

# 1 Introduction

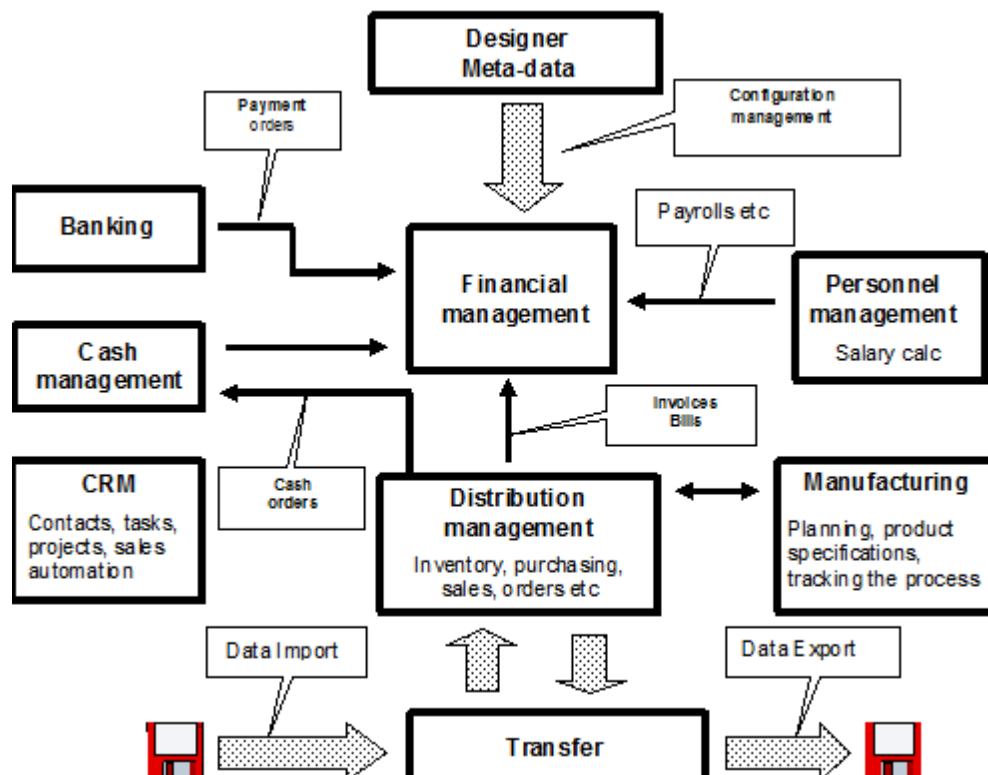


**CRAFT** is an ERP system providing automation in most important business aspects of an enterprise: Customer relations, Financial operations, Production and Distribution operations, Personnel management. System can operate either on local computer or in a network. System consists of several modules capable to work independently or in cooperation with other modules. All modules use common information base which facilitates data exchange between modules. System can be used for management of holding company or distributed branches with possibility to integrate all information in a central office.

## Why people choose CRAFT?

- "Out-of-the-box" product: easy installation, user-friendly interface
- High availability for implementation in a real business organization, openness and flexibility
- Open platform: all application modules can be customized using meta-configurator
- Low requirements for hardware and software, using open source software: Linux, Firebird
- High speed of data processing, reliable data storage, scalability, multi-level security
- Ease of system administration: distributed network of branches can be managed by one administrator

## CRAFT ERP modules



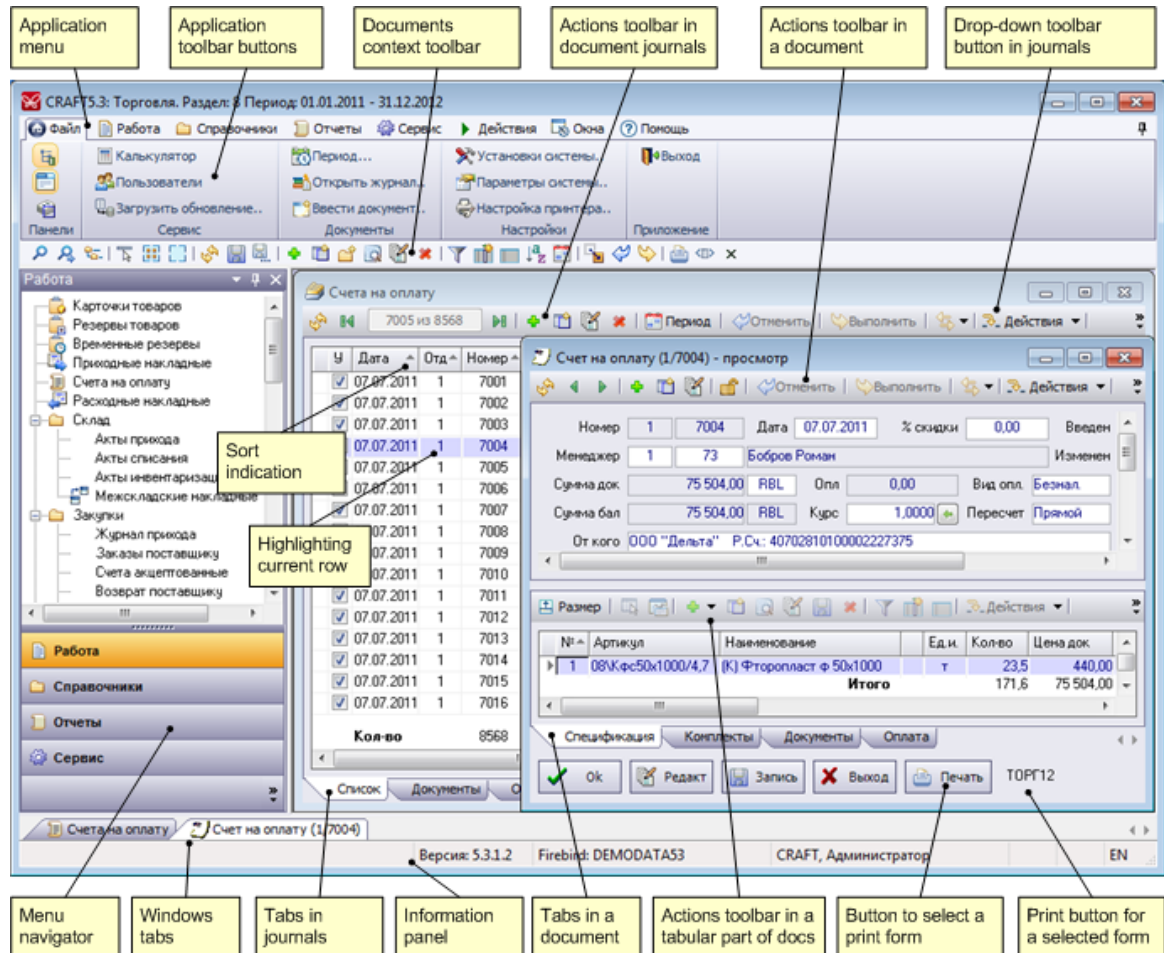
## 2 Advantages

By using the **CRAFT ERP**, you get the following advantages:

- **Low cost of system ownership**
  - The database used (Firebird) can work on a free operating system Linux (no need to pay for a license for server software and user connections)
  - Using free SQL database Firebird (no need to pay a license fee for the database server and connections to the database)
  - Easy upgrade to a more functional version - it is only necessary to get a new electronic key and update the configuration
- **Rich functionality**
  - **CRAFT** embodies many-years of experience of the company specialists in software automation of different commercial enterprises
  - The functional of the system allows you to automate all the business processes needed
  - The system is ready for use right after installation - typical settings have already been made
  - Many functions of the system are unique (for instance, built-in documents workflow, flexible price mechanism, piece accounting and many others)
- **Parallel accounting (different legal entities) in one database**
  - Start keeping records for another legal entity is very easy! Simply enter the additional accounting section.
  - All accounting is maintained in a single database - no special actions for synchronizing data are needed
  - The data of all directories (for instance, contractors, nomenclature, etc.) are available from any section of accounting
  - Registers of documents and record registers (such as account balances) are maintained separately with an independent numbering
  - Selective transfer of documents from one section to another is possible
- **User-friendly interface**
  - An intuitive user interface, unified for the whole system
  - The widespread use of context menus and service functions
  - An opportunity to individual user interface customization
  - The ability to quickly enter data using the "hot" keys without using the mouse
  - Perfect opportunity for searching, sorting and filtering of data
- **Highly reliable data storage and processing**
  - The ability to use Linux operating system for the database server (advanced resistance to viruses and DOS-attacks)
  - The use of modern SQL database server (Firebird) - data are stored in encrypted form
  - Using "client-server" technology - the transactions of data changes are performed on the server
  - High speed of data processing and executing reports thanks to using SQL technology
- **Easy system administration**
  - Management of system users directly in the program
  - Built-in system of automatic update of client workstations from the server
  - Special utility program to install service packs of system configuration
  - Control of configuration versions, logging of installed packages
- **Scalability**
  - Thanks to the use of the "client-server" technology, system performance depends mainly on the server capacity
  - The increase in the amount of users is possible by simple increasing of workstation licenses
  - The remote branches can be easily integrated into the overall system

### 3 Interface

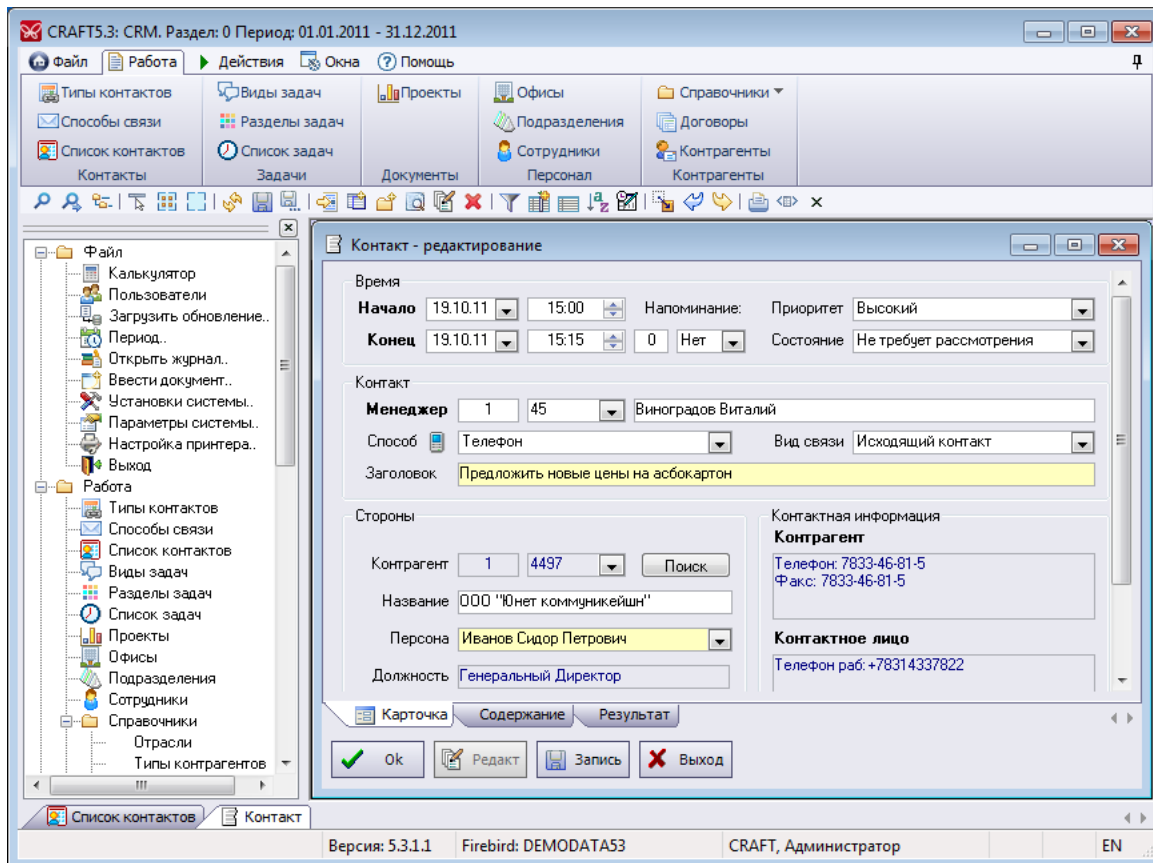
CRAFT has a modern interface that allows the most efficient and convenient use of all the functions of the system:



## 4 CRAFT modules

### 4.1 CRM

CRM module (Customer Relationship Management system) is a workplace for sales manager and allows tracking contacts with customers and tasks/projects management.

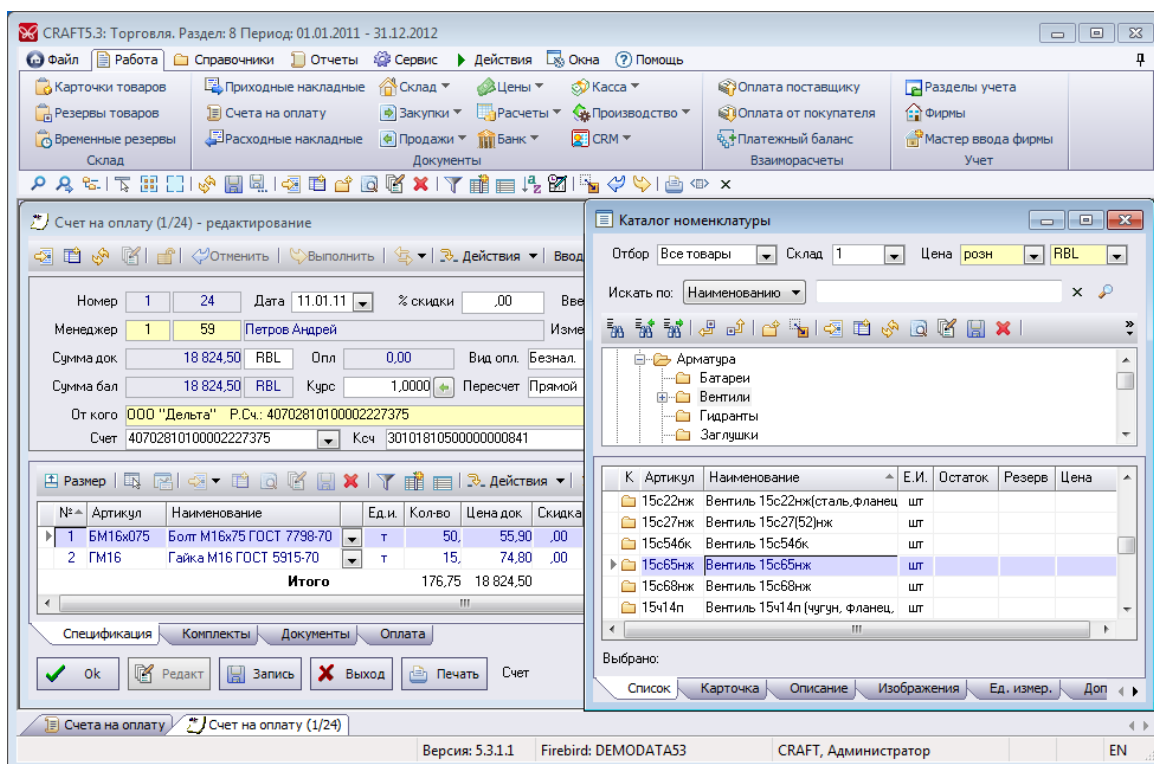


#### Main features of CRM module:

- Managing contacts list for customers with all contact info;
- Managing planned appointments with customer using date, priority, appointment type, contact info, appointment goal and result;
- Automatic user notification about upcoming appointments;
- Tracking the status of appointment (planned, done, cancelled, expired)
- Managing the task list per manager, using task type, start and end date, author and assignee, priority, forecast, notification conditions;
- Automatic assignee notification about upcoming tasks;
- Unlimited number of comments to the tasks;
- Associated files for the task;
- Automatic history tracking for the task;
- Managing the projects (as an organized package of linked tasks).

### 4.2 Distribution

**Distribution management** module unifies inventory management, purchasing and sales operations. The distinguishing feature of this module is advanced documents control system. Using certain configuration in this module it is possible to form hierarchical relations between documents, for example: Supply contract – invoice for payment – payment document – bill – merchandise return.



### Main features of Commerce module:

- Maintaining the companies list (suppliers, customers) with possibility to register contracts and checking the actual contract status for particular customer when invoicing;
- Hierarchical ware catalog with unlimited nested level that allows to store different ware parameters (unit, packaging, country of origin, vendor code, customs declaration number, barcode, model, certificate, use-by date info, reference to a standard etc), taxes and so on;
- Unlimited prices for a one commodity by different price types and currency, price history;
- Service procedures for price re-calculation from one currency to another or by price type;
- Multiple units for each commodity with conversion factor;
- Fast search in ware catalog – by code (barcode) or name;
- Management of trade stocks on different storehouses, ware movement between storehouses;
- Management of ware inventory tags with full ware history;
- Automatic perpetual inventory records for every ware parcel;
- Calculating trade stocks in money terms using vendor price or sales price;
- The number in stock for every commodity and inventory tags are visible directly from ware catalog
- Ware reservation, management of ware reserves;
- Using FIFO, LIFO, Max Cost or Min Cost algorithms in ware selling;
- Control of current ware-in-stock when selling or movement between storehouses;
- Automatic balance calculation for trade receivables and bill payables;
- Providing full set of required electronic documents for trade business process (more than 20 types of documents);
- Management of special discounts and price markups (by customer, by goods, by invoice etc)
- Supporting of different sales schemes: supplier credit, prepayment, trade credit, consignment, buyer credit;
- Multi-currency documents with automatic price re-calculation from one currency to another
- Automatic calculation of not yet recorded as received goods in incoming bills or not yet shipped goods in invoices;
- Execution and rolling back accounting transactions associated with any documents individually or for many documents simultaneously using filters;
- Price list in different currencies, price list by ware-in-stock only;
- Reporting on incoming ware, ware in stocks, sales;
- Ware-in-stock report can be calculated for any data in the past;

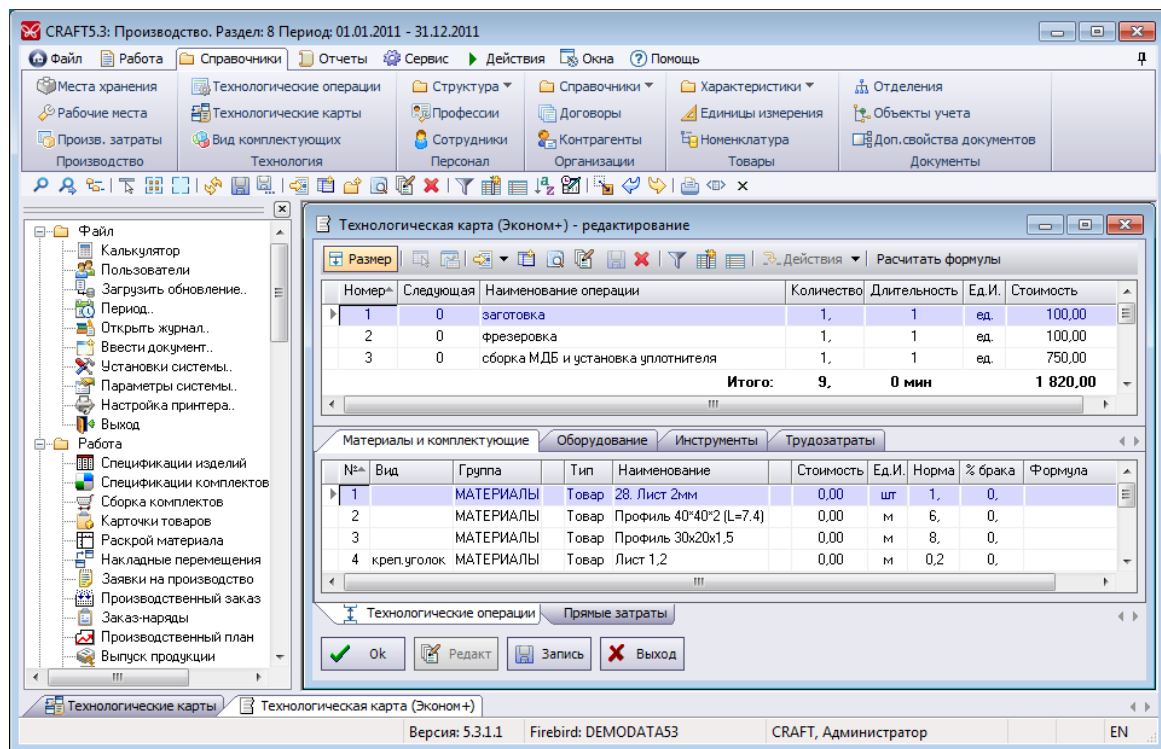
- Ware-in-stock report can be produced for any particular supplier;
- Sales report can be produced for the goods from particular supplier only;
- Analytical reports like ware liquidity etc;
- Export reports in Microsoft Excel format;
- Data exchange with Financial Management module;
- Integration with cash registers and POS-terminals to work in ON-LINE or OFF-LINE mode.

### 4.3 Manufacturing

**Manufacturing** module enables full automation of products manufacturing life-cycle. It includes process operation registry, process definition, and products' specification management. Then the definitions are used to manage the incoming requests for production, production orders and production outputs. In the course of production process the status of operations is tracked using work orders.

The key feature of the module is advanced process definition mechanism that allows describing and then managing almost any type of manufacturing process. Another unique capability is using advanced properties for materials and formulas in manufacturing process definition.

The module is tightly integrated with **Distribution Management** module using the same common business units (ware, customers/suppliers, warehouses etc) that allows easy data exchange between them.



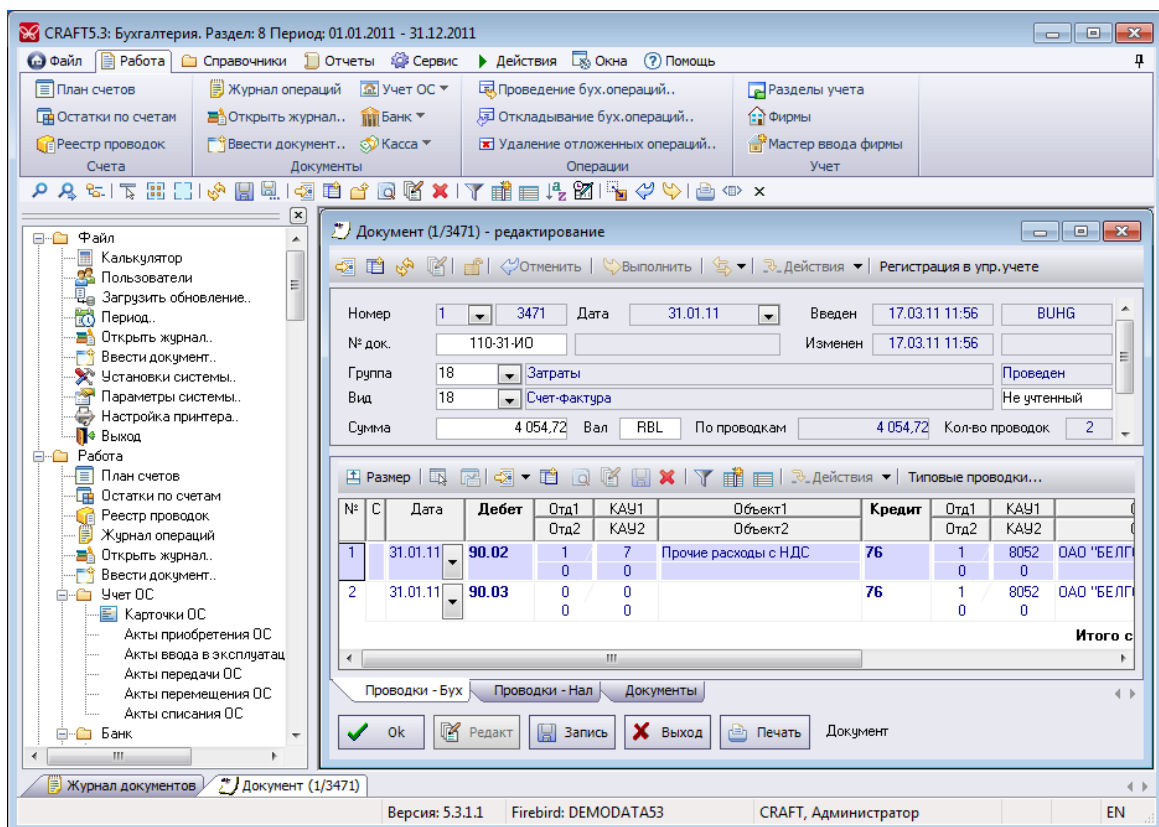
**Main features of Manufacturing module:**

- Directory of expenses
- Directory of part kinds
- Directory of materials
- Flexible properties definition for materials and parts
- Directory of storing places, work places
- Directory of working operations
- Planning sheet for products (technology process) taking into account operations, materials,

- equipment and tools, work efforts
- Parts list (specification) for products with option to use several specifications for one product
  - Materials movement between different storing places
  - Cutting of materials and keeping track of that in warehouse storage
  - Production planning and common production expenses distribution
  - Production orders allowing to set the work schedule (with workers assignments for the tasks within schedule)
  - Production requests with explicit technology process definition. Calculation of preliminary production cost.
  - Tracking of production request execution using subordinate order forms. Calculation of work costs for each order form taking into account the job rates and coefficient for each worker.
  - Production release with factual parameters of operations execution and materials usage. Calculation of final production cost.
  - Automatic completion of the document forms using templates (product specification, technology process, product properties etc)
  - Using user-defined formulas everywhere to calculate values (in materials and parts properties, technology operations, work items etc)
  - Comprehensive reports:
    - The route sheet
    - Production output sheet
    - Incomplete production sheet
    - Completed work items sheet
    - and many others

## 4.4 Finance

**Financial Management** module is a multi-currency accounting system that provides central accounting operations in a system.



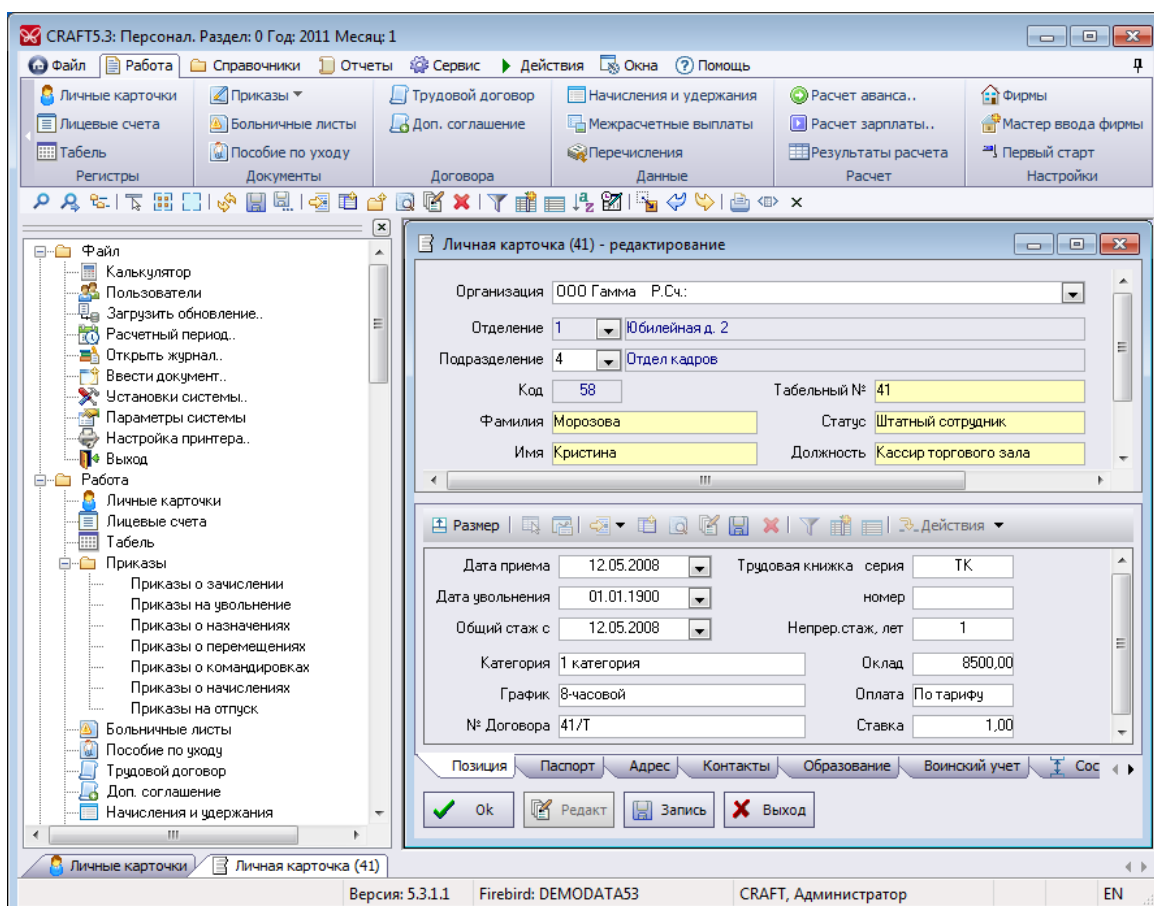


### Financial Management module features:

- General ledger with up to 3 analytical sub-registers for every account
- Unlimited nested level for every analytical register
- Flexible analytical accounting, possibility to use any reference list for analytics
- Control of account and analytics balance while executing transactions;
- Automatic re-calculation of account balance when doing transaction with data in the past;
- Parallel accounting using registration journals;
- Automatic generation of accounting transaction between connected accounts (in multi-currency accounting)
- Execution and rolling back accounting transactions associated with any documents individually or for many documents simultaneously using filters;
- Templates of accounting transactions, using formulas in transactions definition;
- Import documents from other modules (Banking, Cash Management, Distribution Management, Personnel Management) using pre-defined transaction templates;
- Standard set of accounting reporting, possibility to add advanced reports;
- Performing reports using data consolidation from several registration journals;
- Export reports in Microsoft Excel format.

## 4.5 Personnel

**Personnel Management** module is used to manage the company staff and calculate the wage sheet for the personnel.



The screenshot displays the 'CRAFT5.3: Персонал. Раздел: 0 Год: 2011 Месяц: 1' application window. The main window shows a menu bar with 'Файл', 'Работа', 'Справочники', 'Отчеты', 'Сервис', 'Действия', 'Окна', and 'Помощь'. Below the menu is a toolbar with various icons. The left sidebar contains a tree view with folders like 'Файл', 'Работа', and 'Приказы'. The main area is titled 'Личная карточка (41) - редактирование' and contains the following fields:

Организация	000 Гамма Р.Сч.		
Отделение	1	Юбилейная д. 2	
Подразделение	4	Отдел кадров	
Код	58	Табельный №	41
Фамилия	Морозова	Статус	Штатный сотрудник
Имя	Кристина	Должность	Кассир торгового зала

Below the main form, there are additional fields for employment details:

Дата приема	12.05.2008	Трудовая книжка	серия	ТК
Дата увольнения	01.01.1900		номер	
Общий стаж с	12.05.2008	Непрер. стаж, лет	1	
Категория	1 категория	Оклад	8500,00	
График	8-часовой	Оплата	По тарифу	
№ Договора	41/Т	Ставка	1,00	

At the bottom of the form, there are tabs for 'Позиция', 'Паспорт', 'Адрес', 'Контакты', 'Образование', 'Воинский учет', and 'Сос'. The status bar at the bottom shows 'Версия: 5.3.1.1', 'Firebird: DEMODATA53', 'CRAFT, Администратор', and 'EN'.

### Main features of Personnel Management module:

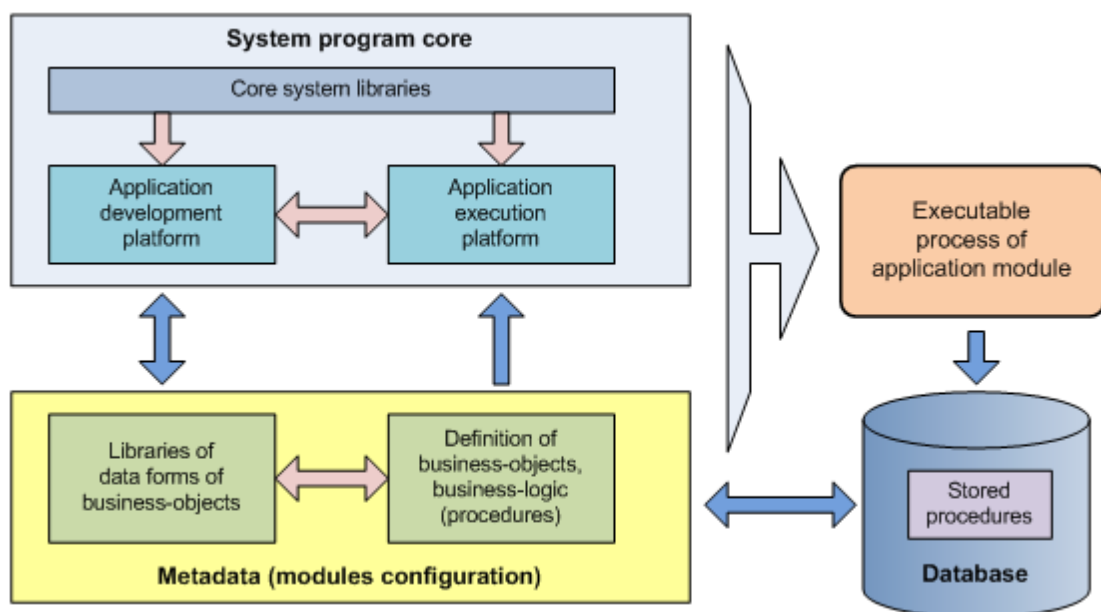
- Managing the list of employees with all personal data;
- Registering orders for personnel employment, transfer to another position and discharge;



- Time-sheets management;
- Flexible list of constant source data for payroll calculation per person;
- Flexible list of charges and their dependencies;
- Flexible methods of calculations using formulas;
- Managing personal accounts for every employee;
- Calculating wage sheets using different schemes: time pay or piecework payment;
- Calculating income taxes and assessments to budget;
- Data is stored on the month-by-month principal;
- Printing payrolls;
- Printing calculation sheets by different charges.

## 5 System management

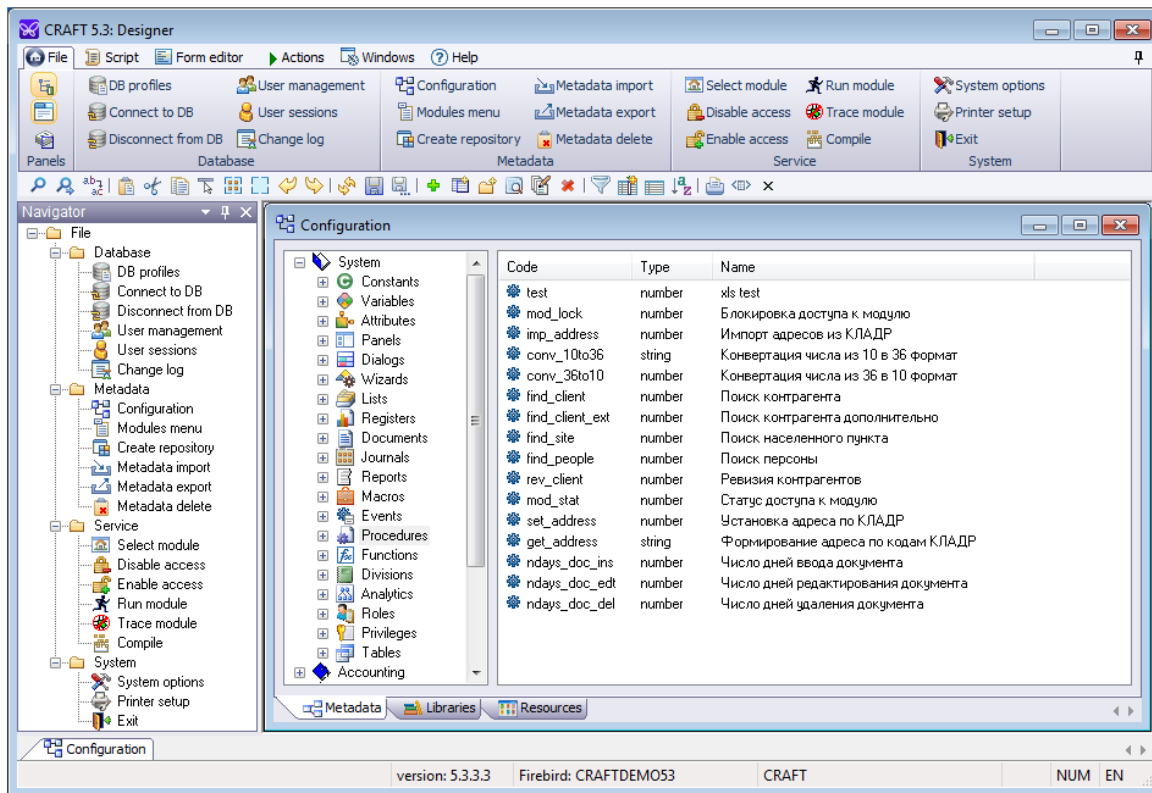
**CRAFT** system architecture has modular structure as shown on the diagram below. Separating system core from application part (defined in configuration meta data) allows to reach higher abstraction level for the system program code, that gives more reliability, flexibility and extensibility for the system. Having embedded script language for business-logic definition provides easy and convenient tools for programming business objects that are ready for use just after creation. **CRAFT** application execution environment also provides means for module configuration debugging and high stability of modules operation. The distinctive feature of **CRAFT** application execution platform is pre-compilation of script language procedures, that provides high speed of execution for the application module (as opposed to the systems with interpreted language).



**CRAFT** application execution environment is a set of executable modules that run and operate in Windows. These modules are a system program core and absolutely required for system to function, therefore they are always included in the client part of the program and installed automatically during program setup. An important feature of **CRAFT** program core is that it can be automatically updated from the common store (for ex., from a network drive).

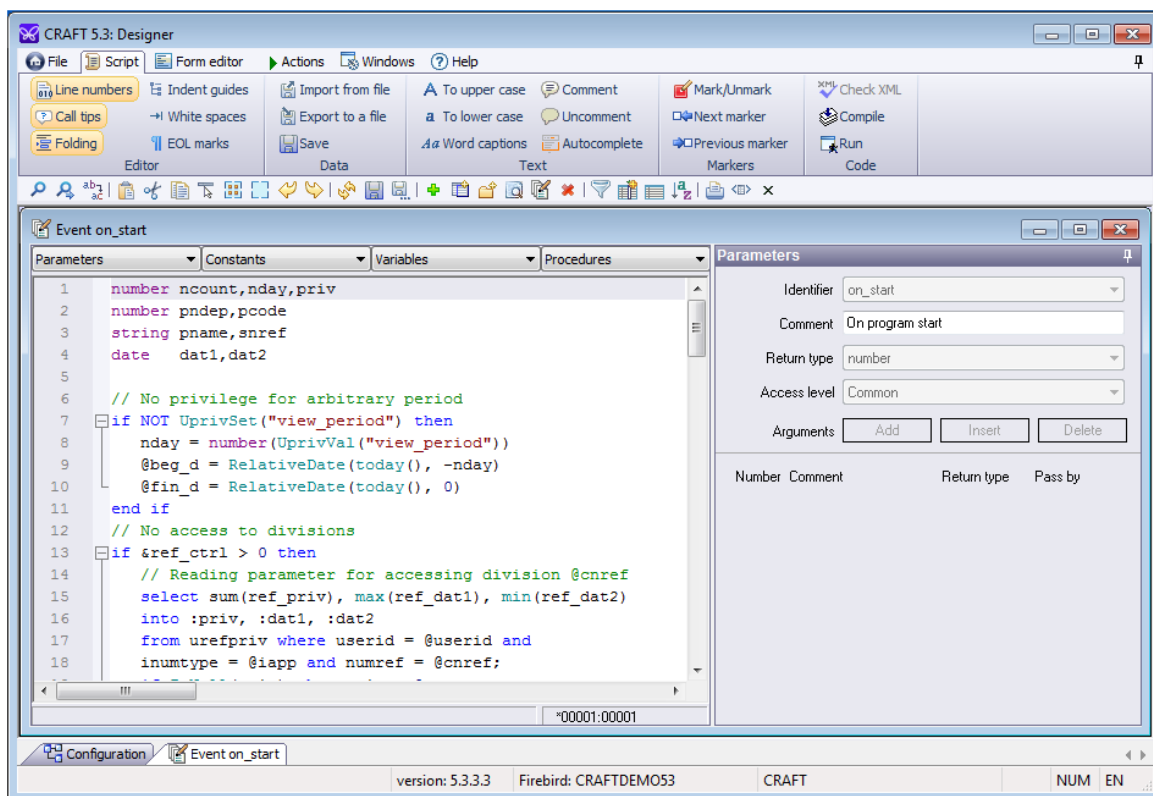
**CRAFT** application development platform provides for programmers advanced tools for creation and modification of business applications. System architecture implies that any application modules are constructed from existing typical components (objects), that are provided by the development platform, and then can be used by **CRAFT** application execution environment. This approach ensures user interface unification as well as stability and reliability of the system.

CRAFT-Designer allows full control on configuration for each business module in a system.

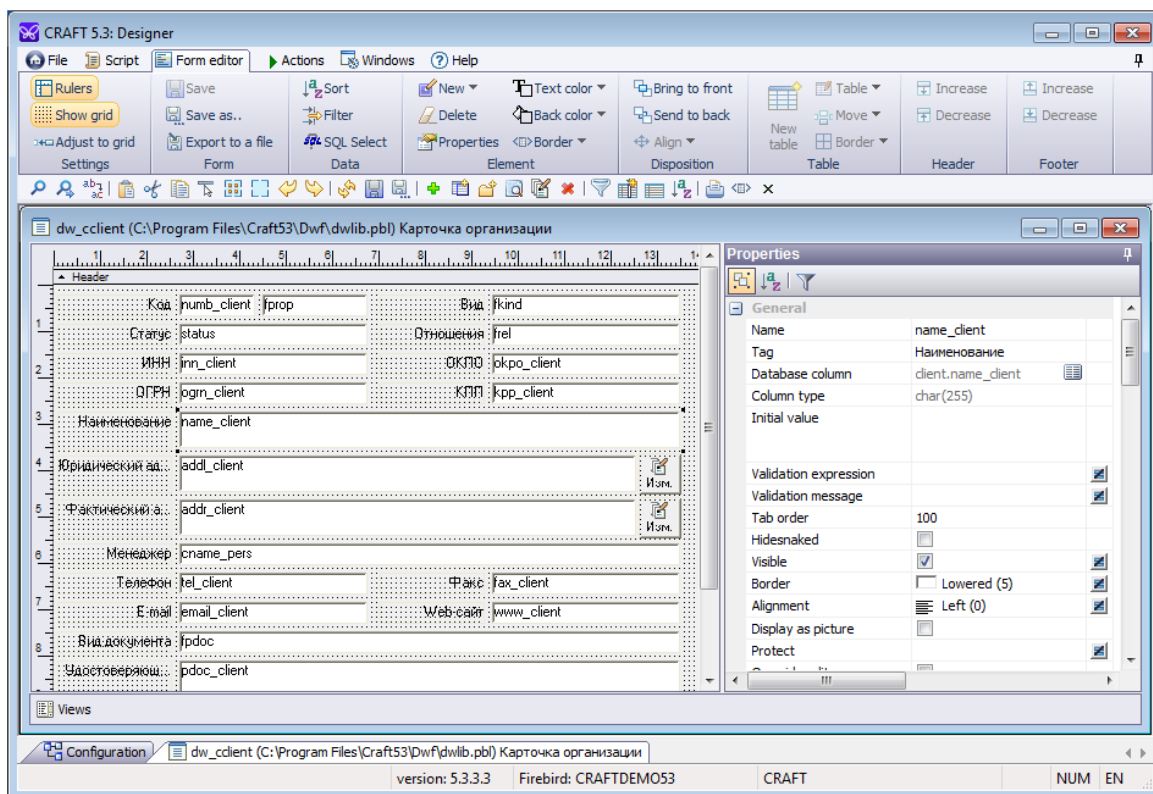


The unique feature of the **CRAFT** application development platform is an embedded script language (K-Script), that allows to completely manage any business objects behaviour inside application module, including their interface, on the basis of events or procedures associated with object menu.

In **CRAFT-Designer** there is an embedded editor with syntax highlighting for the procedures written in K-Script.

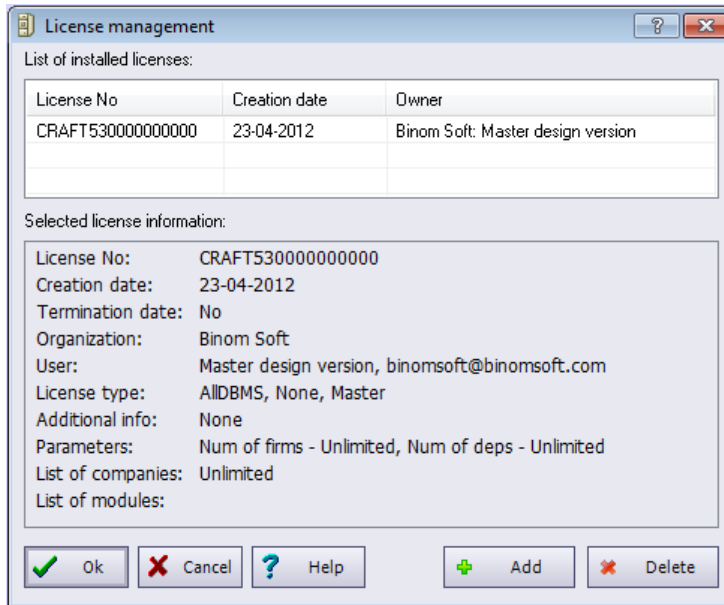


Built-in data forms editor helps to easily create and customize documents and reports.

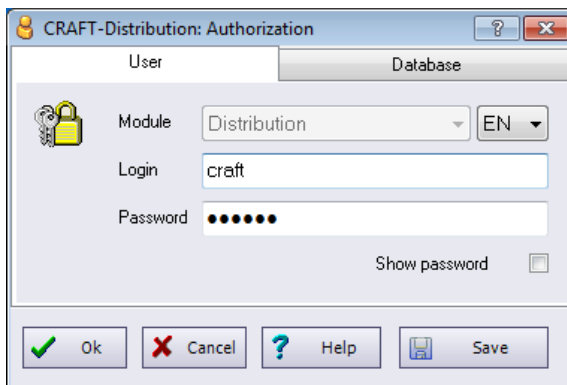


## 6 Information Security

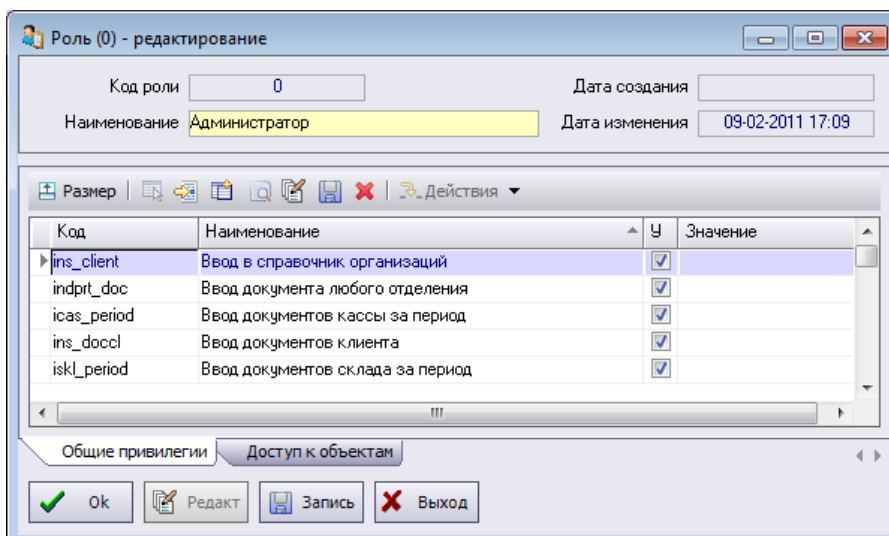
### Installation protection by electronic key



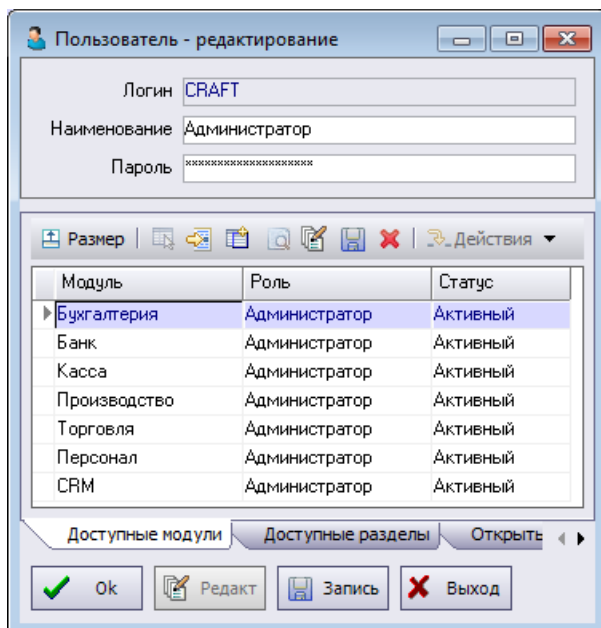
### Access to the system by individual login/password



### Multi-level system of roles and privileges



### Access control to the modules based on roles



### Menu customization and access to objects and procedures by roles

