

Delivering **Cost Effective** solutions
with **Bottom-line** results

Industries Served

- Oil & Contracting
- Communication
- Engineering
- Electrical & Switchgear
- Logistics
- General Trading
- Food & Beverages
- Real Estate

Company At Glance

- Success stories backed by 10 years
- Over 110 clients
- Local presence
- Industry domain knowledge
- Partner approach to servicing customers
- Proven and established track record
- Client retention rate above 90%



COMPANYPROFILE

Expert Business Solutions (EBS), established in 1998, is a leading business solution provider with core competence in implementing, integrating & outsourcing ERP, Business Intelligence, CRM, Document Management, and custom developed solutions.



When it comes to solutions that run your business, results are what matter. You don't need the most expensive software or the most complex. You need solutions that deliver bottom-line results by focusing on the essential challenges at the foundation of your success; and that's where Expert Business Solutions proves its Metal!



The company's flagship product is eNfinity, a comprehensive suite of Enterprise Resource Planning solutions. The product incorporates best practices in the areas of Finance, Inventory, Procurement, Sales, Human Resource and Real Estate.

Expert Business Solutions has emerged as a complete IT solutions provider by partnering with Microsoft, Oracle, HP, Symantec and others. Our goal is to increase our customer's productivity and efficiency by providing integrated, yet customizable, state-of-art software of consistently high quality, an unequalled training program and ongoing after sales support. We aim to continue developing and marketing a wide range of powerful, yet affordable software products for businesses and consumers. This approach has established us as a reputable software company in Kuwait & the Middle East.

Success Quote

" The partnership between Expert Business Solution and Al-Mailem is about creating real business value. EBS delivered value on many levels with their efficiency, rapid response and deep industry knowledge base. This value is proving a vital element for our success. "

Al Mailem Oil Fields

KEY DIFFERENTIATORS



Expert Business Solutions has the core competencies and the capabilities to add value to your company's business operations. Our major success factors are centralized in the following value propositions:

NATIVE PRESENCE

A local presence is very critical and essential as it decreases the lead time in all aspects of business and technology. This vital differentiator is possible because we have local presence of complete team consisting of development, functional, support and pre-sales consultant. This investment of EBS safeguard's our client investment.

100+ CLIENTS

With over 100 clients, in different business verticals have equipped the company with substantial technical and business know how to cater any challenges.

TRUSTED ADVISORS

EBS is a trusted advisor to its clients and provides both the business strategy and technical expertise to maximize investments in existing enterprise solutions while supporting rapidly changing business needs.

SUPPORT

EBS ensures your success by providing superior service and support through every phase of your solution life cycle. With local presence of our support professionals assisted by software development team makes certain to address any criticality of your IT investment.

VERTICAL INDUSTRY KNOWLEDGE

We know our customer's businesses and have industry knowledge that is a powerful combination with our technology expertise.

MAXIMIZING BUSINESS INVESTMENT

We help our clients implement market-leading solutions, while continually evaluating evolving technology that better enables our customers to gain a significant competitive advantage in their industry.

LOWER TCO

Achieve a low total cost of ownership as EBS implements solution with rapid and standard methodology which assists in realizing business benefits faster. This proves a vital pillar for faster ROI on IT investments.

CLIENT'S SUCCESS DRIVEN

EBS's success is defined by the success of its clients. We are fully committed to proving excellent services with measurable results and ensure that our clients' business needs are fulfilled.

CLIENT RETENTION

EBS is successful in maintaining more than 90% retention ratio. This compares more than favorably with the industry standard of around 60 to 70%. We attribute our success in achieving client success.

" Local support, solution customization & lower TCO were the vital requirement for us, EBS proved itself in all these grounds. EBS customized their ERP product eNfinity by incorporating certain critical features with an unmatched support in a cost effective mode."

Streamlink Communications

Success Quote

eNfinity, is a comprehensive suite of Enterprise Resource Planning (ERP) and is our core product which streamlines the business processes in small-to-mid-sized organization. eNfinity, with more than 110 clients, seamlessly integrates all functions and processes of an enterprise to provide end-to-end integration and operate effectively. It reduces costs while improving business agility by utilizing the same best practices pursued in large enterprises.

eNfinity's localization, has proved a vital factor for successful implementations. EBS's substantial investment on localization factors such as presence of development & support engineers, payroll as per local labor law, solution bilingualism etc., safeguards our client's investment.

eNfinity ERP is feature rich and ease to use which demonstrates our commitment about delivering a positive user experience, which in turn yield to higher user adoption rate.

In today's competition and high cost environment, companies are looking for solution which increases their business productivity which in turns yield profits. With eNfinity's below business productivity framework your business productivity is guaranteed so is your Profits!

Success Quote

" Expert Business Solution experience in all the facets of services was clearly demonstrated. Implementing eNfinity has allowed us to consolidate all our business process into Triad. The stability of EBS and the product support are big reasons for us to stay with eNfinity."

International Popular Company



<p>Local Solution Over 10 years of local experience Over 110 local installation Local presence of support & development team Rapid implementation, quick ROI & reduced total cost of ownership HRMS with Payroll as per Kuwait labor law Complete bi-lingual</p>	<p>Customization System adaptability to changing business needs Agility in handling unexpected issues Ease of business specific development giving out of box solution</p>
<p>Business Insight Ease of comprehensive analytic management reports Real-time access to information Visibility across organization Powerful selection and drill down reports</p>	<p>Operational Efficiency Regular updates powering the system Speed and reliability High user efficiency</p>
<p>Usability Higher user adoption rate Reduced training complexity Uniform features making easy navigation Integration with Microsoft Office and Crystal Reports</p>	<p>Spontaneous Support Local presence of development & dedicated support teams providing quick problem solving support Different levels of support that is onsite, online & telephonic support</p>

FEATURESSUMMARY

eNfinity

Accounting

General ledger
Accounts receivable
Accounts payable
Financial statements and analysis
Multi-currency
Customer/vendor statements
Customer/vendor ageing analysis
Multi-segment chart of accounts
Bank reconciliation
Post dated cheques
Cost centers
Forex adjustment
User defined document types
Multiple open years
Multi-dimensional analysis
Budgets
Cross-module transaction auditing
Project accounting
Periodic accruals processing
Cheque printing
Audit trails with multi level drill downs

Fixed Assets

Multiple depreciation methods
Asset adjustment
Asset depreciation
Asset write-off
Multiple asset categories
Multiple asset units
Asset locations
Location transfer
Complete asset tracking and history
Integrated with Accounts

Real Estate

Multi property/unit
Tenants/contracts
Rent collection
Contract auto renewals/expiration
Advance/overdue rent
Security deposit
Property enquiry
Problem log
Property status
Complete contract, rent, property, tenant analysis reports
Integrated with Accounts

Sales

Quotation
Sales order
Invoice/delivery notes
Sales return
Serial number tracking
Comparative Sales Analysis (by customer, salesman, item)
Item/document level discounts
Inventory profitability analysis
Customer/user level pricing and security
Pending order analysis
Negative stock check
Integrated with Accounts and Inventory

Point of Sales

Real-time inventory tracking
Flexible product pricing configuration
Pole display and cash drawer support
Barcode generation, scanning and printing
Credit card processing option
Custom reports specifically for the retail environment
Integrated with Accounts and Inventory

Purchase

Purchases order
Goods receipt
Returns
Quotations
Landed cost distribution (per line item, based on quantity/value)
Comparative quotation analysis from multiple supplier
Purchase history (by item, supplier, period)
Item/ document level discounts
Item cost analysis sheet
Partial shipment
Pending orders analysis
Negative stock check for returned material
Integrated with Accounts and Inventory

Inventory Control

Stock transfers
Inventory adjustments
Multiple warehouses
Multiple item types (inventory/assembly or service)
Serialized inventory tracking
Barcode printing
Multi level categories
Multi level grouping
Multiple UOM
Physical stock taking with auto adjustment facilities
Ageing & ABC analysis
Fast/slow moving items analysis
Inventory levels analysis
Item images
Item assembling & disassembling
Item attribute sets (color, size, shape)
Negative stock check
Integrated with Accounts

Human Resource

Payroll (as per Kuwait Labour Law)
Time and attendance
Forms and letter printing (ministry forms, bank letter, social security letter)
Multiple leave types (such as annual, sick, medical, hajj, maternity)
Multiple earning and deduction types
Loans and advances
Leave & resumption
End-of-service
Social security
Salary tracking and performance reviews
Flexible annual leave setup (based on hire date/financial year)
Flexible payroll periods (calendar based/cut-off date based)
Promotion and transfers
Document expiry tracking
Complete employee profile and history
Automatic indemnity computation at end-of-service
Integrated with Accounts

Integrated Features

Multi-company
Multi-user with comprehensive security
Powerful reporting with drill-down, export and graph features
Fully bi-lingual (English / Arabic)
Multi-currency
Multi-warehouse
Flexible business process workflow configuration
Advanced report customization tools
Advanced search & query options
System controls and transaction validation
Intuitive and customizable layout
Online/batch wise transaction posting
Multi department approval flow
Integration with Crystal Reports
Customizable modules integration
Multi-year reporting
Audit trail
Built-in data backup and restore with backup schedule facility
Data export/import
Customizable integration with third party systems
Microsoft Office compliant

OUR SERVICES

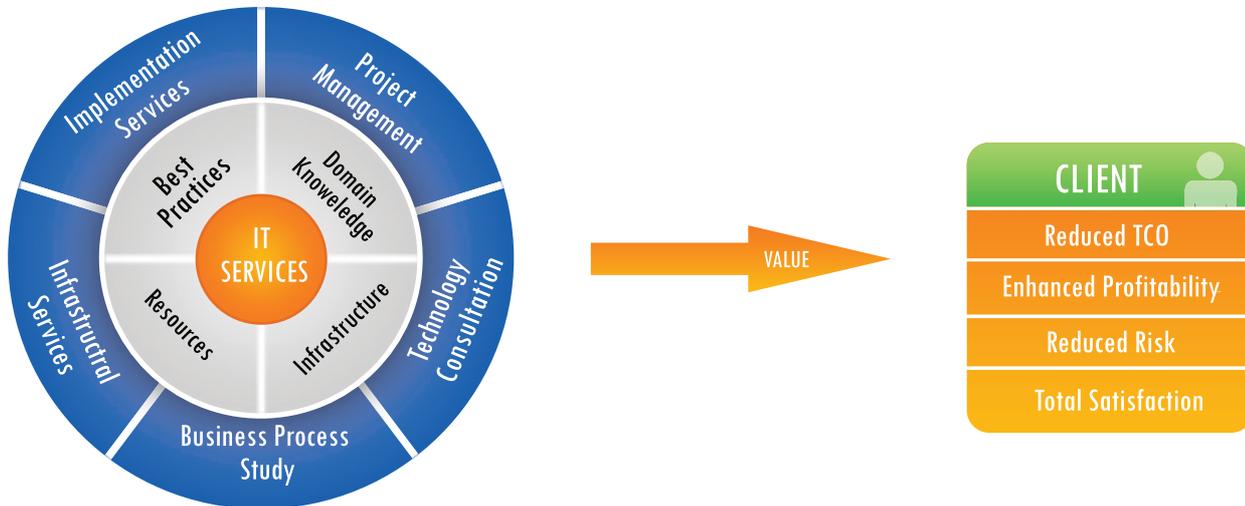
Implementation Services

The success of any product implementation lies in organisations being able to achieve the right results with a solution. Our experience of over 100 implementations in diversified industries, safeguards this critical factor for your successful project.

We practice standard project implementation methodology which is modified to a best fit for your business & technical environment. Our practices ensures the highest possible reliability with lowest possible ongoing cost of ownership. Our precise training sessions with hands-on training and proven methodologies with the experience of more than a decade, confirms in successful execution of our implementation.

Project Management

The team at EBS comprises highly qualified and experienced PM consultants. Our objectives are to achieve the most appropriate balance between time scale, cost and quality of deliverables; at the same time to manage change and risks so as to maximize gains from opportunities and minimize adverse impacts.



Business Process Study

From small to mid sized businesses, EBS can define and engineer business practice from centric to outer level of an organization. We execute this by working with clients to assess and audit their current processes for optimal ROI and alignment with the IT strategy. A gap analysis of target business processes vis-a-vis existing ones is conducted, with reference to best industry practices.

Technology Consultation

We try to provide solutions rather than selling solutions. Our clients rely on solutions and ideas put forth by EBS to set priorities when undertaking IT initiatives. We do this by listening, consulting, and considering every aspect of the requirement and then put forth solution that moves business forward and yield a measurable return on investment.

Business and IT Infrastructural Services

EBS is well acquainted with an organizations IT infrastructure requirement. We combine our extensive experience with proven methods to provide highly effective IT Infrastructure services for desktops, networks & servers. Our IT infrastructure services are also designed to help maximize operational efficiencies, cost-effectiveness, and provide an effective return on your IT infrastructure investment.

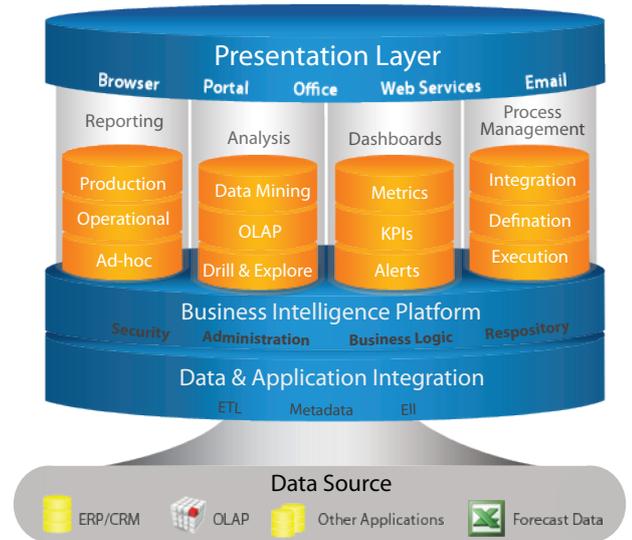
OTHER SOLUTIONS

Business Intelligence (BI) Solutions

BI solution gives an organization the ability to map performance to corporate strategy, goals and objectives. It allows organization to make dynamic business decision by having accurate, current and relevant information available when they most need it.

The key tools provided through BI Solutions include:

- Real time monitoring of metrics
- Viewing a graphical representation of data
- Data mining & predicting performance results
- Drilling down to performance at different levels
- Responsive decision making
- Improved program execution



Document Management Solutions (DMS)

Managing documents, records & business workflow diverts significant time from an organization's mission-critical objectives. DMS are software applications that capture paper and electronic documents and provide the storage, retrieval, security and archiving of those documents.

Benefits of Document Management Systems:

- Cost savings
- Improved security
- High accessibility & availability
- Digital archiving
- Disaster recovery



Customer Relationship Management (CRM)

CRM is a requirement in today's business world. Factors such as a customer-driven market and increasing competition have made CRM critical in the enterprises. CRM is a business strategy to select and manage customers and to optimize their long-term value providing many benefits to an organization and its customers.

- Increasing customer retention
- Attracting & adding new customers
- Reducing costs & improving service
- Creating competitive advantage



" All Human Resource processes including Payroll was manually executed in KTS. However, with eNfinity Human Resource with Payroll module which is customized as per local labor law, KTS has automated its HR & payroll process with various systems Generated accurate reports. "

Kuwait Transcontinental Shipping Co.

SuccessQuote

eNfinity

Unlocking Your
Business Potential



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