

TOSCANA



ERP & CRM SOLUTION FOR PRINT & SIGN INDUSTRY

SALES TOOLS

CUSTOMERS
SUPPLIERS
OFFERS
INVOICES

CALCULATION

OFFSET PRINT
DIGITAL PRINT
XXL PRINT
SCREEN PRINT

WORK TICKETS

WORKFLOW
WORKTIME
COSTS
STOCK

BOOKKEEPING

INC. INVOICES
OUT. INVOICES
PAYMENTS
REPORTS

WEB TO PRINT

CALCULATION
ORDER
WORKFLOW
INVOICE

STOCK

ORDERS
RESERVATIONS
AUTOMATED
CONNECTED

WE OFFER A FULL INTEGRATION OF TOSCANA ERP SOFTWARE TO YOUR COMPANY!

- Full parametrization
- Your data import
- Education for your staff
- Technical support
- Long term cooperation

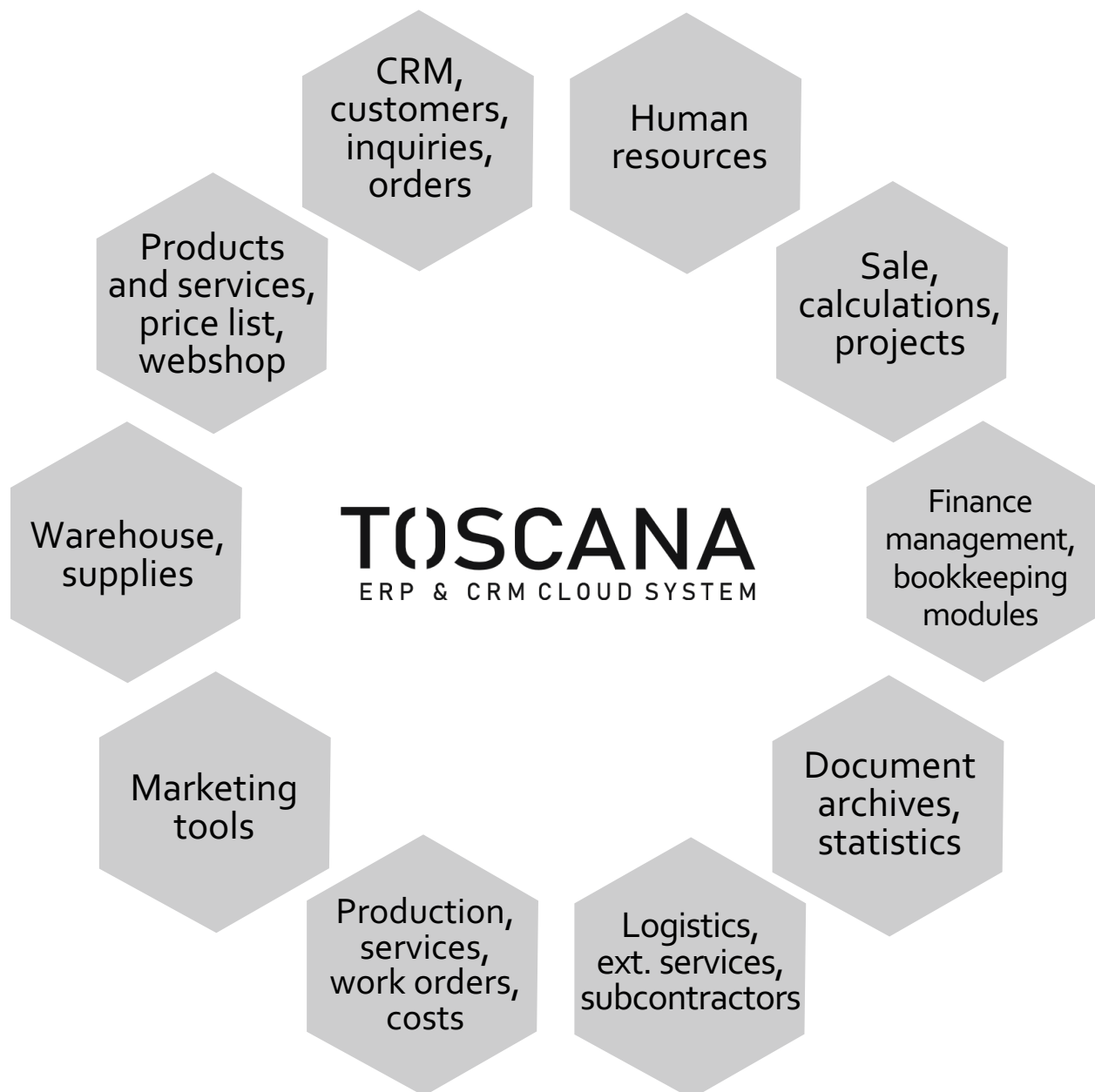
CALL +385 1 2915 708 OR VISIT www.toscana-systems.eu



Improve the business of your company and achieve noticeable results in a simple way

TOSCANA ERP & CRM CLOUD is a set of business software tools that integrate information from all departments within the company into a single system that can automate, accelerate, control and improve almost all processes within the company.

The implementation of an ERP system is a big change for every company, but when the system “comes to life”, the total investment and effort will be rewarded many times over.





* **Customer Relationship management (CRM)**

- Customer database
- Integration of IP telephone exchange
- Detailed information on all activities towards customers
- System for recording all telephone conversations
- Notes for meetings and communication with clients
- Complaint management system
- Unified system for managing contracts and their archive

* **Human resources**

- Employee database
- Detailed records of working hours
- Documentation archive

* **Customer inquiries and order processing**

- All inquiries and orders in one place
- Forwarding emails, calls and direct customer inquiries to the ERP system
- Easy assignment of the person responsible for the inquiry or order
- Easy progress monitoring of an individual inquiry or order per responsible person

* **Procurement Management**

- Unique procurement system with detailed monitoring of all orders
- Option of group orders (from several persons or departments)
- "One click" system for entering orders according to accepted offers or cost estimates
- "One click" system for incoming calculation of goods, entry into the warehouse and reservation by projects
- System for sending and tracking inquiries to suppliers by projects and offers
- Management system for subcontractors and external services

* **Products and services Management**

- Database of products and services
- Option to enter or edit product variations (color, size, etc.)
- Option to input batch or serial number for all products
- Inserting product photos (for offers, review or web-shop)
- Product price calculation
- Product import and automatic price calculation via supplier XML link
- Automatic calculation of service prices (delivery, printing, complex services / products)

* **Sales and project management**

- Unique system for following up offers / projects in progress / delivery / completed projects
- System for fast creation of offers with monitoring of warehouse supplies
- Pre-calculations
- Complex calculations / estimates
- Monitoring the profitability of the project with exact calculation of the difference in purchase and sales price per project and manager
- Print of documents (offers, order confirmation, delivery notes, invoice ...)
- Document archive
- Direct connection to the ordering system, warehouse, work tickets, emails and documentation



* **Production and service management**

- Development and monitoring of work tickets
- Manage deadlines and production time
- Management of raw materials and storage
- Archive of client files and work files
- Print work tickets
- Management of external services
- "Real-time" record of staff working hours per work order
- "Real-time" records of costs per work order
- Final report per each work ticket

* **Accounting modules**

- Outgoing invoices (e-invoice, capture and pay, payment slips, automatic issuance of monthly invoices, credit notes and reverse invoices)
- Fiscalization / Second language / different currencies per invoice
- Records of incoming invoices
- Records of bank statements (payments / withdrawals) by accounts
- Travel tickets
- Cashier
- Records of workers with documentation archive in accordance with the Labor Act
- Records of employment contracts
- Records of employees' work in accordance with the Labor Act

* **Inventory management**

- Automatic entry of goods to the warehouse per created order
- Automatic issue of goods from the warehouse per project
- Unlimited number of storage places and / or warehouses
- Intermediate storage of goods
- Minimum supplies management
- Issuance of goods on "reverse" (with later return)
- Inventory system for annual calculation
- Periodic inventory to compare the condition of the warehouse
- Records of movement of goods according to purpose
- Recapitulation of the movement of goods according to purpose
- Recapitulation of the movement of goods according to purpose

* **Supply Chain Management (SCM)**

- Integration by project:
Orders / Purchasing / Calculations / Production / Warehouse / Logistics

* **Marketing tools**

- "Sales funnel" - analysis of incoming inquiries / finished projects
- Detailed analysis of sales results per staff / department
- Creating forms for use on websites
- E-mailing list
- Creating a Newsletter (with products or by template)
- Newsletter sending system



* **Document management**

- Upload documents and files by contacts / projects / work tickets
- Direct processing of Word and Excel documents
- Archive of business documentation (Offers, Issuers, Incoming and outgoing invoices, photos, etc.)
- Digitalisation of documentation

* **Webshop**

- Management directly from the ERP system
- Uses products, prices, descriptions, photos, etc. from the ERP system (as in offers)
- CRM system
- Online price calculation of complex products

* **Statistics**

- Statistics of product turnover by groups and codes
- Sales by products and customers
- Project statistics by status and products / services
- Statistics according to issued invoices
- Comparative statistics (with previous years)

We offer:

- * Complete digital integration
- * Professional consultations
- * Affordable prices
- * Excellent user experience
- * Flexibility
- * Extensibility
- * Excellent customer service
- * Cloud system

SCREENSHOTS



User Dashboard | Main Dashboard

From: 10.05.2021 | Until: 10.06.2021 | Time Frame: Last Month

Category	Status	Count	Total	Unpaid
Inquiries	Unassigned	251		
	Waiting	0		
	Processing	10		
	Successful	0	0,00	0,00
	Unsuccessful	0	0,00	0,00
Offers	Processing	57	349.517,89	
	Declined	0	0,00	0,00
Projects	Confirmed	2	1.459,50	1.459,50
	Processing	2	1.459,50	1.459,50
	Delivered	0	0,00	0,00
	Calculated	1	0,00	0,00
Orders	Inserted	1		
	Ordered	1		
	Confirmed	0		
	Received	0		
Invoices	Not Created	0		
	Waiting	2		
Calendar Appointments	Today	0		

Dashboard

Books, Booklets and Catalogs Offset print ENG €

Quantity: 1000 | Size: A4 (297 x 210)

Cover: Yes | Select Print Type: Color or black-white print

Print (Book block-1)

Nr of pages: 144 | Select Print Type: Offset printing, Number of print colors: 1 | Printing paper: Uncoated paper, A1 80 gr/m2

Print (Cover)

Nr of pages: 4 / one-sided printing | Select Print Type: Offset printing, Number of print colors: 4 | Printing paper: Coated matt paper, B1, 200 gr/m2 | Finishing: Without

Price calculation

Option	Created within	Quantity	Pc. price	Total sum
1. ECONOMY:	5 working days	1000	1,2862 €	1.286,20 €
2. STANDARD:	3 working days	1000	1,4148 €	1.414,82 €
3. EXPRESS:	1 working day	1000	1,5434 €	1.543,44 €

Prices do not include VAT

Order

Details + Insert into Project

Purch. price	Sales price	Margin	Weight
734,90 €	1286,20 €	551,30 € (42,86%)	412,71 Kg
Correction (%)	Correction	Correction	
0,00 %	1286,20 € 1286,20 €	551,30 € (42,86%) 551,30 €	

Title (Sales): Books, Booklets and Catalogs O

Description (Sales): Nr of pages: 144, Cover: Nr of pages: 4 / one-sided printing, Size: A4 (297 x 210), Print (Book block): Offset printing, Number of print colors: 1, Printing paper (Book block): Uncoated paper, A1 80 gr/m2, Print (Cover): Offset printing, Number of print colors: 4, Printing paper (Cover): Coated matt paper, B1, 200 gr/m2

Print calculation

SCREENSHOTS



DEMO COMPANY

search ...

Eric Mustermann

User Dashboard > Statistic

Main Dashboard | Last contacts | Inquiries and Orders | CRM activities | Projects | Tickets | External service

Start date: 01.05.2021 | End date: 31.05.2021 | Select by: Sales Manager | User: All Users

Selection: Yesterday | Today | 7 days | 30 days | Last Month

Sales statistic: All Users, 01.05.2021 - 31.05.2021

Sales Funnel

- CRM activities: 339
- Inquiries and customer orders: 256
- Created offers: 3.331.227,00 Knj; 361
- Entry of the orders: 547.597,37 Knj; 157
- Invoices: 637.324,82 Knj; 154

User	Category	Total
Adnan Aličković	CRM E-mail klijentu	9
Adnan Aličković	CRM Izvješće sa sastanka	17

User	Total
Dragana Maretić	28
Đuro Pupić	7

Statistic

DEMO COMPANY

search ...

Eric Mustermann

Search > Customers and Suppliers

Customers and Suppliers | Offers and Projects | Products and Services | Products and Service Items | Invoices

Q Products and Services

Search in Catalogue | Set as preferred | Edit preferred products list

Papiri za tisak

Price options change: Use one price | Show: Basic data | Quick search

Enter text to search...

#	Image	Supplier title	Title	Product Nr	Supplier Nr	Supplier	%	P1	P2	P3	P4	Q1	Q2	Q3	Q4	PP1	PP2	PP3	PP4	PQ1	PQ2	PQ3	PQ4	Img
		CoatedPaper	Premazni papir - Kunstdruck	Paper-KD	CoatedPaper	IGEPA - PLANA PAPIRI d.o.o.	0	0.2686	0.2686	0.2686	0.2686	1	1	1	1	0.2660	0.2660	0.2660	0.2660	1	1	1	1	N
		Kraft Paper-Natron	Natron papir	Kraft-945x1260-80	Kraft Paper-Natron	IGEPA - PLANA PAPIRI d.o.o.	0	0.1276	0.1276	0.1276	0.1276	1	1	1	1	0.1160	0.1160	0.1160	0.1160	1	1	1	1	N
		NcrPaper	NCR samokopirni papir	Paper-NCR	NcrPaper	IGEPA - PLANA PAPIRI d.o.o.	0	0.0850	0.0132	0.0132	0.0132	1	1	1	1	0.0750	0.0750	0.0750	0.0750	1	1	1	1	N

Products overview



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