



AQUILON
ERP SOFTWARE SOLUTIONS

Affordable, adaptable and proven.



ERP

Aquilon ERP

**Affordable Enterprise Resource Planning
For Small and Mid-Size Business**



Our Passion

ERP is in our blood. Service is our livelihood. With Aquilon, you benefit from a low total cost of ownership (TCO) in feature-rich enterprise-class business software. We work exclusively with small and mid-sized distributors and manufacturers because our mission is to provide you with a comprehensive solution at an affordable price.

Look closely at the comprehensive list of powerful features included with Aquilon ERP, shown the pages following. Many you could use today and many you could use as you grow. Choose Aquilon ERP and never have to change software again.

Our promise

Aquilon Software works closely with you and our partners to provide detailed training, implementation services, and ongoing product support. We back our products with a robust support system that ensures your success.

Our customers

Our customers range in size from 3 to greater than 500 users. They cover diverse industries such as farming & mining equipment manufacturing, food & nutraceutical manufacturing, electronics manufacturing, door shops, job shops, lumber products manufacturing, retail building supply, business equipment, wholesale distribution, and financial holding companies.

Benefits of ERP Software

Studies have shown that companies that use ERP Software effectively reduce their costs and increase efficiency.

- Reducing operating costs
- Freeing up working capital
- Shorter cash to cash cycles
- Reduced complexity
- Efficient interoperability between locations
- Increased customer service and response times
- Increased visibility of all key operating indicators
- Manage your growth while managing cost increases
- Streamlining business processes

Benefits of Aquilon ERP Business Software

- Updated on a regular basis and does not go out of date
- It's resource efficient and fast
- A stable system with proven integrity as witnessed by customers with hundreds of users
- The best value for money in the ERP market today, with a low cost of entry, **FAST** implementation, and low maintenance fees.
- Easy to use with administrative, financial and audit trails

Scalability

- ▶ Multi-division
- ▶ Multi-company
- ▶ Multi-branch
- ▶ Multi-warehouse
- ▶ Multi-currency
- ▶ From 3 to 000's of users

Ease of use

360° inquiries

- ▶ All relevant data in each inquiry
- ▶ No jumping around to find information
- ▶ Cross-company inquiries
- ▶ Drill down to detailed transactions

Comprehensive notes system

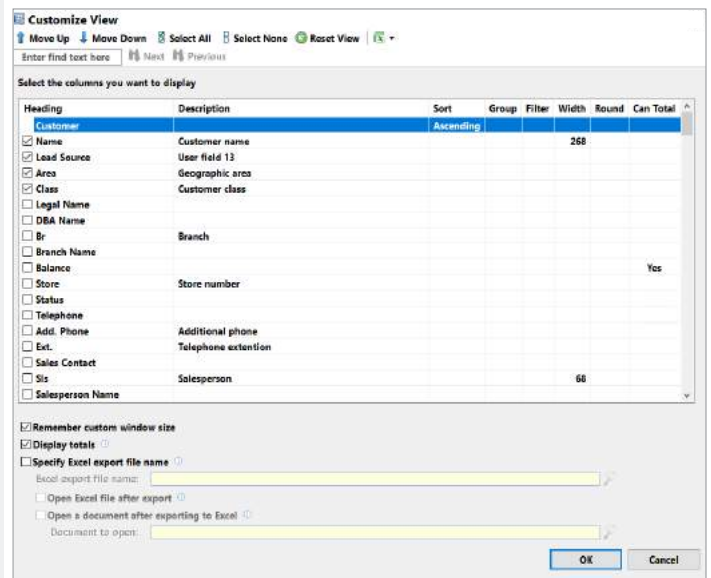
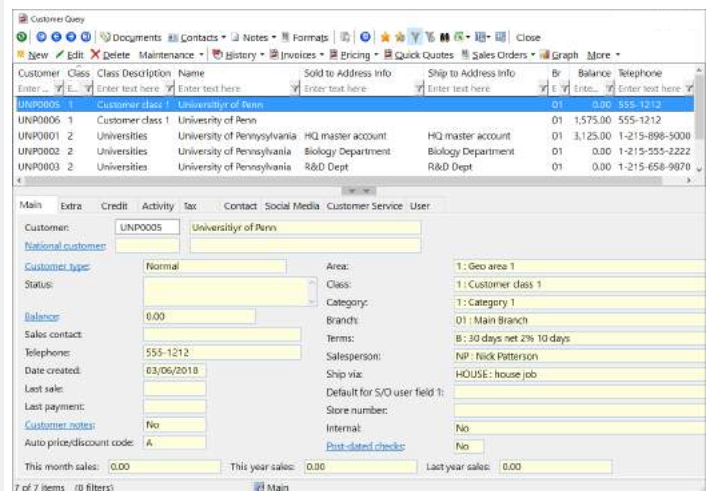
- ▶ Notes for master data files
- ▶ Notes for transaction documents

Document Management System

- ▶ Link multiple document types to all master files
- ▶ Link multiple document types to many transactions
- ▶ Access files anytime from any location

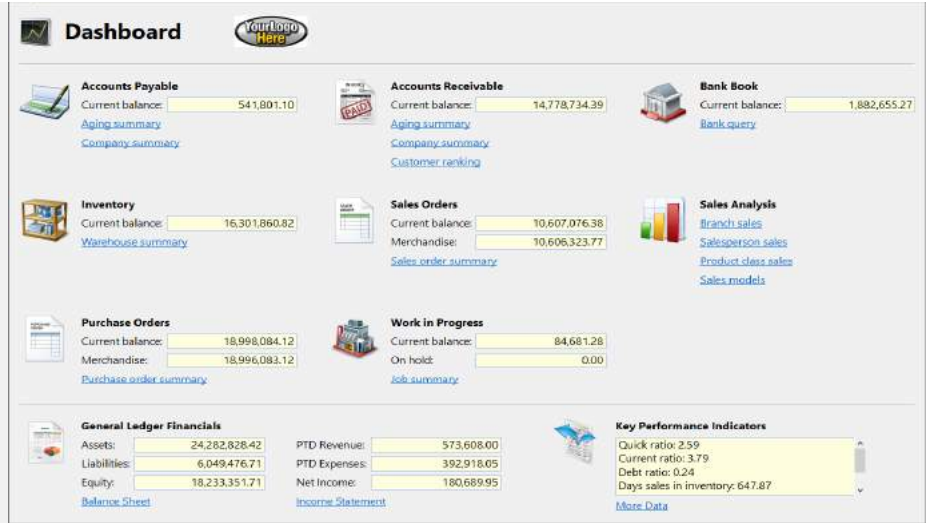
User-defined data views & queries

- ▶ Save & define views by operator
- ▶ Select or unselect data fields by view
- ▶ Save to library & share
- ▶ Find function
- ▶ Nested sorting
- ▶ Nested filtering
- ▶ Grouping option
- ▶ Export to Excel
- ▶ Export, cleanup & re-import



Management Dashboard

- ▶ Financial summary at a glance
- ▶ Multiple summary options
- ▶ KPI's
- ▶ Manage by exception
- ▶ Drill down to detail & source data
- ▶ Pareto (80/20) analysis
- ▶ Aging
- ▶ Highlight overdue items



Custom/Admin Report Writer

- ▶ Powerful super-user tool
- ▶ Repetitive reports
- ▶ Ad-hoc – once off reports
- ▶ Data extract capability
- ▶ Custom calculations & write back
- ▶ Mass data change & update

Security

- ▶ Operators & roles
- ▶ Control access by role
- ▶ Restrict data access by role
- ▶ Restrict sales staff to just their customers

Audit trails

- ▶ All financial changes create audit trails
- ▶ Track changes to master files
- ▶ Operator job logging

Flexibility & Configuration

- ▶ Flexible setup options
- ▶ Turn functionality on and off
- ▶ User-defined menus
- ▶ Limit operators access
- ▶ Easy modification of all outgoing documents



FAST implementation tools

Benefits

- ▶ Reduce implementation costs
- ▶ Save time and effort
- ▶ *FAST*, means quicker ROI
- ▶ Import files for all new data
- ▶ Import files to update data

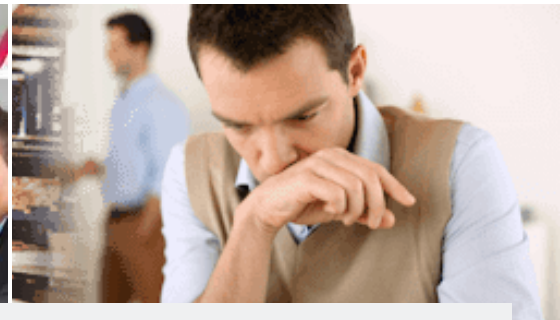
Import templates for all data

- ▶ Master files
- ▶ Opening Balances
- ▶ History files

Data maintenance

Change/ merge code programs for:

- ▶ Inventory
- ▶ Customers
- ▶ Suppliers
- ▶ General Ledger
- ▶ Fixed Assets
- ▶ Bill of Materials



General Ledger

- ▶ Integration from all other financial modules
- ▶ Financial & statistical accounts
- ▶ Budgeting
- ▶ Inter-company transaction system
- ▶ Multiple journal types
- ▶ Auditor's journals & worksheets
- ▶ Unlimited history & comparative reporting
- ▶ Standard financial reports
- ▶ Custom financial reports

Accounts Receivable - Customers

- ▶ Customer payment system across multiple entities
- ▶ Customer payment import system
- ▶ Credit control, both limits & terms
- ▶ Credit review system
- ▶ Bad & doubtful debts tracking system
- ▶ Customer securities control & review
- ▶ Detailed sales history & analysis
- ▶ Master (HQ) & Sub (branch) account system
- ▶ Multiple ship-to addresses
- ▶ Customer/ Stock code cross-reference system
- ▶ Customer specific notes system
- ▶ Service level system
- ▶ Finance/ service charge system
- ▶ Customer net price extract (for price lists)
- ▶ Direct Debit collection system
- ▶ Standard reports & user defined queries

Accounts Payable - Suppliers

- ▶ Goods received accrual system
- ▶ Manual or system checks & EFT
- ▶ Posi-Pay security system
- ▶ Inter-company payments system
- ▶ Invoice contra payments
- ▶ Detailed purchase history
- ▶ 1099's (USA)
- ▶ Standard reports & user defined queries
- ▶ Supplier performance tracking

Bank Book & Reconciliation

- ▶ Multiple bank accounts
- ▶ Local & foreign currency support
- ▶ Recurring entries
- ▶ Currency variance analysis
- ▶ Bank reconciliation system
- ▶ EFT payments
- ▶ Standard reports & user defined queries

Fixed Assets

- ▶ Control by group & location
- ▶ Straight line and reducing depreciation
- ▶ Auto depreciation calculations
- ▶ Asset disposal, profit, and loss
- ▶ Standard reports & user defined queries

PAYROLL

- ▶ Ask about our integrated payroll options for the USA and Canada



Inventory

- ▶ Supports many industries
- ▶ Flexible unit of measure support
- ▶ Serial number tracking system
- ▶ Warranty tracking and link back to end consumer
- ▶ Lot tracking
- ▶ Goods-in-transit system
- ▶ Inter-branch transfer planning & control
- ▶ ABC (Pareto) analysis
- ▶ Detailed sales & movement history
- ▶ Analyze by category, groups & classes
- ▶ Chain of custody for lumber products
- ▶ Multiple brands
- ▶ Foreign description support
- ▶ UPC support and tracking
- ▶ Cross-company inquiries

Warehouse operations

- ▶ Multiple picking options
- ▶ Consolidated picking lists
- ▶ Picker tables
- ▶ Multiple bins
- ▶ Warehouse & inventory labels
- ▶ Barcode labels and scanning
- ▶ Comprehensive stock count system
- ▶ Count using handheld scanners
- ▶ Statistical stock count & cycle count

Sales Orders

- ▶ Local & foreign currency sales orders
- ▶ Multiple sales order types:
 - Quotations
 - Orders
 - Billings
 - Backorders
 - Scheduled orders
 - Direct / Drop shipments
 - Configure to order
 - Special Orders
- ▶ Print, fax or email, customer-facing documents
- ▶ Flexible sales order copy function
- ▶ Backorder control and release
- ▶ Margin analysis & control before shipping
- ▶ Service charge system
- ▶ Return for credit system (RMA)
- ▶ Truck & routing planning for deliveries
- ▶ Multi-company sales order query

Flexible output options for

- Quotes
- Order Acknowledgements
- Packing lists/ Delivery
- Invoices

Sales Pricing

- ▶ Comprehensive sales pricing options
 - Coded pricing –36 price codes per item
 - Discounted pricing
 - Cost-plus pricing
 - Future cost-plus pricing
 - Quantity discount pricing
 - Matrix pricing
 - Contract pricing
 - Buying groups
- ▶ Tools to calculate new prices
- ▶ Tools for margin analysis

Replenishment & Purchase Orders

- > Local & foreign currency purchase orders
- > Powerful replenishment planning system
- > Automatic PO creation from PO review files
- > Sales order to purchase order copy function
- > Buyers and planners linked to stock or suppliers
- > Incoterm support
- > Purchasing expense support
- > Link multiple suppliers to inventory items
- > Return for credit system (RMA)
- > Purchase price variance control
- > Supplier/ stock code cross-reference system
- > Supplier contract pricing
- > Print, fax or email for supplier facing documents

Sales Analysis

- ▶ Comprehensive sales budget system
- ▶ User configurable sales analysis
- ▶ Sales wizard for ad hoc sales analysis
- ▶ Sales tax controls for USA, Canada & VAT
- ▶ Sales & profit analysis
- ▶ Credit note analysis
- ▶ Canceled orders analysis

Landed Cost Tracking

- ▶ Simple landed cost multiplier system, or
- ▶ Comprehensive landed cost system
 - Multiple location control
 - Multiple routes
 - Multiple transport modes
 - Multiple freight classes

Customer & Supplier Relationship Management

- ▶ Unlimited number of contacts
- ▶ Link contacts to customers or suppliers
- ▶ Link serial number to end users for warranty
- ▶ Record personal information & notes
- ▶ Follow up & planning reminders
- ▶ Records history of all notes made
- ▶ Knowledge management
- ▶ Import contacts from or export to Microsoft Outlook



Bill of Materials

- ▶ Support for work centers, employees & machines
- ▶ Multiple level BOM's
- ▶ Materials and scrap
- ▶ Labor & operations
- ▶ Specifications for configure to order products
- ▶ Setup & runtime costs
- ▶ Fixed & variable overheads
- ▶ Routings with alternate routings
- ▶ Standard or actual costing
- ▶ Expected vs. actual analysis
- ▶ What if costing analysis
- ▶ Replace *where used* options
- ▶ Single & multiple level trial kitting lists
- ▶ Backflushing & super flushing options

Batch & Mixed-Mode Manufacturing (WIP)

- ▶ Useful for longer-term jobs with labor & material control
- ▶ Production planning worksheet
- ▶ Create jobs
- ▶ Shop floor documentation
- ▶ Issue materials & labor as used or
- ▶ Kit issues at standard
- ▶ Progress & part billings
- ▶ Actual vs. expected analysis
- ▶ Material & labor variance analysis
- ▶ Scrap analysis
- ▶ Non-productive time analysis
- ▶ Detailed history options

Configure to order/ quick manufacturing cycle

- ▶ Useful for non-WIP, quick turnaround jobs
- ▶ Configure to order, with price calculation & quotations
- ▶ Production planner
- ▶ Production work orders
- ▶ Real time inventory control



Process Manufacturing (Reman)

- ▶ Multiple inputs & multiple outputs
- ▶ For sub-contractor or internal production
- ▶ Inventory movement documentation
- ▶ Multiple units of measures in & out
- ▶ Calculates yield/ waste analysis
- ▶ Costing analysis

Manufacturing Quotes (estimating)

- ▶ Quotation system for custom products
- ▶ Develop from a blank sheet
- ▶ Copy & modify existing products
- ▶ Quotation print & inquiry
- ▶ External quotation formats
- ▶ Internal costing documents
- ▶ Create a sales order
- ▶ Create a WIP job
- ▶ Lost sales reporting
- ▶ Estimate vs. actual
- ▶ Material & labor

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