements particularly affect financial and payroll modules, as well as the integration of public administration systems and electronic banks in each country.





# ECONOMIC AND FINANCIAL MANAGEMENT

## COMPANY PLANNING AND CONTROL

The **Financial module** supports the economic and financial management of the company, covering the following areas: general accounting, cost accounting, cash management, fixed assets management, cash management, budget management and financial balance scorecard.



**LIBRA** complies with international IFRS standards currently implemented in most of the more advanced countries. To achieve this, **LIBRA** incorporates a double accounting criteria for the same accounting entry, which makes it easier to present information according to the national law of the country concerned and also meeting IFRS criteria.

The module structure allows a high level of flexibility in defining the company tax structure, facilitating the implementation of international business groups. **LIBRA** has different levels of aggregation (accounting centers, groups of balance), on which it is possible to establish differentiated parameterization level accounting, working currency, or tax scheme.

## FEATURES:

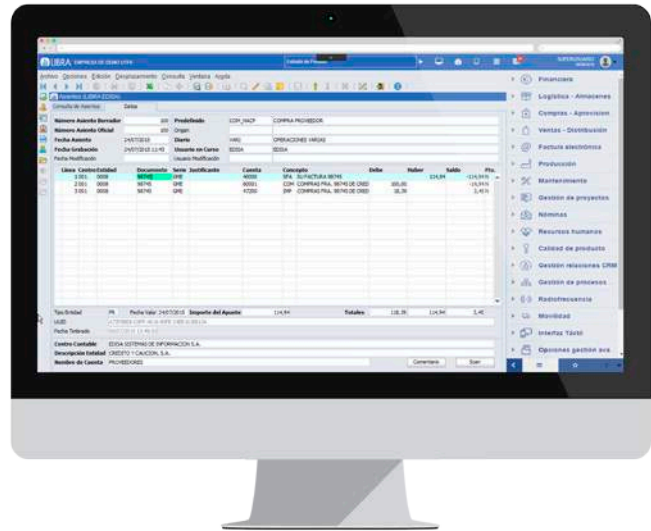
- Adapted to the needs of international groups; multicurrency, multiplan, audits, consolidation, etc.
- Fully integrated with the other **LIBRA** modules.
- Batch data entry options are available to incorporate data from other systems such as banking or government.
- Organization of data entities, ie. customers, suppliers, banks and banking products, tills, staff, agents, financial institutions, companies, groups etc., simplifying both the data input process, and the information output.
- The module includes a Financial Balance Scorecard, which allows the generation of all report types, combining information from the general ledger, analytics, budgetary or treasury.



# GENERAL ACCOUNTING

## MAXIMUM LEVEL OF AUTOMATION AND RELIABILITY

LIBRA's Accounting module provides a high level of automation in all processes of data entry, which helps to minimize processing times required and ensures the quality and reliability of data.



LIBRA provides high flexibility to establish the accounting operations of the company, facilitating the generation of automatic data entry and accounting workflow adapted specifically to the operations of each company.

Another important aspect is the adaptation to legal and tax requirements of each of the countries where LIBRA is implemented, including integration with e-government applications present in each location.

### FEATURES:

- Accounting periods and analysis periods customizable by user.
- Fully programmable tax scheme in each country.
- Predefined accounting entries classified hierarchically.
- Multi-input and multi-tenant accounting entries, with automatic replication within the company or between companies.
- Automatic bank checking.
- Support with provision generation.
- Automatic verification for balance checking.
- Integration with public administrations, according to the regulations of each country.
- Leasing contracts.
- Adaptation to specific needs of business groups, facilitating mergers or corporate takeover.
- Support tools for balance sheets and results analysis.
- Reporting tools.



# MANAGEMENT ACCOUNTING

## ACCOUNTING INFORMATION FOR DECISION MAKING

The **Management Accounting** system is the core of the economic and financial company information system, allowing management to get a glimpse of the revenues and costs based on concepts relevant to decision making.



Management accounting, therefore, has a key role in the overall analysis of the company, providing administrators with insights and the relevant and complementary information necessary for external accounting.

**LIBRA** provides a structure of n-dimensional segments, which facilitates analyses from a management perspective, ensuring consistency with the general ledger and other modules of the management information system.

### FEATURES:

- The structure of n-dimensional segments facilitates the management analysis from the perspective defined by administrators.
- Option to create relationships between analytical segments to automate data entry.
- Automatic or semi-automatic distribution criteria.
- Option to make cost distribution not only between segments but at the level of accounting centers, using allocation formulae variable in magnitude or percentage.
- Double analytical allocation.
- Centralized master data creation, such as accounts and analytical segments, enabling a maintained level of integrity in financial plans.
- Traceability to the data source in cost management through integration with other modules.
- Ability to generate reports and dashboards based on analytical information.



## CASH MANAGEMENT

### PLANNING AND CONTROL OF FINANCIAL TRANSACTIONS

LIBRA offers integrated cash-flow forecast for all banks and financial accounts of the company. Planning, process automation and control tools are key aspects of the LIBRA Treasury Management module.



Having an appropriate system for managing all financial transactions is of key importance for any company. It is therefore essential to have tools that facilitate banking integration and to integrate all the budgetary information to monitor the availability of cash flow.

### FEATURES:

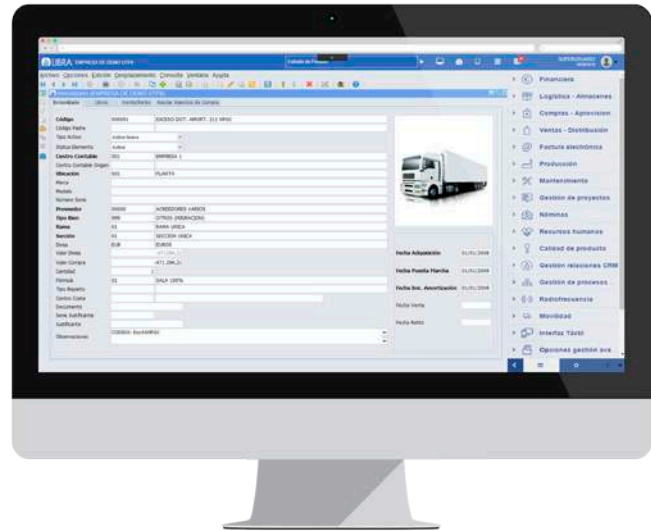
- Automated management of payments and collections.
- Cashpooling.
- Factoring and financing of payments.
- Credit insurance management.
- Management of completed and outstanding payments.
- Integration with electronic banking.
- EDI integration.
- Generation of cash management forecasts from sales and purchase orders.
- Maintenance of other provisions (wages, taxes, amortization of loans, ...)
- Design of possible forecast scenarios and treasury predictions in each case.
- Definition of multiple registers, cash input and output management, supporting documents, integration with accounting and treasury, cash books.
- Cash reconstructions to date, to support accounting audit processes.
- Calculation of theoretical and actual collection and payment averages.



# ASSET MANAGEMENT / FIXED ASSETS

A KEY ASPECT IN ANY MEDIUM OR LARGE COMPANY

The volume of information generated in **Fixed Assets Management** requires an adequate system to facilitate the automation of all necessary calculations and accounting entries, and to audit all movements related to any amortizable company well.



Asset management is becoming one of the most important issues in financial management in any company of medium or large dimension. As such, this module is fully integrated with other modules such as purchasing or maintenance, so that the removal of an element in the production plant triggers the process down to accounting level, generating the corresponding accounting records.

## FEATURES:

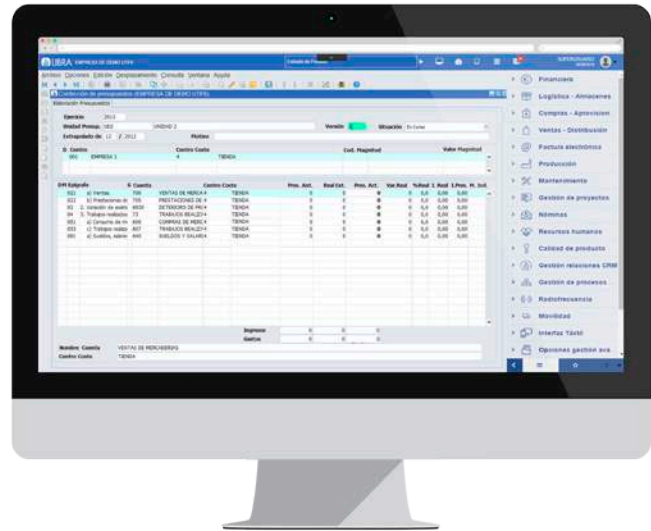
- Adaptation to IFRS international standards, maintaining the double required evaluation.
- Configurable asset data structure, with the option to assign particular characteristics.
- Hierarchical data levels for report generation.
- Location control.
- Option to establish a hierarchical structure of fixed assets.
- Different criteria for calculating quotas (linear, increasing digit, decreasing digit, ...) and the possibility of carrying multiple amortization tables of the same element in parallel.
- Periodic amortization accounting. Audit and accounting check out.
- Amortization status control of each fixed asset element, set to any date.
- Historic record of each item.
- Integration with document management system module.
- Fixed assets analysis reports.



## BUDGET MANAGEMENT

### ANALYSIS OF DEVIATIONS ON THE ANNUAL OPERATING PLAN

LIBRA allows preparation of the Annual Operating Plan and carries out monitoring and controls in a way that is fully integrated with the general ledger and analytical accounting.



The budget management system has been designed to meet the requirements of medium and large companies, with decentralized processes to define the budget, parallel to the organizational structure of the company.

Budget management takes data from the general ledger and cost accounting, permitting the formation of budgets according to the company's activity, and a subsequent comparison with the obtained results.

### FEATURES:

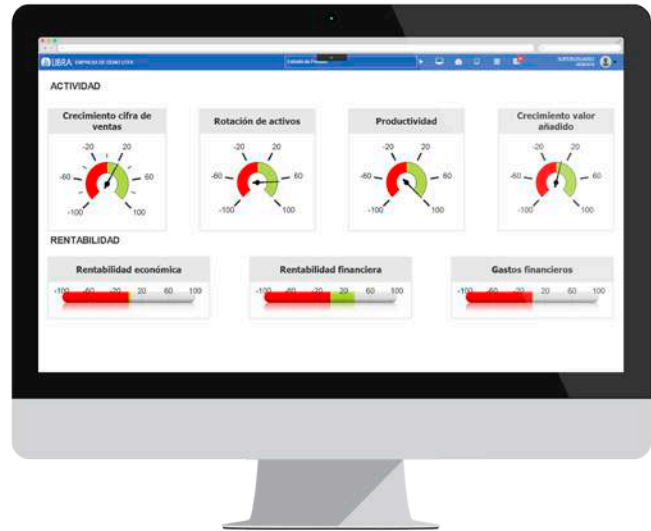
- Templates for budgeting, with partial budgetary allocation, including an approval workflow.
- Unlimited number of budget studies. Users can create one from another (e.g. from previous budgets, actual data from past periods, etc.)
- Several data input modes; automatically, manually, or variable based on formulae.
- Budget definition based on management accounting.
- Budget definition based on ledger account and budget item; the amount and/or quantity.
- Analysis Tool for assessing deviations between budgeted and final expenditure amounts.



## FINANCIAL SCORECARD

NAVIGATION FROM GLOBAL RATIOS OF THE COMPANY,  
INCLUDING ACCOUNTING ENTRIES AND DOCUMENTS

The **Financial Scorecard** combines non-financial indicators, facilitating ratio generation such as earnings per employee or profit per unit of production.



**LIBRA** includes a report generator that allows the customization of information outputs, combining any type of financial data from general accounting, analytical, treasury, fixed assets or budgetary systems.

The company can define the columns to be displayed (periods, balance groups, etc.) as well as rows and setting filters, etc. Once generated, the reports are fully navigable, showing even the initial input data.

B.I Publisher reports compatible with the financial scorecard are also available, which provide a very intuitive graphical environment for information accessibility.

### FEATURES:

- Free choice of content and its structuring in rows and columns: groups of balance, accounting centers, headings, accounts, periods, etc.
- Option to define mathematical formulae for obtaining arithmetic results or ratios.
- Report output to screen and spreadsheet list, along with reading format or tabulated data for integration into pivot tables.
- Drill down navigation to accounting data source.
- Graphical capabilities.



# MATERIAL MANAGEMENT AND PROCUREMENTS

## INTEGRATED SUPPLY CHAIN MANAGEMENT

LIBRA allows users to manage all the processes related to the procurement of raw materials, products or services, including managing purchase requests, order management and receipt, entry of delivery notes and invoices.



It also covers the purchase records management, processing of contracts and/or agreements with suppliers and other additional features. It offers a great capacity for integration with the supply chain through EDI, XML or specific business portal networks.

The module is fully integrated with other modules; Logistic-Warehouse, Production, Sales-Distribution and Financial. There is also integration with the Quality Management (for supplier evaluation or raw materials quality control) and Maintenance modules (for managing delivery notes from external repairs of machinery).



REQUESTS

RECEIPT

CATALOGS

ORDERS

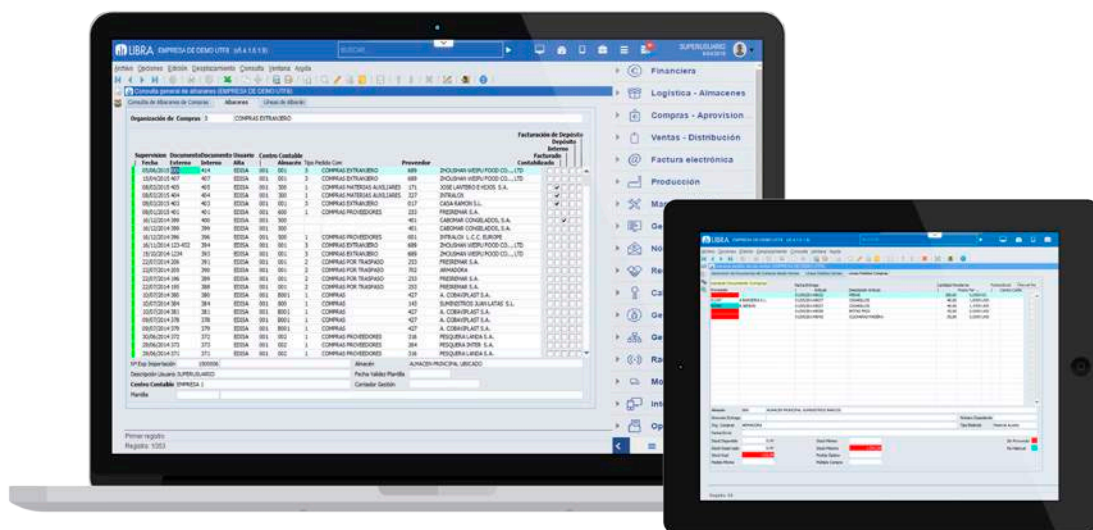
DOCUMENTATION

BILLING



## FEATURES:

- 1. Free definition of procurement process.
- 2. Management of purchase requests from different areas of the company, including the authorization process, RFP or the automatic generation of purchase orders.
- 3. Assigning purchase requisitions to suppliers.
- 4. Purchase order management; automatic generation, confirmation, tracking, claims, etc.
- 5. Logistics facilities; transit management, automatic posting of invoices, management of waste, etc.
- 6. Management of returns to suppliers.
- 7. Management of delivery notes to ancillary services (eg. tariffs, customs, freight, etc.)
- 8. Managing purchase invoices, enabling document management, input through a supplier portal with online verification of the validity of the invoice, etc.
- 9. Auto billing.
- 10. Management of staff positions.
- 11. Catalogs of suppliers and purchase rates.
- 12. Ability to integrate orders, delivery notes and invoices via EDI, XML and business networking portals.
- 13. Purchase records management (domestic or imported).
- 14. Management of contracts and/or agreements with suppliers.
- 15. Full traceability of each document managed in purchasing management (application, order, delivery note, invoice, etc.).
- 16. Large number of available reports. Possibility of integrating the module with the **LIBRA** modules.

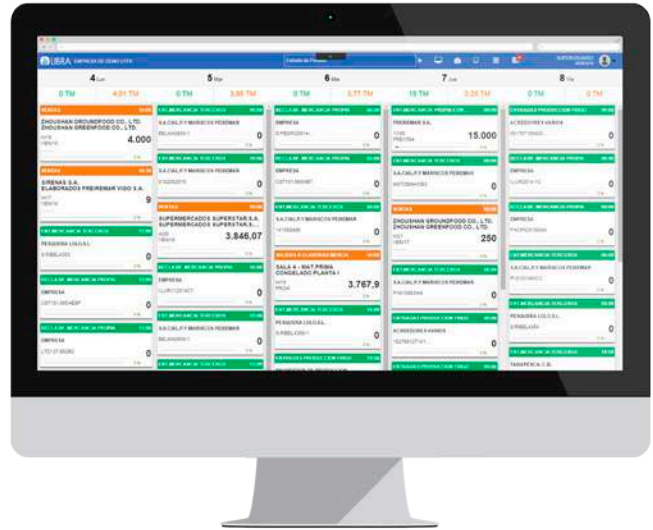




## LOGISTICS-WAREHOUSE

AGILITY AND PRODUCTIVITY IN ALL LOGISTICS OPERATIONS

The **Logistics Warehouse module** includes the managing of inputs and outputs of items (raw materials, auxiliary materials and semi-finished products) as well as internal logistics (warehouses, zones, locations, etc.)



**LIBRA** optimizes all processes related to logistics management. It is normally integrated in a business's purchasing, production and sales processes, completing the respective procurement, manufacturing and distribution circuits, but it is also possible to operate independently in the case of logistics operators.

It allows automated warehouse management with the SGA **LIBRA** module or automated warehouse management (mobile or robotic shelf) as well as the integration of automated processes with leading logistics operators in the market.



LOGISTICAL  
DESIGN

INPUT AND  
OUTPUT

ITINERARIES

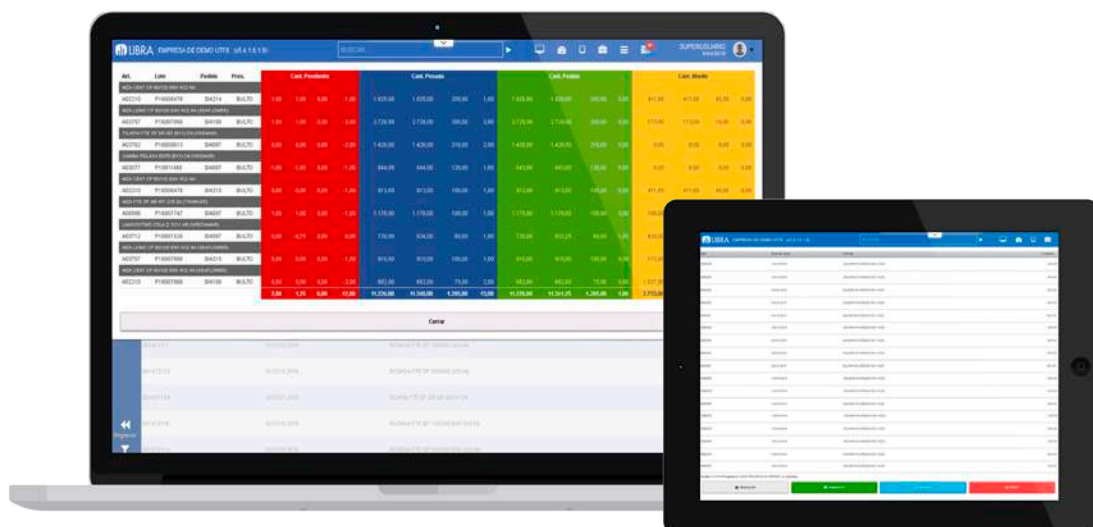
3D WAREHOUSE

COSTS

RECOUNTS

## FEATURES:

- ▣ Free definition of all the logistics operations of the company; storage units, logistics chain articles, packaging, bar codes, map stores, types of movement, etc.
- ▣ Inventory Management with different levels of detail (warehouses, zones, locations, batch, series, pallets, stock situations, etc.).
- ▣ 3D warehouse (three-dimensional representation of the store with color codes representing different situations of articles), accessing the content of the space.
- ▣ Processing of warehouse costs.
- ▣ Management of shopping facilities.
- ▣ Management of warehouse transfers.
- ▣ Managing internal inputs and outputs of material.
- ▣ Management of situation changes.
- ▣ Inventory management, with the option of “n” counts and stock adjustment.
- ▣ Management and control of packaging with customers and suppliers.
- ▣ Management of store closures, with recalculation of costs and monthly stocks, and blocking of movements on closing dates.
- ▣ Possibility of using radio frequency terminals that manage real-time stock movements and location management (facilities management, order picking, replenishment and placement, etc.)
- ▣ Option to incorporate documents related to each item (e.g. technical aspects of manufacturing, circuit provisioning, etc.)
- ▣ Management article traceability from supplier to the end customer.

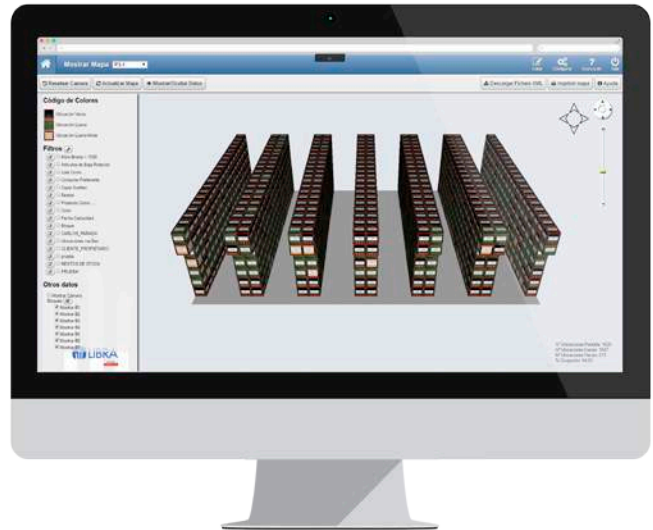




# WMS-RADIOFREQUENCY

## REAL-TIME MANAGEMENT OF LOGISTICS PROCESSES

The **WMS module** is oriented to logistics personnel to optimize operations primarily related to warehouse management, including the management of shelf locations and all physical movement of products.



It is common for some of the logistics operations to require mobility, and terminals adapted for particular needs should therefore be used:

- 1) A small, handheld terminal or forklift, with a keyboard adapted to the needs and ergonomics of the post.
- 2) Equipped with the robustness required within the environment of warehouses or production plants.
- 3) Permanently connected to the system via a wireless network.

Taking the availability of space on the terminal screen as a limiting factor, radiofrequency applications optimize the presentation and data capture in logistics processes, with barcode readers, RFID readers and voice recognition systems becoming customary.



## FEATURES:

- Management of purchase inputs.
- Placement.
- Expeditions / Preparation.
- Management of the repositioning of picking locations.
- Cross Docking.
- Breakages or damages.
- Stock counts and inventory adjustments.
- Location changes.
- Unification of pallets.
- Control of warehouse tasks; by controlling tasks the store manager can plan, consult and assign the tasks to operators.
- Establishment of working areas in the store, and assign machines that can adequately access each area.
- Parameter options to define relationships between locations and items.
- Management of stalls or areas where the goods can be left during the preparation process.
- Route management during the preparation process.
- Definition of maximum pallet and roll weights, allowing for a block or alert signal in the case of these weights being exceeded.
- User control in the logistical tasks so that productivity can be analyzed.
- A 3 dimensional display of the stockroom may be used to represent products meeting specific criteria.





## SALES DISTRIBUTION

### INTEGRATED MANAGEMENT OF CUSTOMER AND DISTRIBUTION CHANNELS

The **Sales-Distribution module** allows you to manage all processes related to the sale-distribution of customers, including pre-commercial activities (budgets), order management and shipment, issuance of delivery notes and invoices, and accounting.



It offers integration capabilities with the distribution chain through EDI, XML or specific business networking portals to secure orders or inquiries. It also covers the management of customer contracts and other additional features.

The module is directly related to the Purchasing-Procurement, Production, Storage and Logistics-Financial modules. It can also be used with electronic billing (in the case of companies that want to opt for this more economical and convenient billing method). Many features are also available through the mobility module, designed specifically for tablets and mobile phones.



BUSINESS  
PARAMETERS

COMMERCIAL  
CIRCUIT

EXPORTS

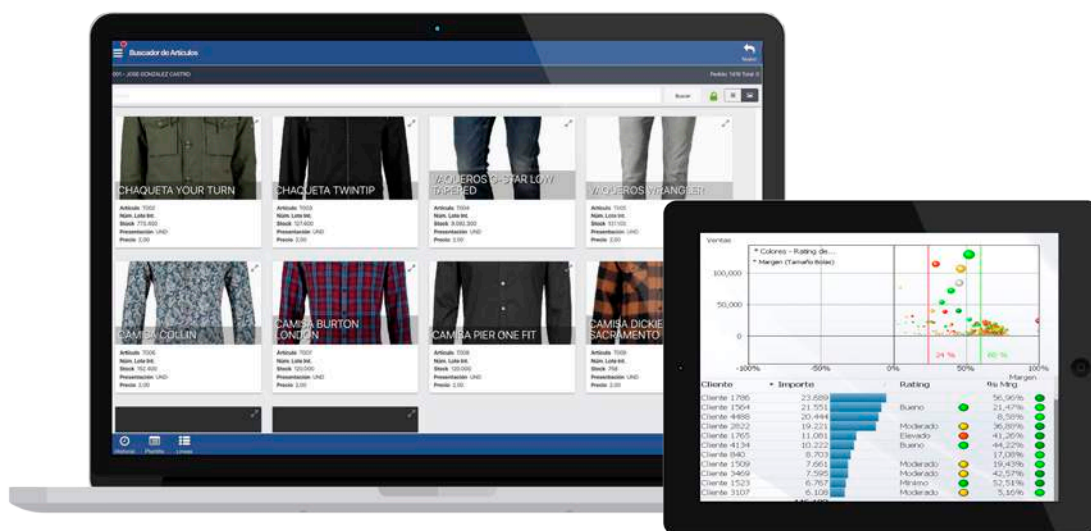
TELESALES

TRADING

CONTRACTS

## FEATURES:

- Free definition of all commercial operations: commercial organizations, areas, routes, pricing, order types, risks, sales literature, etc.
- Management of sales budgets (creation and tracking). Maintenance of historical changes made to each budget.
- Managing customer orders, including the option of a circuit of approvers.
- Telesales.
- Option to automatically generate purchase orders from sales orders.
- Logistics expeditions: proposal expeditions, load sheets, picking lists, transport management.
- Management of sales slips, including intercompany replication options.
- Management of sales invoices: issuing and automatic posting, confirmation, recurring billing, inter-company billing.
- Control and settlement of commissions to agents based on sales or receipts.
- Ability to exchange EDI documents with - integration orders (ORDERS), receipt of delivery notes (DESADV), sending invoices (INVOIC) - and other platforms via XML and WEB access.
- Management of customer contracts.
- Export records.
- Trading management.
- Management of rebates and commercial workforces giving discounts to customers. Provides accounting information regarding expenditure by personnel and permits trackability.
- Full traceability of each document handled in business management.
- A large number of reports available that allow the exploitation of all information generated in the business process segmentation criteria at the level of markets, distribution channels, etc.





## ELECTRONIC BILLING FOR EFFICIENT INTEGRATION WITH CUSTOMERS

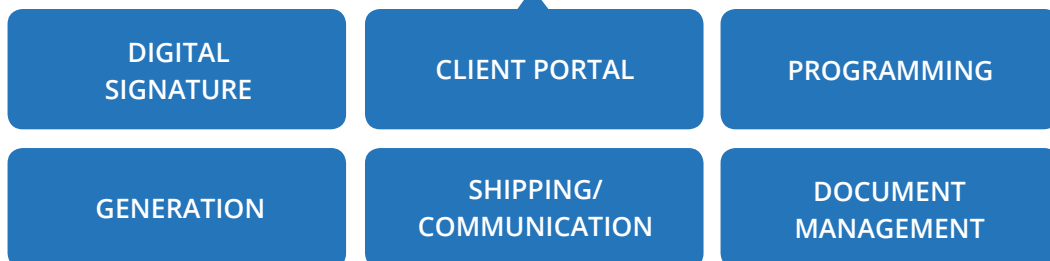
The module supports the entire **electronic billing** process, from the generation of digital invoice documents in PDF or XML format, to a signature confirmed by digital certificate, as well as storage and subsequent delivery by e-mail to the customer.



With **LIBRA**, the implementation of electronic invoicing is integrated with an electronic billing service and its own document management system (GAL\_EFACTURA). If desired, however, it can be integrated with electronic billing systems and external document management.

The module provides significant savings in cost and time management by replacing paper printing, packaging and typical costs of sending bills by mail, with the simplicity of emailing, maintaining the same legal validity.

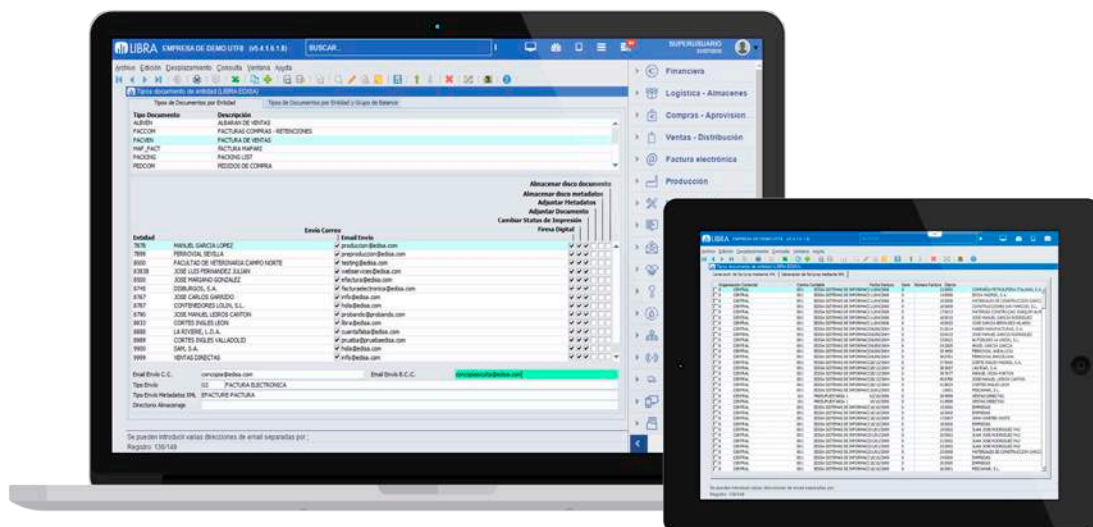
For all these benefits, everyday more companies are opting for this method of billing. It also happens that more and more governmental and Public Administration agencies require their suppliers to bill them this way.





## FEATURES:

- 17 A scalable module means that the implementation of electronic invoicing in the company can be done in a gradual way, first incorporating specific customers and expanding numbers as interest increases.
- 17 Issuance of digital documents in PDF and XML invoice formats.
- 17 Option to use a specific invoice format adapted to the corporate image of the company.
- 17 Bulk mailing of documents for remote signing.
- 17 Programmable digital certificates for assessment groups.
- 17 Presence of digital certificates in the signing process, making sending electronic invoices a safe and reliable method of authentication.
- 17 Archival of electronic invoices in various media set-ups: basic system files, external document management and via LIBRA (with the possibility of consultation and downloading).
- 17 Option to combine the storage of signed invoices with external means.
- 17 Option to configure a web portal where customers can view and download your electronic invoices from a repository.
- 17 Remote sending of documents to customers by email.
- 17 Option to use an electronic billing module for the generation, storage and transmission of other types of documents such as orders and invoices.
- 17 Option to integrate the module with Process Management (BPM), to facilitate the management of authorizations to clients for sending electronic invoices.
- 17 Adaptation to the legal requirements of the countries where this module is implemented.

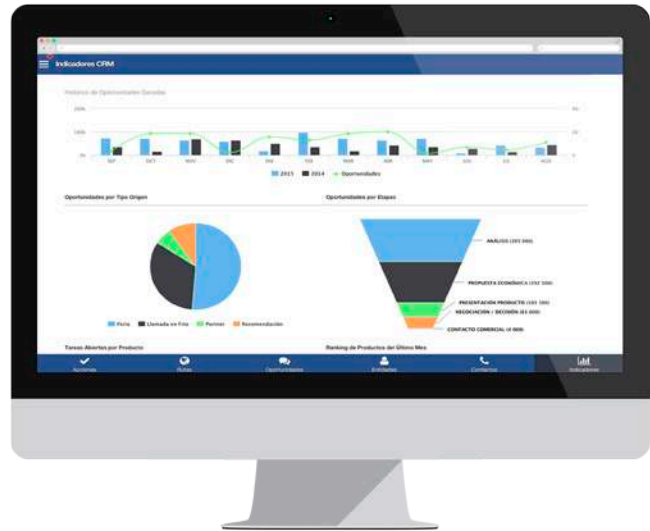




## RELATIONSHIP MANAGEMENT (CRM)

A 360 DEGREE VIEW OF ALL CUSTOMER RELATIONSHIPS

The **CRM module** is oriented towards the management of relationships between the company and third parties, primarily customers, and covering all stages of the business relationship, from pre- to post-sale communications.



Through this module the company can collect all the information about the entities with which it maintains relationships and can customize the data to be recorded depending on specific requirements.

The module is integrated with other **LIBRA** modules, primarily with Sales-Distribution, to provide a 360-degree view of the customer relationship.

In addition, if involving several people or departments within the management, the Process Management (BPM) implementation module can be used to automate workflows so that the user does not have to remember pending activities. Rather, it is the system itself which assigns tasks to be completed by particular users.



ORGANIZATION  
MANAGEMENT

COMMERCIAL  
CAMPAIGNS

MOBILE CRM

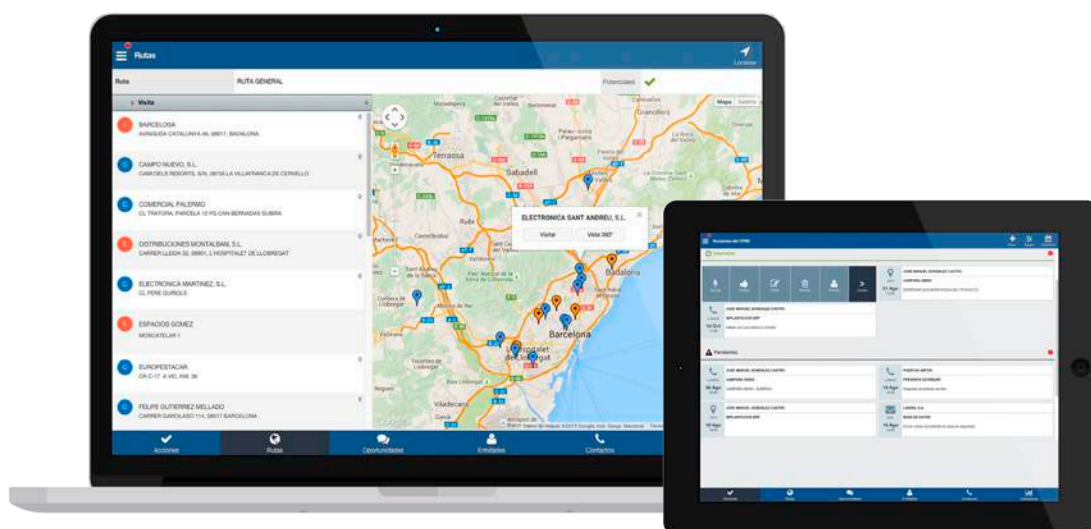
PRE-SALES

POST-SALES

CLIENT 360°

## FEATURES:

- Management of the organization's CRM, allowing full customization of the form, adding all fields which enable the collection of information deemed necessary by each company.
- Integration of CRM organizations with leading customers or suppliers.
- Contact management, including the ability to scan visitors' badges.
- Option of segmentation of the database entities and contacts for campaigns, market research, sales planning, etc.
- Management of commercial actions, personalizing the type of commercial actions to be carried out.
- Planning and scheduling actions.
- Definition of BPM flows linked to the actions of CRM.
- Control Panel for day-to-day management of the sales team.
- Scheduling of automated email distribution to users, based on certain principles or events.
- The module allows the managing of forecast (pipeline) sales, allowing management to focus on those opportunities that are closer to completing sales or to analyze the number and volume of opportunities in each area.
- Campaign management; definition of campaigns and related activities, budget management and analysis of the result.
- Management of sending and receipt of emails, including template drafts or permitting the creation of entities and opportunities from received emails.
- CRM Mobile; option to consult and input data from mobile devices.
- CRM After Sales; the module allows the management of all sales relationships with customers, including processes such as claims and incident management or service requests.





## POINT OF SALE (POS)

FOR A FULLY INTEGRATED OPERATION WITHOUT IMPLEMENTING OTHER SOLUTIONS

The **POS module** solves the problems of management at the point of sale, allowing both on- and off-line work; that is to say, connected to the central server of the company or working locally using scheduled synchronization processes.



**LIBRA** POS has a full work schedule that can operate autonomously, exchanging programmable data from the central server (tariffs, items, entities, taxes, offers, etc.) and regularly sending all transactions completed at the POS (sales, returns, vouchers, etc.).

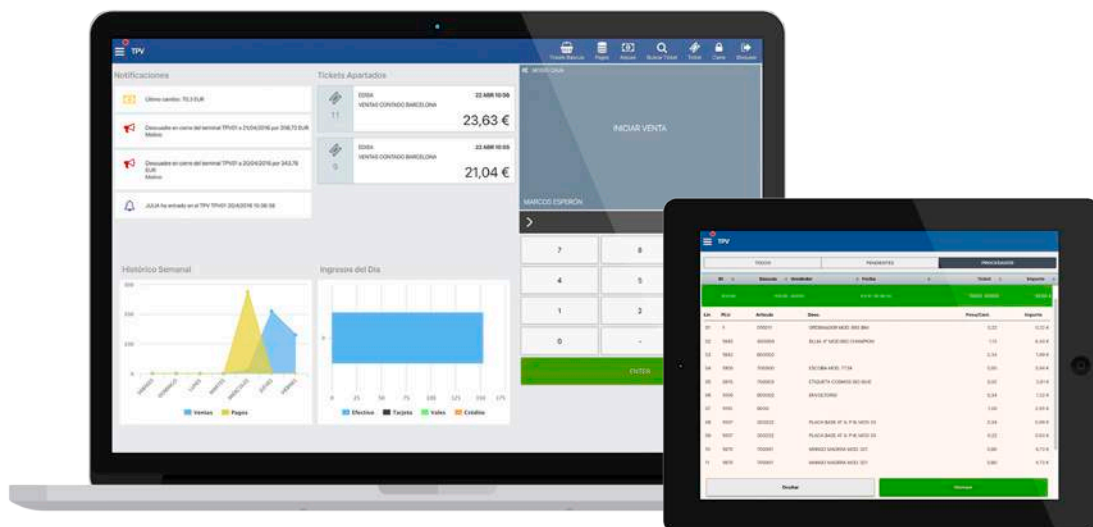
The module is developed using the usual standards in web applications such as HTML 5, CSS, operating on the structure of **LIBRA** indexes, supported by the ORACLE database.

In addition, the POS is integrated with the usual devices in a retail outlet, such as cash drawer, barcode reader, receipt printer or scales.



## FEATURES:

- Synchronization with central systems; facilitating operations in online or offline mode. Also the POS module replicates the parameters established in the central system, assuming all management data (tariffs, trade discounts, etc.).
- Sales Management: openings and closings, cash management, monitoring reports, cash control.
- User Management: facilitating the internal management of users who have permission to use the POS and enabling user authorization for different functions (price change, withdrawals, etc.).
- Item Management: navigation and search by grouping by families and statistical codes, synonyms, supporting different barcodes, different presentations of articles, categorized articles, variable weight items, etc.
- Price Management: by pricelist assigned to customers, offers, combinations, discounts, etc.
- Support for various forms of payment collection on the same receipt: cash, voucher, card, credit, gift.
- Additional options: canceling lines, partial returns, reprint receipts, receipt searching, receipts on hold, etc.
- Device Management: scales, thermal printers, cash drawer, etc.
- Back office and sales management: users will have a back-office where you can see both the information generated by the POS, as well as the parameterization downloaded from Libra to specific POS tables, with a set mode of operation of the POS.
- Data analysis tools have been incorporated into the POS, using graphs and indicators that greatly facilitate the management responsible for the point of sale. In addition, the system has all the necessary options for information access, allowing monitoring of all operations performed, user management, etc.

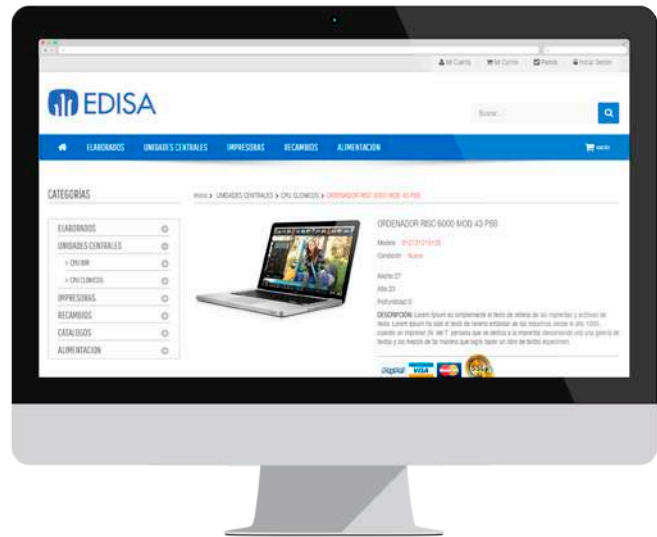




## WEB AND E-COMMERCE

### SET UP YOUR E-COMMERCE PLATFORM INSTANTLY

The **E-Commerce module** includes a content manager that allows the company to have private and public sections of the web portal, updated directly by staff, and integrated with LIBRA if desired.



It provides all the technical support needed to create and update the most common sections of a web page in an autonomous and simple manner (static sections, document download area, contact form...)

Any **LIBRA** data can be posted on the web in real time or through a synchronization process, depending on the licensing option available to each client.

### FEATURES:

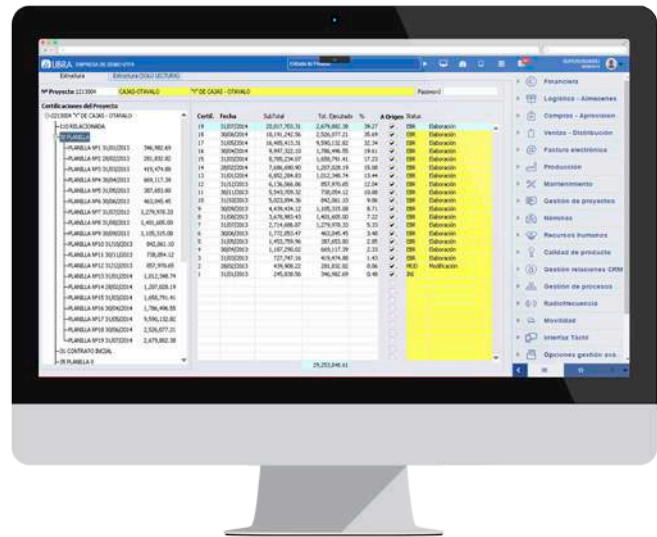
- Design adapted to the company's corporate image.
- Multi-language support.
- Multimedia support (images, audio, video, etc.).
- Blog tools for providing company updates.
- Maximum autonomy in updating content, both by staff with basic knowledge of office automation and computer experts.
- Integration with major social networks (Facebook, Twitter, Google+).
- Circulation of information automatically updated through RSS.
- Integration with other systems and e-commerce platforms (Presta Shop, Magento, etc.) and other multimedia platforms (YouTube, Vimeo, etc.).
- Secure access to information through https protocol.
- Profile and user management available for personalized dissemination of content.
- Compliance with technical accessibility standards W3C XHTML 1.0 and CSS3.
- Set up for Search Engine Optimization (SEO).
- Follow-up visits to the web through personal tools or those provided by Google and Bing.



# PROJECT MANAGEMENT

## PLANNING AND MONITORING OF THE PROJECTS

The **Management Project module** allows you to manage the entire lifecycle of a project, from budgeting to execution control and billing.



In the case of the construction sector, the module provides full support to the commercial phase (real estate development) and the construction and management of the work (budgeting, scheduling control and economic performance, certification and production).

## FEATURES:

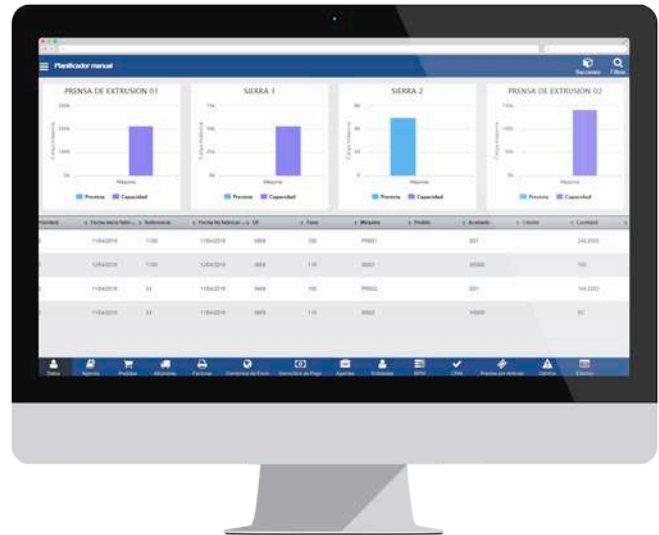
- Budget creation: types of projects, import or export of BC3 files, setting of budgets based on pre-existing figures, etc.
- Hierarchical relations depending on project type.
- Option to set different budgets for each project; sales budget, cost budget, target budget, etc.
- Establishment of phases and activities, with the option to limit actions carried out in each category.
- Option to take control of execution with a different structure than that of the initial budget.
- Figures reporting total amounts of materials and hours of labour necessary for project implementation and completion.
- Allows users to make offers to suppliers to decide which supplier(s) or buying methods to use through a simple comparative process.
- Control of purchase orders and invoices.
- Cost reports from purchase invoices of materials, rent, job reports, accounting, etc.
- A quick and easy way of creating certifications for clients and tracking actual production execution based on budget details.
- Option to configure the system to perform certain controls, such as not allowing the certification of quantities higher than the budgeted amount.



## PRODUCTION

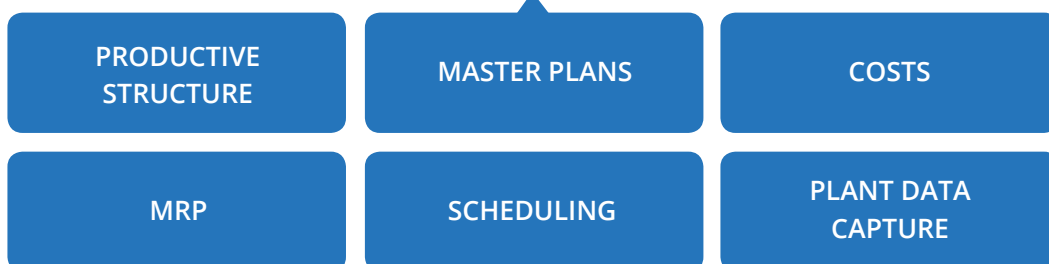
LIBRA INCLUDES TOOLS FOR MANAGING THE ENTIRE PRODUCTION CYCLE

The **Production module** supports the management of the entire production flow of the company: definition of the production structure, production scheduling, planning material requirements, launch and control of production orders, monitoring of production indicators (costs and others).



The business benefits are many: there is a better match between demand and capacity, improved delivery times, reduced stocks, synchronization with the supply chain, cost reduction, optimization of available resources, and improved information on the production, which is key to decision making.

The module is adapted to serial manufacturing companies against stock, on request (Just in Time) or project-oriented. Full integration with the **LIBRA** Purchasing-Procurement, Logistics-Warehouse and Sales-Distribution modules, enables management of the entire value chain of the company.





## FEATURES:

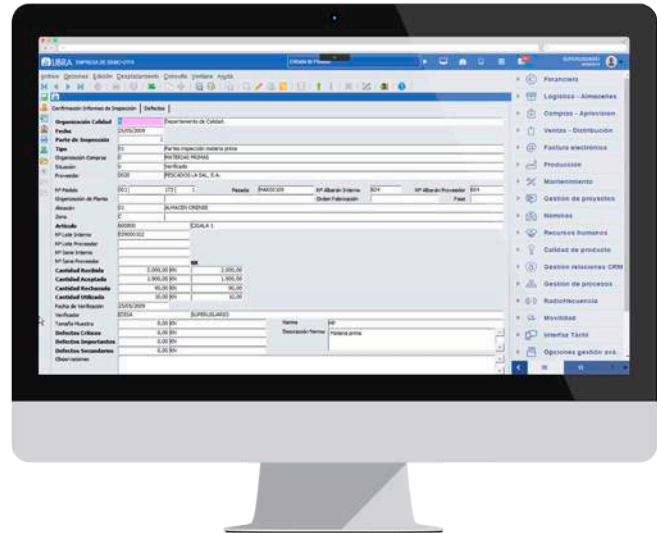
- Definition of the entire production structure of the company (plants, analytical sections, machines, operators, operations, structure of materials, routings, etc.)
- Custom definition of calendar and work shifts.
- Generation and production of master plans (Master Production Scheduling) based on actual portfolio simulations of orders or sales plans, enabling long and short-term planning of resources and productive investments.
- Short-term production planning (manufacturing plans), allows you to optimize work sequences and resources, necessary stock levels, machinery changes and the utilization of tools and the workforce in general.
- Calculation of material requirements and other resources (MRP - Material Requirements Planning) to meet production schedules.
- Automatic or manual generation of orders for planned or confirmed manufacture, as well as requests for the purchase of materials.
- Generation of control documents for the factory (route maps, lists of materials and parts to request to the warehouse).
- Programming of machine loading.
- Recordings of the corresponding parts of production (promotional material working parts) with the consequent generation of movements of material in the warehouses.
- Automatic calculation of actual manufacturing costs, taking into account the direct and indirect costs (raw materials, auxiliary materials, labor, machinery, etc.).
- Management of subcontractual manufacture (outsourcing).
- Data capture of the manufacturing plant by means of fixed and/or mobile terminals through radio frequency. Allows the monitoring of production plants.
- Management and evaluation of incidents motivated by manufacturing workers (absences, low, etc.), machinery (repairs, cleaning, etc.) or other circumstances (lack of materials, electricity, etc.).
- Management of product traceability both upstream (batches of raw material to the finished product) and downstream (batch of finished product to batch of raw material).
- Full repository of reports, including, for example, those that allow control of the workload of each resource, status reports of each production order, availability of materials, production per machine, etc.
- It has its own functionalities in sectors such as food production, supporting processes such as individual, multi-production or asynchronous production circuits, with data inputs entered after product completion.



## QUALITY MANAGEMENT

FULL SUPPORT REGARDING QUALITY PROCEDURES FOR PRODUCTS OR PROCESSES

The **Quality Management module** allows you to manage all product inspection activities or business processes, including certificate management and quality standards, with the option to take data from mobile devices.



It is useful for any organization and highlights particularly productive enterprises. It greatly helps in evaluating suppliers, allowing initial evaluations and ongoing assessments to be classified conjunctly.

It is complemented by the **LIBRA Document Management** module, which keeps all documents (procedures, manuals, reports, etc.) stored in the database in an organized manner and with version and access controls.

It is also integrated with the **Process Management module (BPM)**, where you can manage all claims, nonconformity, corrective and/or preventive actions, audits, etc. That is, all processes related to quality control of the company.



CERTIFICATIONS

NON-CONFORMITIES

PROCESS MANAGEMENT

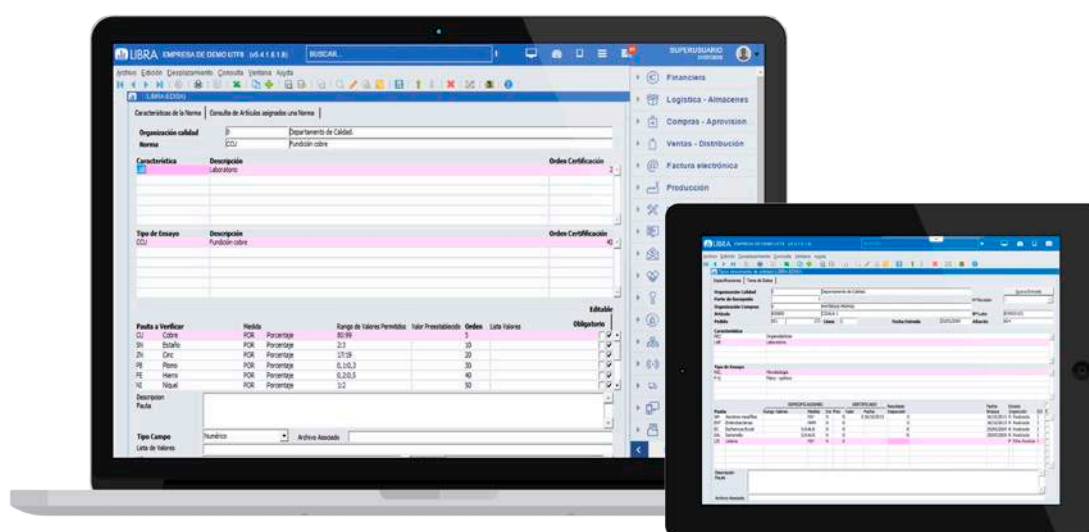
CONTROL PLANS

STANDARDIZATION OF SUPPLIERS

PLANT DATA COLLECTION

## FEATURES:

- 1. Creation of as many quality organizations as the company needs (e.g. quality organizations categorized by families of products or store types).
- 2. Each quality organization has an establishment of standards or quality specifications for which it is governed (eg. ISO 9001, ISO 14001). There is also a control plan for each product/process to comply with such standards/specifications.
- 3. Option to define control plans by product, family or type of material, which are available from the consultations of other modules.
- 4. Automatic creation, from each control plan, of the corresponding inspection parts for products or processes.
- 5. Records of data on products or processes may be accepted or rejected during the control period. Materials can be blocked until finalization of the inspection, so that they may not be utilized in other departments.
- 6. Management of conformities and non-conformities of inspected products and processes (relocation of products in stores, availability updates, certificates of quality provided for accepted products, complaints made to suppliers regarding rejected products, etc.)
- 7. Defining workflows using the LIBRA Process Management module (BPM) to automate the process of inspection and control.
- 8. Visibility in other modules of the results obtained in product/process controls.
- 9. Traceability of inspections carried out.
- 10. Management of approval and evaluation of suppliers (endpoints, valuation periods, types of evaluation, etc.).
- 11. Statistics about detected defects and decisions taken.

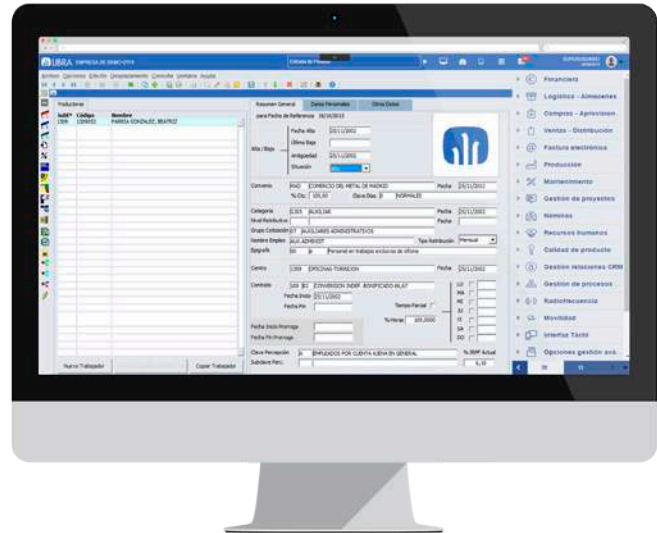




## PAYROLL

### AN EFFICIENT SOLUTION FOR THE ADMINISTRATIVE MANAGEMENT OF STAFF

The **Payroll module** covers the management of human resources of the company from the economic point of view, enabling full control of their costs and compliance within existing labor legislation.



It includes administrative personnel management, personal conditions, contracts, agreements, payroll and social security, plus all the management process payment. The module also has its own report generator, that enables data extraction adapted to the needs of the company.

It also complies at all times with the law and the remuneration policy of the entity.

It allows the corresponding data to be communicated electronically with government agencies in the country in which the company operates, in compliance with established regulations. The **LIBRA** payroll is implemented in Spain and several Latin American countries (Mexico, Colombia, Ecuador, Dominican Republic, among others).



REMUNERATION  
POLICY

INTEGRATION OF PUBLIC  
ORGANIZATIONS

RECRUITMENT

DATA COLLECTION

SIMULATION

PAYROLL  
ISSUANCE

## FEATURES:

- Definition of the remuneration policy of the company through the implementation of sectoral agreements in force in its scope.
- Perfect adaptation to current legislation regarding listing standards in the Social Security systems and withholding taxes.
- Human resources management from the contractual point of view always takes into account: incorporations, contracts, extensions, variations in recruitment, withdrawals etc.
- Setting specific remuneration per worker throughout their working life (higher than those set by the sectoral agreement which is subject to treatment of net or gross guaranteed salary).
- Management of any daily occurrence that might impact on the final remuneration of workers (allowances, overtime, absences, disability, etc.).
- Management of advances and judicial retentions.
- Calculation of monthly payroll, bonuses, severance payments, etc.
- Management of compensation payment by the relevant communication with financial institutions (remittances, checks).
- Accounting and cost allocation (integration with the [LIBRA](#) financial module).
- Salary reviews, including arrears calculations.
- Manual or automatic personal income tax regularization.
- Communication with public bodies in the countries where payroll for data exchange is established; labor contracts, extensions, variation contracts, certificates, quotes, highs, lows, etc.
- Digitally-signed payroll.
- Development of tax models.
- Ability to mechanize parts of project work and/or cost centers with corresponding immediate reflection in the payroll accounting and cost allocation.
- Tools for generating economic reports configurable by the user.
- Tools for payroll simulation for the study of new recruitments, simulations of liquidations and of budgets.
- Ability to integrate the module with other [LIBRA](#) modules: Management Indicators, Online Reporting, Document Management Alert, Sales-Distribution, Production, Project Management, Process Management (BPM) and Business Intelligence.



## HUMAN RESOURCES

A SOLUTION FOR TALENT MANAGEMENT AND HUMAN CAPITAL

The **Human Resources module** allows personnel management from the point of view of their professional qualifications and talent (skills, knowledge, attitudes), facilitating the engagement of people with the needs of the company.



It covers the definition of the organizational structure, performance evaluation, management training, personnel selection and control of the existing levels of activity and inactivity in the company as well as other complementary functionalities.

### FEATURES:

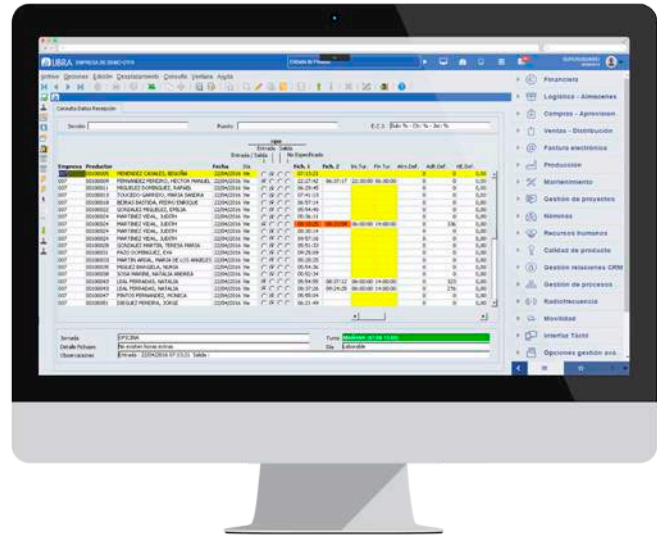
- Management of the organizational chart and job details.
- Data management and documentation of workers (employees, staff ETT) and collaborators or sub-contractors.
- Management of spontaneous applications (CV).
- Security levels of access to data and information regarding parameterizable staff.
- Management of salary bands, including simulation processes.
- Management of experience accumulated by staff throughout their working lives.
- Management of training obtained by people outside the company.
- Support for performance evaluation processes.
- Management of training plans: detailing the courses, publications, teachers, syllabi, planned/actual costs, etc.
- Free definition of selection processes, with support in each of the phases.
- Control of activity and absenteeism.
- Control of optional and mandatory events for staff (medical examinations, recertification...)
- Control of equipment delivered to workers to perform their duties.
- Generation and consultation of user-configurable reports.
- Integration with office software (Microsoft Visio).



# PRESENCE CONTROL

## PLANNING AND MONITORING OF THE DEVELOPED PROJECTS

The **Presence Control module** allows the management of the entry and exit of personnel created in the payroll module, enabling the analysis of information obtained from employee time-clocks, both directly and through the integration of data from other existing applications.



Based on a schedule of shifts and timetables provided for each employee, previously assigned to sections, departments, positions, etc., the module is useful for information, queries, reporting, and payroll calculation.

### FEATURES:

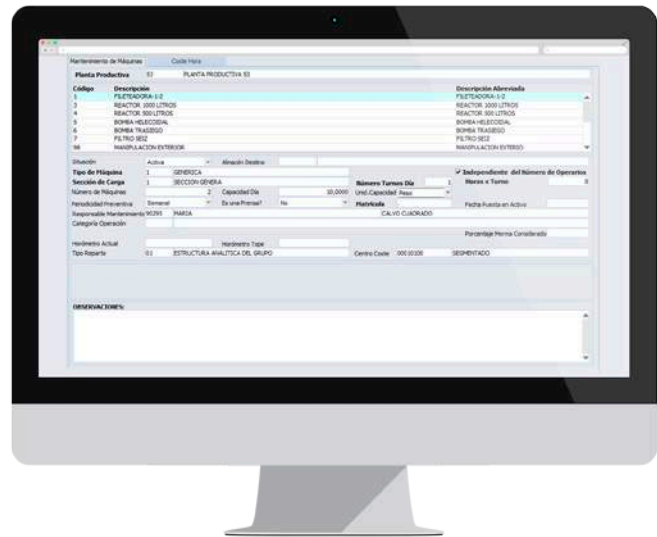
- Distribution of company staff or those outsourced into sections, departments or positions. User access is limited to particular sections only.
- Calendars can be created quickly, with fixed, continuous or rotating shift options.
- Dynamic allocation allows shift scheduling for an entire section, department or individual workers.
- Management of general or individual schedule changes.
- Managing the calendar from the transfer module creates tallies and comparisons between scheduled and actual shift attendance.
- Coding of card and terminal types, with allocation and read permissions for each worker between validity dates.
- Access to signing-in data from integrated terminals, or from other files.
- Control of absences, absenteeism or lateness.
- Generation and proposed overtime and night shifts for validation.
- Treatment of special hours on working days, weekends and holidays.
- Queries, reports and general data analysis.
- Treatment of inter-monthly data.
- Final integration of data for calculating payroll.



# MAINTENANCE MANAGEMENT

MAINTENANCE FULLY INTEGRATED WITH OTHER BUSINESS PROCESSES

The **Maintenance module** allows the management of company equipment, including the calculation of the performance of each element based on income and expenditure, all processes concerning preventive and corrective maintenance, and management of internal and external repairs.



The module is especially useful for companies that have a fleet of machines and need to have a table of costs and yields per item, while managing its preventive and corrective maintenance. Another area in which the system also works particularly well is within workshops or companies whose principal activity is the maintenance and repair of company-owned machinery or that of third parties.

The module interacts especially with modules such as Purchasing-Procurement (for managing delivery notes from external repairs of machinery), Logistics-Storage (for the management of materials needing repair), Sales-Distribution (in cases where a workshop with the capacity to carry out repairs to third parties is available) and Offline Mobility (especially useful for Technical Assistance Services).



TEMPLATES

PREVENTATIVE  
MAINTENANCE

CORRECTIVE  
MAINTENANCE

COST  
MANAGEMENT

WORKSHOPS

MOBILITY



## FEATURES:

- Creating tabs of the equipment being maintained, based on templates that are fully user-configurable. Allows control of the location of various items per store, area and type of location.
- Option to establish different and complementary ways of grouping equipment.
- Control of expiry dates assigned to mobile elements (eg. cards fuels, highways, etc.).
- Option to set unlimited cost concepts to associated equipment (eg. insurance, MOT, repairs, ...) and group them into different families or types (eg. tax costs, costs preventive, remedial costs...)
- Management of vehicle/machinery clocks (hours worked / kilometers traveled). Option of a double counter (full and partial). Introduction of incremental or cumulative reading methods.
- Option to assign jobs or projects to each piece of equipment, and allocate expenses and income against them.
- Management of preventive maintenance of each machine/vehicle, with the option to create the respective plans and tools for control. Option to define preventative checks of operations, scheduled times for each operation, necessary materials, etc.
- Option to define structures of overarching reviews, for those cases that a review may lead to the realization of another.
- Management of internal and external workshops: generating repair orders, budgeting and/or assignment operators, allocation of materials and labor, closure and/or billing, claims and warranty tracking providers.
- Historical maintenance inspections can be generated spontaneously without creating work orders.
- Value rates of labour are divided into several levels.
- Ability to allocate costs to work orders from the Purchasing-Procurement module.
- Panel of workshop orders that allows visualization of orders in progress, opening new orders, cost allocation, closure of completed orders, etc. from a single program.
- Option to group workshop by type and associate levels of urgency of implementing them.
- Option to include supporting documents linking each item of equipment (photographs, technical specifications, drawings, etc.), to each precautionary method and to each workshop order.
- Large number of reports available per machine: performance listings, hours of use by each operator in each machine, maintenance pending listings, etc.
- Performance history of each machine: historic insurance, maintenance history, accidents, hours/kilometers per period, historical locations, etc.

report  
period  
project  
other filters

NPV ANALYSIS



Sensitivities

Invest. (%)	Invest. (M)	Level	Capital	Sensitivity
10%	540	430	4.5%	1.0%
12%	540	1300	11.0%	1.0%
14%	540	2000	6.2%	1.0%
16%	540	3000	5.0%	1.0%
18%	540	4000	4.0%	1.0%
20%	540	5000	3.0%	1.0%
22%	540	6000	2.0%	1.0%
24%	540	7000	1.0%	1.0%
26%	540	8000	1.0%	1.0%
28%	540	9000	1.0%	1.0%
30%	540	10000	1.0%	1.0%
32%	540	11000	1.0%	1.0%
34%	540	12000	1.0%	1.0%
36%	540	13000	1.0%	1.0%
38%	540	14000	1.0%	1.0%
40%	540	15000	1.0%	1.0%

IRR ANALYSIS



# 3

## MODULES FOR INFORMATION ANALYSIS



**LIBRA** offers different possibilities for access to information and generating scorecards for administrators:

**Management indicators:** set a hierarchical structures of fully customizable indicators regarding the origin of the data, with columns formatted to display each indicator. It is a very useful module to customize the relevant indicators each executive wishes to view.

**Reporting:** allows access to any element of information in **LIBRA**, generating custom reports. The module has one design functionality for the generation of reports, and another for implementation, in which the user has access to available reports, without access to the underlying data structure.

**Online Reporting:** This is **EDISA**'s own B.I. module, which facilitates navigation using charts, pivot tables or maps.

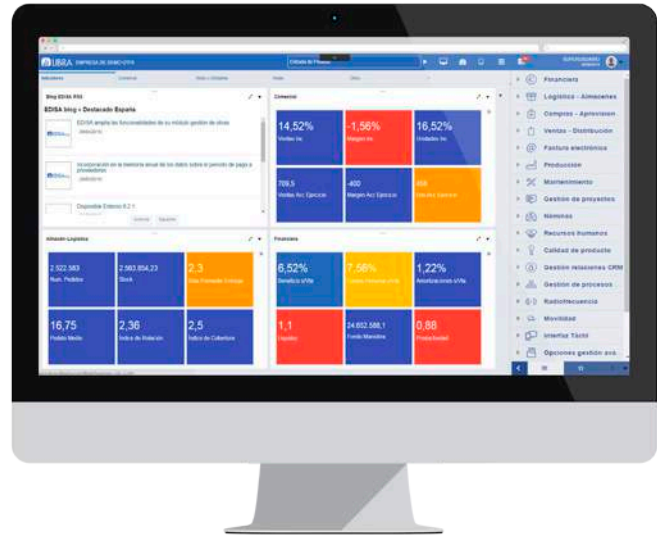
**Business Intelligence:** **LIBRA** allows integration with leading B.I market tools, with predefined models in key areas of the company.



# INDICATOR MANAGEMENT

## MONITORING AND CONTROL OF REAL-TIME KPI

The **management module** allows you to define indicators and manage a scheme of indicators as a scorecard of the company, facilitating access to information without leaving LIBRA.



It complements the multiple outputs of information available from each LIBRA module and the Business Intelligence module itself.

It can be integrated into any LIBRA module and can be accessed from a desktop or mobile terminal.

### FEATURES:

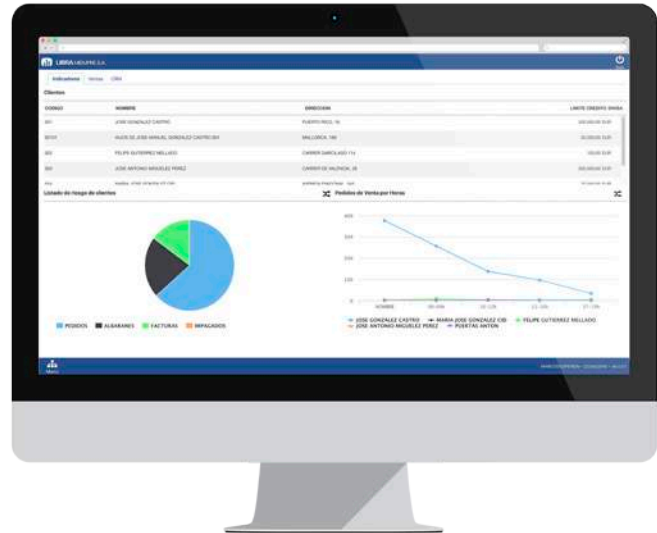
- You can establish a hierarchical structure of indicators, with the possibility of ordering such a structure, which is key in a scorecard. It is thus possible to establish categories of indicators, such as trade indicators, financial indicators, etc.
- The indicators may be associated with users, allowing outputs to be defined and adapted to each executive, whilst maintaining desired security levels.
- For each indicator, target values per period can be set, allowing for a comparison between actual values and desired values, and to monitor deviations.
- The indicator management system allows the encoding of deviations by color, making scorecard interpretation more intuitive.
- It is possible to establish direct links between an indicator and other related reports or queries to permit the management access to more information if desired.
- Option to import data for indicators whose data source is not in LIBRA.
- Permits indicators to be exported in SQL format.
- Tables are included to save historical values of the indicators.
- The indicator menu can be accessed from mobile devices (phones or tablets).



## REPORT GENERATOR

FLEXIBILITY TO GENERATE CUSTOM REPORTS AND INTEGRATE THEM INTO LIBRA

The **Report Generator module** allows you to design custom reports against the LIBRA database for real-time consultation in the LIBRA program, either case-specifically or through direct access from the general menu.



The report generator allows you to run reports on screen with full dynamism, ie. you can add / hide fields, change groups, change the totaling/subtotaling of numeric fields, change the operation to be performed on numeric fields (sum, media, etc.). Additionally, reports that can be viewed on screen can have added plug-ins, which can be used to connect to other **LIBRA** programs, to another report from the report generator, or to a report designed with the B.I. Publisher.

### FEATURES:

- Free parameterization of the contents of each report (choice of tables, fields, etc.).
- Customizing the appearance of the report.
- Nesting of reports.
- Set permissions for the design, modification and display of formulated reports.
- Saving of generated reports and their integration into any **LIBRA** program for later reference.
- Default filter templates, with fields edited by the author.
- Option to manage developed reports: user permissions, usage levels, allocation to specific menus, etc.
- Option to indicate that the report output to spreadsheet is using the XLSX format, thus increasing the number of rows that can be exported.
- The designed reports can be integrated into the WEB module, inheriting access filters defined in the ERP by the user.



## ONLINE REPORTING

### ONLINE ANALYSIS OF TRANSACTIONAL DATA FOR DECISION MAKING

LIBRA has its own **Online Reporting** solution, a proprietary tool that enables access to any table system to generate dynamic reports (pivot tables), graphs and maps for geo-referenced information.



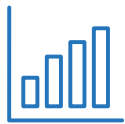
In addition, this tool has already developed models that provide a 360 degree view of an article, customer or supplier (major databases of any management system).

The online reporting module allows for fully customizable reports in real time, without requiring data dump processes, and with a similar level of presentation offered by the Business Intelligence tools in the market.

The system allows access from any mobile terminal, which facilitates access to the system from outside the company and makes it very suitable for administrators.

### FEATURES:

- Real-time analysis of the company's order book.
- Analysis of deliveries and billing.
- Sales statistics by family or article, displaying a 360 degree view of the article, with all related information; sales, orders, purchases, etc.
- Sales statistics by customer or type of customer, providing a 360 degree view of the customer, all sales information, consumption, margins, historical evolution, etc.
- Geographical analysis of sales, representing clients on the map and the option to search for detailed data.
- Analysis of suppliers and purchases.
- Table of financial and economic control of the company in real time.



# BUSINESS INTELLIGENCE

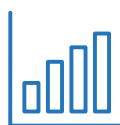
## INTEGRATING THE BEST BUSINESS INTELLIGENCE TECHNOLOGY ON THE MARKET

The module integrates **Business Intelligence** in the form of dashboards and key monitoring indicators of the company, both operationally and at a strategic level.



**LIBRA** includes a number of tools that facilitate integration with any B.I. platform, but Qlik View technology is the most popular and most frequently used, having developed modules for management control of the main areas of the company.

The Qlik technology provides an environment for defining applications that support decision-making, including data analysis applications, simulation tools, forecasting or reporting system models, all of which are available from mobile devices.



COMMERCIAL  
DASHBOARD

PURCHASING  
DASHBOARD

HUMAN RESOURCES  
DASHBOARD

FINANCIAL  
DASHBOARD

PRODUCTION  
DASHBOARD

ADMINISTRATION  
DASHBOARD



## FEATURES:

### Economic and financial control dashboard:

- Situation and evolution of the main economic and equity ratios.
- Analysis of returns.
- Cash management: analysis of receipts and payments, banking and treasury projection.
- Management of fixed assets.
- Budget tracking.
- Option to organize data by companies, cost centers, etc.

### Human resources dashboard:

- Distribution and evolution of the workforce.
- Distribution and evolution of the wage bill.
- Levels of absenteeism and motives.
- Analysis of training plans: training costs, budget consumed, most worked areas of competition, etc.
- Performance evaluation.
- Option to organize data by offices, departments, professional categories, personal characteristics, etc.

### Sales dashboard:

- Purchase ranking.
- Analysis of prices and negotiating position.
- Study of the seasonality of purchases.
- Option to organize data for items (families, trademarks, etc.), suppliers (types, geography, etc.), purchasing organizations, etc.

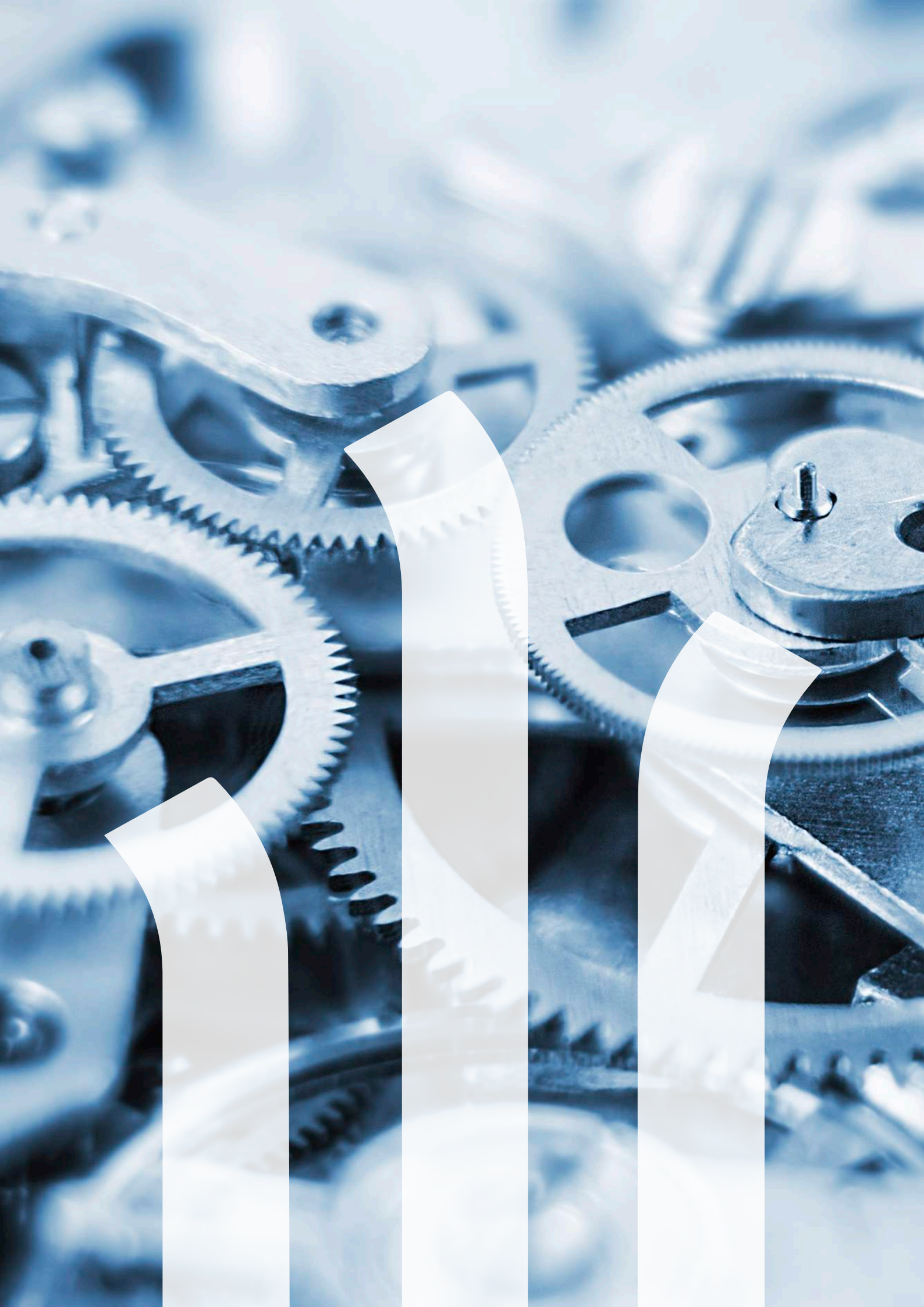
### Commercial control dashboard:

Analysis of sales, margins, profitability, turnover, seasonality, commercial risks.

- ABCs commercially.
- Option to organize data for items, outlet stores, countries, channels, sales agents, customer groups, etc.

### 360-Degree Views:

- 360 degrees of the customer. It incorporates all customer information and operations with the company.
- 360 degrees of the articles (stocks, sales, purchasing, etc.).
- 360 degrees of the supplier



# 4

## CUSTOMIZATION, INTEGRATION AND AUTOMATION

EVENT DRIVEN ARCHITECTURE



**LIBRA** offers a great capacity to adapt to the needs of each user, without leaving the standard program. The level of customization that can be reached allows the optimization of daily processes such as data entry or access to user information, which in turn improves the efficiency of the entire system.

The main differentiating attribute that **LIBRA** has brought to companies in recent years has been its ability to integrate with other systems and automate tasks and processes, significantly reducing the need for intervention by users. To do this, **LIBRA** architecture is based on an orientation of events, which enables the definition and execution of automated processes unassisted, and features a monitoring panel for easy control of all these automatic tasks performed by the system.

The main modules involved in these automation services are **LIBRA**'s parameterization environment and the process management module (BPM), supported by **LIBRA**'s event engine and alert management.

Also included in this section is the document management module, which crosses over to the other modules and facilitates the automation of document entry into the system, complementing the information recorded in the database.



## CUSTOMIZATION

LIBRA TAILORED TO EACH CLIENT, YET MAINTAINING KEY AREAS

All LIBRA modules are based on a common framework called “LIBRA Environment” which allows you to set the basic configuration of LIBRA in each company and customize the user interface of the various programs.



LIBRA's parameterization environment brings efficiency in daily work to LIBRA users, insofar as it allows for more direct access to data and the automatization of potentially repetitive tasks.

In the Environment, the LIBRA interface is adapted to each company's corporate image, users and their access privileges are configured to different modules and LIBRA programs, working languages are set, programs are customized to the needs of each user and the integration of LIBRA with other applications is configured.

### FEATURES:

- Customizing the appearance of the LIBRA interface to each company and user.
- Customizing the information displayed on the desktop (widgets).
- Interface optimized for 'one-click' access to all options.
- Menus adapted to the user and role.
- Security management and legal requirements.
- Language interaction with the user.
- Program personalization for companies and users.
- Data input and validation rules adapted to the business of the company.
- Extracting data to other applications.
- Integration with office tools, mail, social networks, portals and other applications.
- Tools for automatic data migration and data entry.



## “GALILEO” WEB INTEGRATION SERVICES FACILITATING THE INTEGRATION OF THE COMPANY

**GALILEO** is a set of multi-platform web services, developed by EDISA, which allow the realization of a number of advanced features and integration of LIBRA with external systems: other public ERP administrations, banks, logistics operators, industrial machinery ...



These services are the basis for many of the functions of integration that facilitates **LIBRA** today and make **LIBRA** possible as an inter-enterprise system.

**GALILEO** therefore facilitates communication and integration of the company with its environment, which is one of the aspects that will make the difference in the coming years, with regards to business management.



ELECTRONIC  
INVOICES

DOCUMENT  
SIGNING

SYNCHRONIZATION  
SERVICES

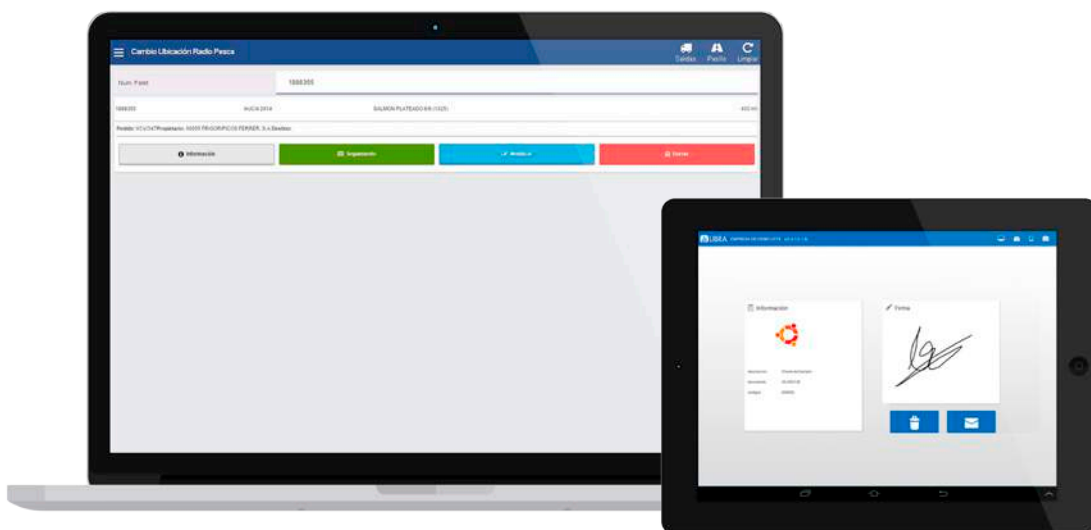
INTEGRATION  
SERVICES

SENDING/RECEIPT  
OF MAIL

DEVICE  
INTEGRATION

## FEATURES:

- Issuance and sending of electronic invoices: electronic invoice generation, faxing, e-mails and SMSs from **LIBRA**.
- Requests to **LIBRA** from external applications: other ERP, web pages, devices and socket type applications, etc.
- Requests to external applications from **LIBRA**.
- Bidirectional data exchange with industrial equipment: scales, automated shelving, robots, presence control systems and other equipment.
- Data synchronization between **LIBRA** and tablet terminals, PDA, POS, etc.
- Data exchange between companies working with **LIBRA**: orders, invoices, etc.
- Barcode generation and decoding using photos in a variety of coding systems.
- Cryptography: Cryptographic features and certificated work.
- Remote execution: printing capabilities, implementation of programs and exchange of files.
- Integration capabilities with Google Drive for file sharing
- EXCEL: Excel generation and conversion to CSV format to allow processing in databases.
- FTP service integration with FTP, SFTP and FTPS files.
- Emails: service for sending emails via SMTP servers.
- Integration with Twitter: service for sending messages through the Twitter platform.
- Scanning signatures: Android application for scanning signatures, integrated with LIBRA for document printing.

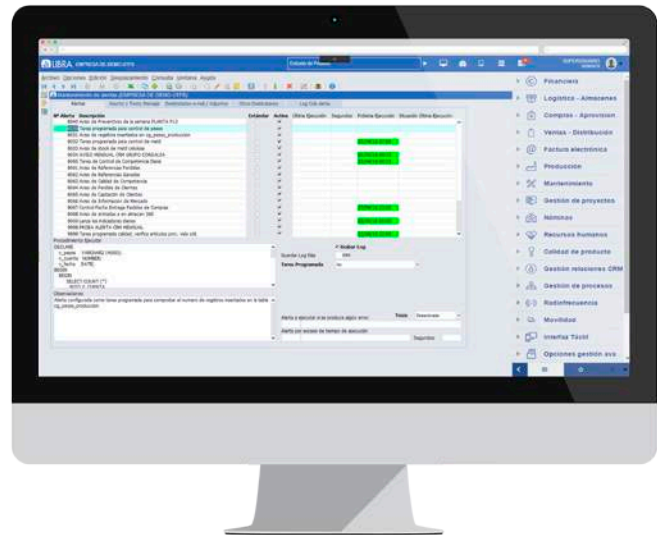




# ALERT MANAGEMENT

## INFORMATION SYSTEM AUTOMATION

The **Alert Management module** lets you manage task reminders or specific circumstances affecting any business process (ie. orders for buying or selling waiting to be authorized, expired products, projects nearing their end date, etc.).



This facility can be of great use in the day-to-day running of a business, particularly through the automatic sending of alerts that can be routed to any **LIBRA** user by email or by sending messages to a mobile device. Alerts are set based on any value of the data stored in the database in any of the indexes. It can also be integrated into any **LIBRA** module.

## FEATURES:

- Free parameterization of each alert (recipient, text, accompanying documents, etc.).
- Possibility of sending the emails in HTML format.
- The alerts module integrates with the report generator, allowing reports made by the generator to be attached in spreadsheet format.
- Total control of the alert is added from your PL/SQL code: You can change the text of the alert, change recipients, etc.
- Option to export alerts in SQL format.
- You can program an alert that will be invoked automatically when execution exceeds a certain threshold of time.
- The alert monitor allows the supervision of all alerts; users who receive them, conditions, latest alert messages generated, etc.

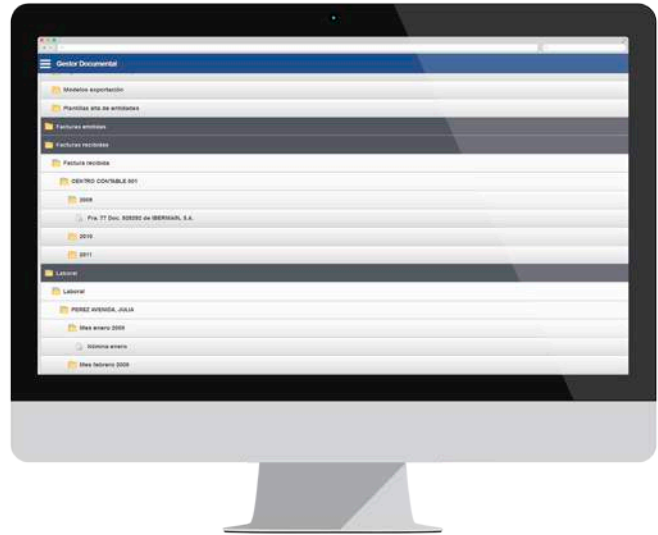




## AUTOMATED DOCUMENT MANAGEMENT

### THE ORIGINAL DOCUMENT INTEGRATED WITH MANAGEMENT DATA

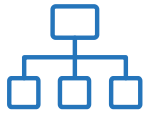
The **Document Management module** allows you to store documents associated with each module, providing users with your inquiry without resorting to the paper file.



Set permissions for access to documents and/or folders per user, allowing access to multiple versions of a document and keeping track of the successive updates. It also allows management at both the documentation tree, and from the records for transactions in **LIBRA**; dispatch notes, orders, invoices, etc. It can be integrated into any **LIBRA** module.

### FEATURES:

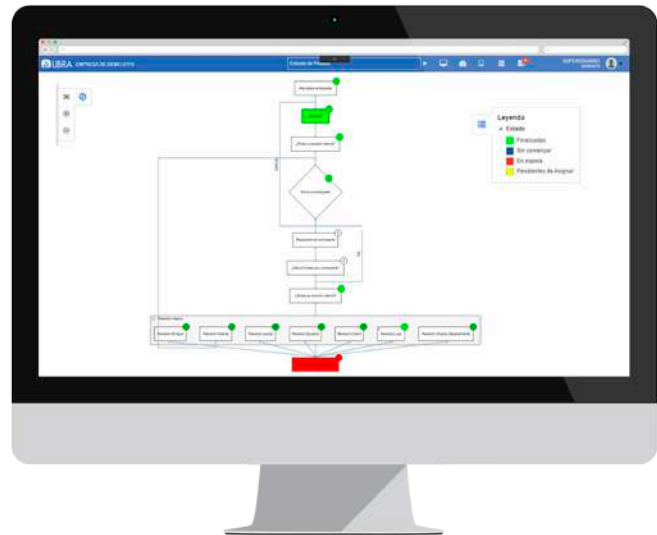
- Automation at the input of the documentation, by scanning and automatic assignment to the corresponding **LIBRA** register.
- Option to automate part of the process of document input.
- Access to documents from the **LIBRA** records, and access to the **LIBRA** records from the documents.
- Option of creating a documentary menu to access documents through a folder structure.
- Option to set access permissions to folders and documents users.
- Control of document versions.
- Locking of documents being edited by other users.
- Advanced search engine that searches for words within documents.



## PROCESS MANAGEMENT (BPM)

### THE WORKFLOW MANAGED DIRECTLY FROM LIBRA

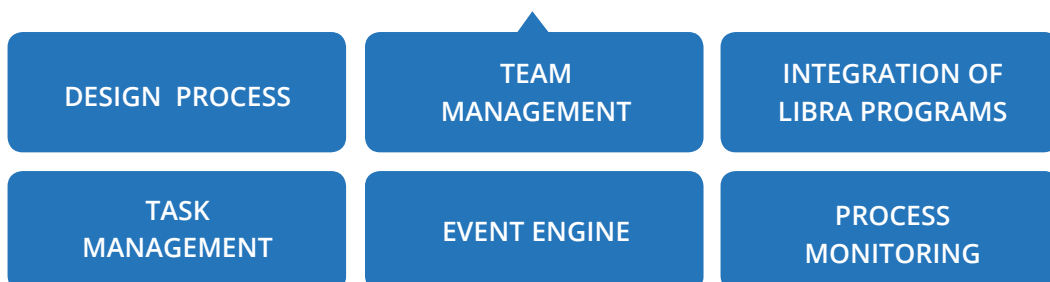
The **BPM module** enables the coordination of any business process, defining the sequence of tasks that comprise it and the consequent linking of them with the programs and those responsible for its implementation. It allows the system to channel workflow, automating the process execution.



The module consists of a tool that lets you design or model the process flow and an agent that allows the execution or sequencing of the process based on the design created. If further indicators for each process or task are set, the module allows monitoring of the degree of achieving them, thus enabling continuous improvement.

As such, the basic design-execution-monitoring cycle in a management-orientated organization is completed, optimizing the quality, time and cost with which they are implemented.

The BPM facilitates the integration of tasks that people have to perform both with **LIBRA** as well as with other management systems. Also, through the Online Mobility module, it is possible to manage processes from mobile devices, so that a user can take on tasks or view the status of a process from outside the company.



## FEATURES:

### A tool for process design, providing the following features:

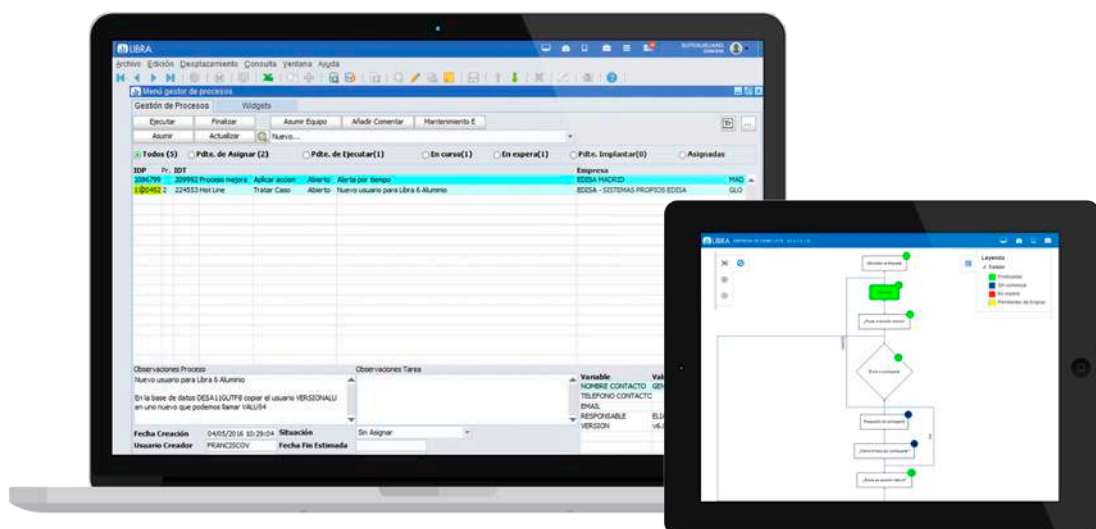
- Establishment of sequential and parallel tasks.
- Set custom files for collecting information on each task, using a form containing the fields required for each case.
- Export and import of already defined processes to be adapted or adjusted.
- Nesting of minor processes within broader ones.
- Integration of any program of any LIBRA module as a key part of the process.
- Linking process tasks both to individuals and teams of people.
- Document management associated with the design flow to attach relevant documents to each process (eg. work instructions, flowcharts, etc.).

### Task Manager:

- The task manager performs the process execution according to the design made.
- Each user has a panel of outstanding processes waiting to be run that gives direct access to the list of tasks that can be taken on and realized.
- The system allows different functions associated with the different roles that a user can have (in charge of a group or as a normal user).
- Process supervision capabilities can display the phases completed, participating users, the current situation etc.

### Monitoring indicators and process-level task:

- Permits the control of process management indicators such as execution times, waiting times, number of processes in each of the states, etc.





# 5

## MOBILITY





## MOBILITY

AVAILABLE ANYTIME, ANYWHERE

LIBRA's **mobility module** assists people from the company that require greater mobility in their daily work, as in the case of commercial and logistics personnel, and the management itself.



At present, an extensive functionality is available on mobile devices (tablets and phones), corresponding to the most of the **LIBRA** modules. The functionality offered includes data collection options such as access and analysis of information.

Also available are all functions related to document management, alerts management or BPM processes, so any process that is defined in **LIBRA** can be run from a mobile device. It supports the store management applications via mobile terminals and even applications relating to quality control or production and data collection on the floor.

One of the great advantages of this module is the possibility to work in 'online mode', for that which requires a connection to the database, or in 'offline' mode, including a module that allows synchronization of data necessary for the system to function properly.



PRE-SALES

BPM

DOCUMENT  
MANAGEMENT

REPORTS  
AND INDICATORS

ONLINE AND  
OFFLINE

MAINTENANCE /  
OTHER FUNCTIONS

## FEATURES:

- Specific functionalities for staff working in pre-sale, mobile sale and distribution areas. It covers all business needs related to the sale and delivery of products; warehouse management, delivery routes, order entry, replenishment orders, etc.
- Check the indicators set in **LIBRA**.
- Access to reports obtained through the report generator, presented in graphic format.
- Consult documents filed in the Document Management module.
- Authorize or refuse purchase orders (especially useful for heads of department).
- CRM Management; visits, calls, meetings, etc. related to sales opportunities with potential or actual customers (commercial agents).
- Consult reparations orders via the Maintenance module. Assume and release orders. Impute materials and workmanship. Close orders. Collect the customer's signature to attach to documents. Create new orders.
- Consult customer cards at the highest level: global view of their relationship with the company with an option to generate graphs for data analysis. Option to geo-locate customers on a map display.
- Check the BPM tasks, perform actions on them, create new tasks.
- Read and send internal messages to/from **LIBRA**.
- Application of all **LIBRA** parameterization regarding discount policies, promotions, pricing, etc.
- Synchronization system available on demand, with customizing of synchronization profiles and optimized to be incremental (if the user loses connection while transmitting data, they suffer no losses and these can be transmitted in another attempt).
- Data transmission via WIFI; GPRS, 3G, HSDPA; or bluetooth link with mobile, eliminating the need to go to the center to transmit data.
- Integration with barcode readers (EAN13, EAN14, EAN128).





CENTRO DE INNOVACION  
DESIGN



6

DEVELOPED  
BY EDISA



# INTERNATIONAL PRESENCE

EDISA currently has 6 national headquarters and is working to consolidate its international presence achieved in recent years, mainly in Latin America, which has four headquarters. In 2008 the internationalization process began in that market, opening the first branch in Mexico, continuing in Colombia, Dominican Republic and Ecuador.

## LATIN AMERICA



COLOMBIA



ECUADOR



MEXICO



DOMINICAN REPUBLIC

## SPAIN



MADRID



VIGO



VALENCIA



BARCELONA



LAS PALMAS



OVIEDO



EDISA GROUP



OURENSE (R+D CENTER)

## THE R&D AS COMPETITIVE FACTOR

**EDISA** devotes 15% of its annual turnover to R&D, involving our major clients in their respective countries in the process of innovation.

## DIRECT SUPPORT SOFTWARE MAKER

The direct support that **EDISA** offers, as developer of **LIBRA**, is of great importance to ensure successful product implementations without departing from the standard program.

**LIBRA** is now the largest management software in Latin America and Spain, competing with the products of multinationals in the segment of medium and large enterprises.

## FINANCIAL STRENGTH

The results that the company has obtained during more than 30 years of experience and policy of reinvesting profits, today allow **EDISA** to present a consolidated financial position, with a high capitalization based on its own resources.

## UNIVERSITY AND COMPANY

**EDISA** actively collaborates with more than 50 universities in Latin America and Spain. Our articles and publications are used as references in many countries and **LIBRA** is used on a practical level to train Information Systems students in business administration or engineering degrees.

## SOCIAL RESPONSABILITY

**EDISA** has always had a responsible attitude socially, as is embodied in the commitment and seriousness of the relationship with its customers, suppliers and employees of the company, as well as its collaboration with groups that require more support.

Over the past three years, **EDISA** has developed more than 30 collaborative projects with organizations and associations of the third sector (brain damage, Down Syndrome, groups at risk of social exclusion, etc.)



### SUCCESS DRIVEN BY 3 CORE VALUES

Our **innovation focus** inspires us to invest in research and development and to plough resources into ongoing updates to our range of products and services.

Our **customer and market focus** ensures that our main goal is to meet customer expectations by offering a service whose hallmarks are proximity and trust.

Our **commitment to our people**, our most important asset, makes EDISA's staff turnover rate among the lowest in our sector.

# CUSTOMERS IN MORE THAN 25 COUNTRIES

LIBRA is present in more than 500 medium and large enterprises and has a geographically distributed user community in over 25 countries around the world.



LATINAMERICA

COLOMBIA

ECUADOR

MEXICO

DOMINICAN REPUBLIC

SPAIN

MADRID

BARCELONA

VALENCIA

VIGO

OVIEDO

LAS PALMAS

OURENSE (R+D CENTER)

