

ErpGenEx Solution Technical Proposal

A comprehensive end-to-end business management solution designed for organizations in Saudi Arabia's public and private sectors

Comprehensive Business Coverage

Our integrated solution spans seven critical business modules, providing seamless operations across your entire organization



Sales

Quotations, orders, delivery, invoicing, and collections



Purchase

RFQ, vendor quotes, purchase orders, receipts, and payments



Inventory

Stock receipts, transfers, reconciliations, and reporting



HR & Payroll

Employee records, salary structures, payroll processing



Accounting

AR/AP, payments, general ledger, period validation



Fixed Assets

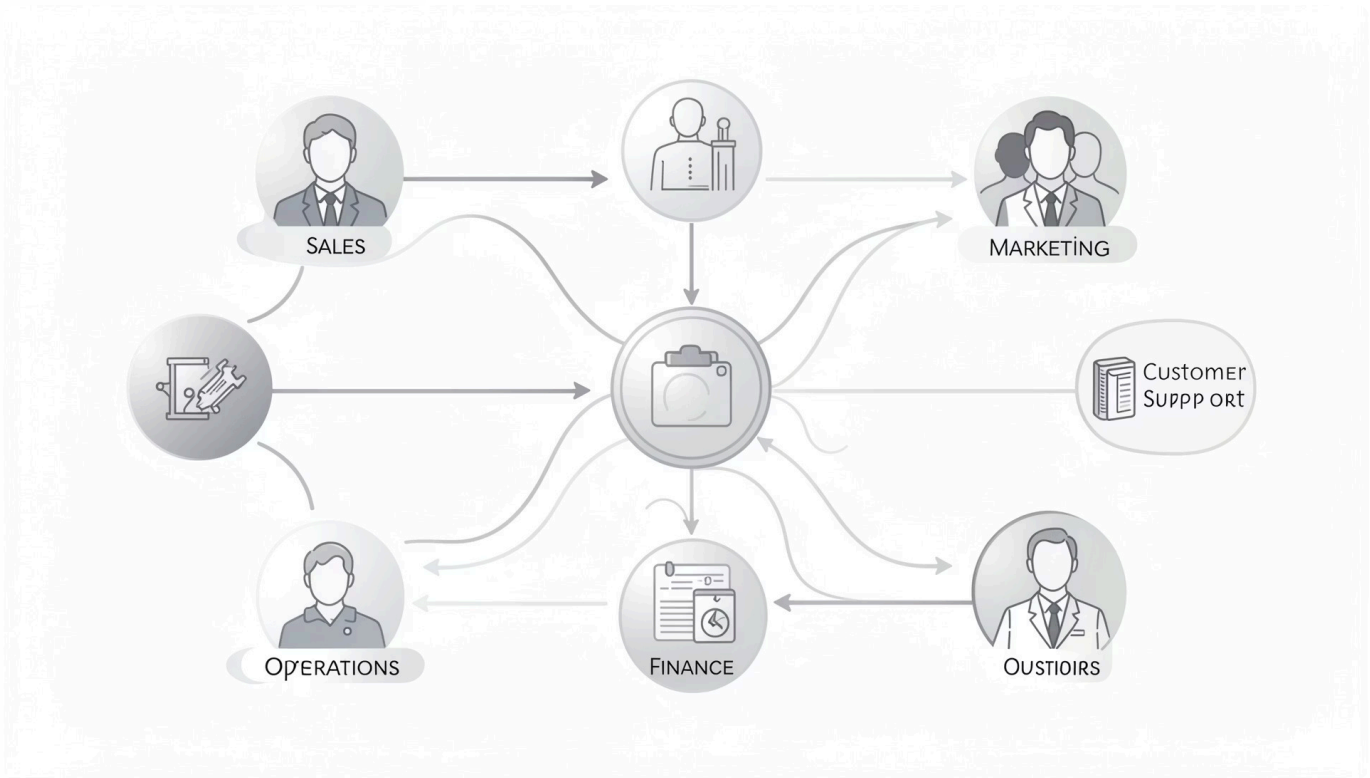
Asset registration, capitalization, depreciation tracking



CRM

Leads, opportunities, pipeline management, quotations

Key Business Process Flows



Seven core end-to-end processes connect your operations from lead generation to financial reporting



Lead-to-Quotation

CRM to Sales: Qualify leads, create opportunities, generate quotes



Sell-to-Cash

Quotation to Sales Order to Delivery to Invoice to Collection



Procure-to-Pay

Request to RFQ to Purchase Order to Receipt to Payment



Inventory Operations

Receipts to Transfers to Reconciliation to Ledger updates



Hire-to-Pay

Employee creation to Salary Setup to Payroll Entry to GL posting



Asset Lifecycle

Asset creation to Capitalization to Depreciation to Book Value



Record-to-Report

GL entries to Trial Balance to Period Validation

Personas & User Roles

Seven distinct user roles ensure each team member has the right tools for their specific responsibilities



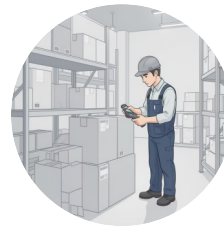
Sales Representative

Quotes, sales orders, delivery, invoicing, and collections



Purchase Manager

Requirements, RFQ, vendor quotes, purchase orders, receipts



Inventory Clerk

Receipts, transfers, stock reconciliations, movement reports



HR Specialist

Employee files, salary structures, payroll processing, vouchers



Accountant

AR/AP management, vouchers, GL review, period audits



Asset Manager

Asset registry, capitalization, depreciation, book value tracking



CRM Manager

Leads, qualification, opportunities, pipeline, customer conversion

Sales Module: Sell-to-Cash

Primary Scenario: Standard Sales Cycle

Complete journey from quotation to cash collection with full document tracking

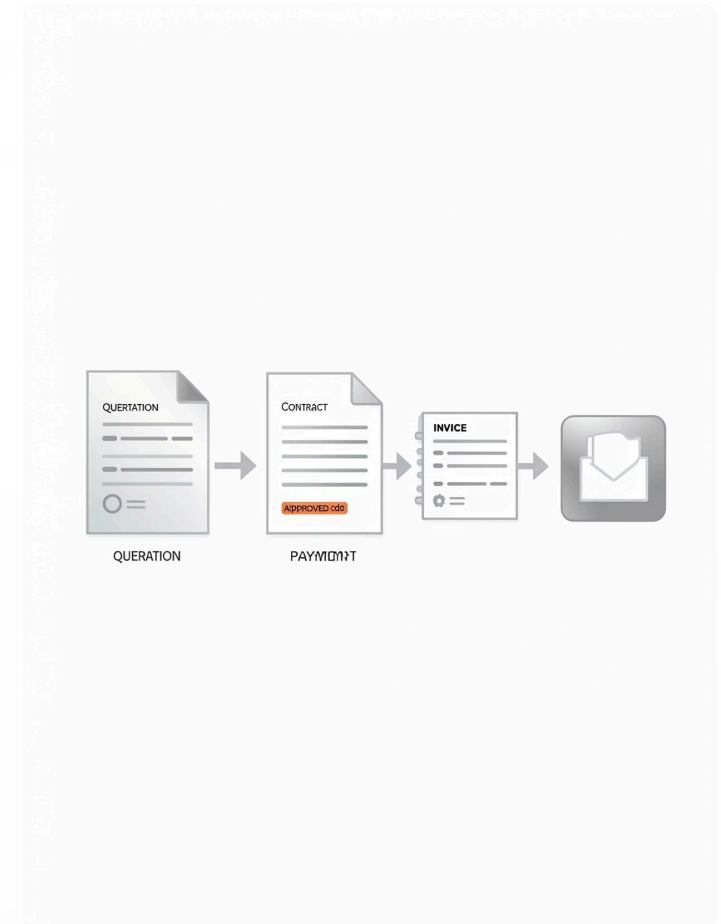
Supported Activities

- Quote creation and approval
- Sales order generation linked to quotes
- Delivery note processing with inventory impact
- Sales invoice creation with receivables and tax
- Customer collection via receipt vouchers
- Complete document tracing from quote to payment

Inputs & Outputs

Inputs: Customer, items, quantities, price list, warehouse

Outputs: Linked sales documents, inventory movement, accounting entries, receivables impact



Partial Delivery & Invoicing

Multiple delivery notes on same sales order with clear outstanding tracking

Returns & Corrections

Return notes and credit memos with audit trail to original documents

Purchase Module: Procure-to-Pay

Complete Purchase Cycle

From material requirements through vendor RFQ, purchase orders, receipts, and final payment

01	02	03
Material Request	RFQ to Vendors	Vendor Quotes
Department needs identification	Request for quotation sent	Price comparison and analysis
04	05	06
Purchase Order	Receipt Processing	Invoice Entry
Approved purchase commitment	Inventory impact recording	Payables and tax recording
07		
Vendor Payment		
Settlement via payment voucher		

Partial Receipt Scenario

Receive quantities different from purchase order with open balance tracking and actual receipt billing

Price Variance Scenario

Vendor price changes documented with variance tracking and approval workflows when enabled

Inventory & Warehouse Operations



Stock Management Core

Complete inventory lifecycle from receipt through internal transfers to reconciliation

Stock Receipts

Purchase receipts or material entry for receiving inventory into warehouse

Material Transfers

Internal warehouse-to-warehouse transfers with full audit trail

Stock Reconciliation

Physical count adjustments after inventory verification

Stock Ledger

Real-time movement reports with balances and values

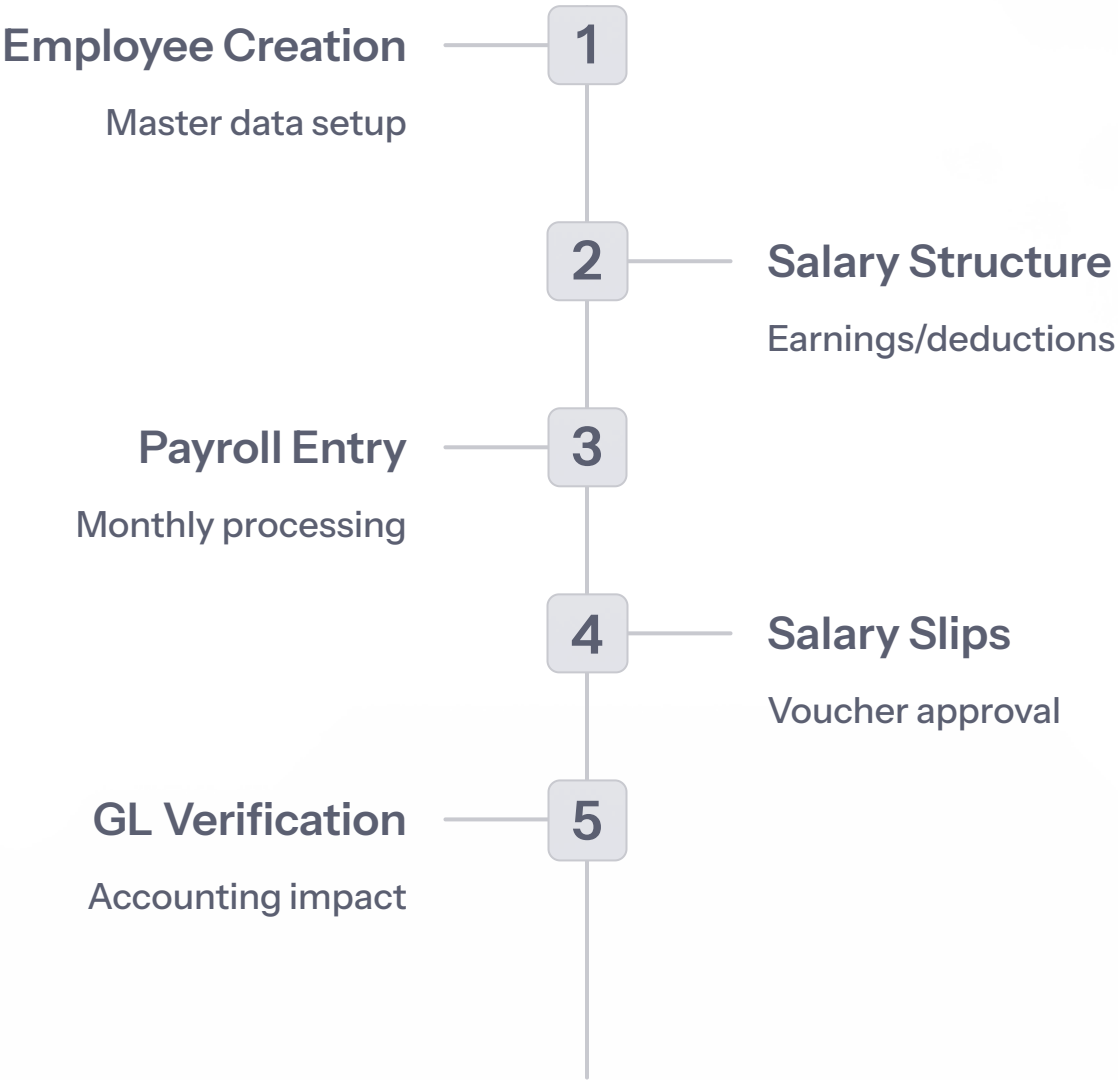
Availability Check Feature

Real-time stock balance visibility by warehouse supports sales commitments and reduces delivery risks

HR & Payroll: Hire-to-Pay

Employee Lifecycle Management

From employee onboarding through monthly payroll processing with complete audit trail



Key Features

- Employee records management
- Attendance tracking integration
- Salary structure configuration
- Effective-dated assignments
- Payroll batch processing
- Salary slip generation
- GL posting verification



Additional Scenario: Mid-period salary changes applied with effective dates and automatic recalculation

Financial Management: Record-to-Report

1

Receivables & Payables

Invoice posting creates AR/AP entries with full customer and vendor tracking

2

Receipts & Payments

Collection and payment vouchers recorded with payment methods and dates

3

General Ledger

GL review with drill-down to source documents and journal entries

4

Trial Balance

Period validation checks and reconciliation procedures

5

Adjusting Entries

Manual journal entries with approval workflows when configured

Core Process

Invoice posting (sales and purchase) creates receivables/payables entries. Payment vouchers recorded. GL reviewed with drill-down capability. Trial balance and period validation performed.

Compliance


Adjusting journal entries supported with audit trails. All entries linked to source documents for complete transparency and regulatory compliance.

Fixed Assets & CRM Integration

Asset Lifecycle Management

Complete tracking from acquisition through depreciation


- **Asset Registration**
Fixed asset creation with classification and categories
- **Capitalization**
Acquisition cost and ready-for-use date entry
- **Depreciation Schedule**
Automatic calculation generation
- **GL Verification**
Expense and accumulated depreciation tracking

 **Additional:** Asset location/department/owner tracking with change history


CRM: Lead-to-Quotation

Customer acquisition through sales conversion


- **Lead Management**
Lead creation and qualification process
- **Opportunity Pipeline**
Stage tracking with probability and expected close dates
- **Customer Conversion**
Lead to customer conversion or existing customer linking
- **Quote Generation**
Opportunity-based quotation creation

 **Additional:** Pipeline filtering by stage/value/date for management oversight


Implementation Deliverables



Documentation
Step-by-step user guides in Arabic and English with screenshots



Training Materials
Organized documentation structure with consistent naming conventions



Support
Implementation assistance with standardized screen capture naming