

## Enterprise Planning System

Grape Solutions supports the overall needs of enterprise planning processes with a **highly adaptive and rapidly customizable core technology** – starting from data integration up-to creating plan-fact analysis and reporting.

Our **Enterprise Planning System** enables an efficient and rapid solution for the complex and unique planning needs of our customers.

The foundation of the solution is a flexible planning core technology, which is customized after the analysis of unique demands both visually and functionally – this way we deliver every time a solution that fulfills all needs of our partners.

In addition to **planning support** our solution as well **supports reporting and business intelligence**. Our solution enables the definition of KPIs, dashboards along with supporting ad-hoc analysis, even on mobile devices.

The reporting solution ensures outstanding functionality on a user interface well-known and familiar to everyone with fully utilizing the capabilities of **Microsoft SQL Server** and **Excel**. Our solution is utilized in diverse industry segments supporting various planning processes, which demonstrates the flexibility of the technology.

We do not deliver these solutions bound a user-based licensing, this way our partners could **use it for unlimited time without any limitations on the number of users**.

Grape Solution's Enterprise Planning System was chosen by:

- ❖ **Generali Insurance** - to support the process of creation and validation of personal sales plans and aggregating them on various enterprise hierarchy levels
- ❖ **Imperial Tobacco** - to create and analyse sales plans on diverse markets
- ❖ **Sanofi-Aventis** – to prepare sales forecasts, budget comparisons and plan/fact analysis

## Sales Planning – Planning support system

**Solution:** Application enabling stock and financial indicators planning for the Jordanian and Hungarian markets. Sales managers can edit plans on a web-based user interface, powered by Grape’s planning grid component.

**Technology:** Implemented using MS SQL 2008 R2, ASP.NET 4.5, jQuery 2.0 and jQueryUI 1.10-et. Supported browsers: Internet Explorer 9+, Mozilla Firefox, Google Chrome

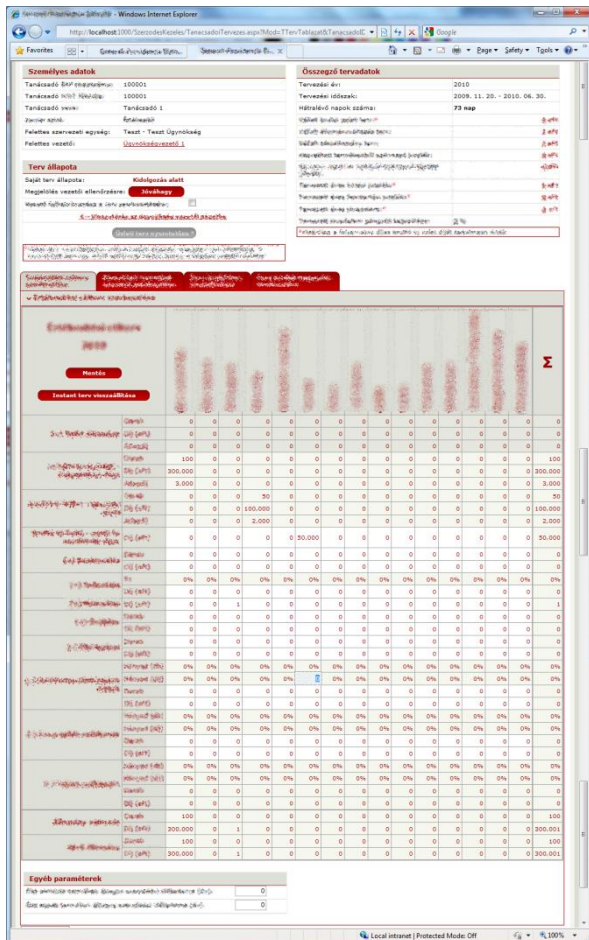
**Client:** Imperial Tobacco

**Involvement:** Software request analysis, technical design, development, software testing, support and maintenance

### Core functions:

- ✦ Editing values for product and month, displaying multiple currencies
- ✦ Backward propagation of aggregated values, distributing evenly or based on configuration
- ✦ Automatic recalculation of indicator values depending on each other
- ✦ Support for multiple plans for the same time interval, copying plans
- ✦ Fact and plan data importing from Excel format
- ✦ Exporting plans to Excel format
- ✦ Database access for users through SQL views
- ✦ Product hierarchy and distribution configuration is editable using Microsoft Access
- ✦ Prepared views for Excel PivotTable component

## Advisor Planning – Spreadsheet based on-the-fly calculator for the Web



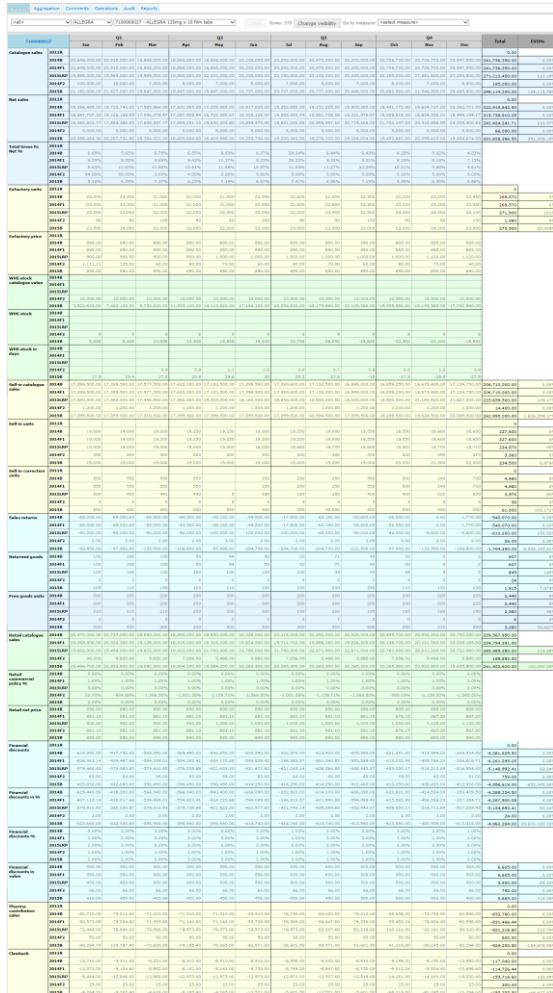
**Solution:** Advisor planning is used by the client's advisors and agencies for their detailed annual income and strength planning and reporting. The implemented spreadsheet component on-the-fly calculates the formulas and can be used from any popular Web browser. Backward propagation of modified summary values is also supported by the calculation engine.

**Technology:** Application is implemented using .Net 3.5, SQL Server 2005, ASP.Net 2.0, JQuery and then integrated in the Sitecore CMS system

**Client** Generali-Providencia Insurance Inc.

**Involvement:** Software request analysis, technical design, development, testing, support and maintenance

## Sales forecast tool – Enterprise level planning



**Solution:** Enterprise level logistical, financial and marketing planning of pharmaceutical products.

**Technology:** Implemented using MS SQL 2008 R2, ASP.NET, jQuery – integrated with SharePoint 2010 Enterprise. Supported browsers: Internet Explorer 9+, Mozilla Firefox, Google Chrome

**Client:** Sanofi-Aventis

**Involvement:** Software requirement analysis, technical design, development, software testing

### Core functions:

- ❖ Support for multiple countries, business segments and product hierarchies
- ❖ Integrated business model for logistical, financial and marketing measures
- ❖ Multi-currency support with multiple currency exchange models
- ❖ Support for team-level business case simulations, monthly forecasts
- ❖ Multiple strategies implemented to update plan data based on fact data
- ❖ Business Intelligence solution, analytical database and reporting
- ❖ Approval workflow and teamwork support
- ❖ Excel import/export, export to various systems and formats
- ❖ SharePoint integration