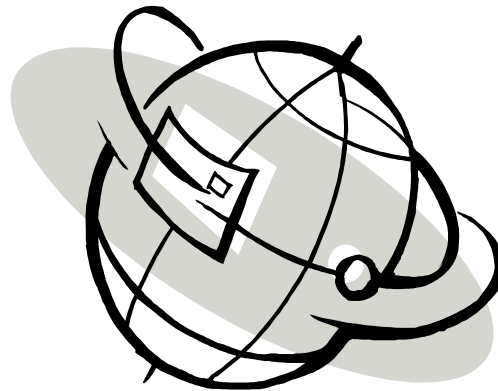


Implementation Process for SAP Business One

*A
Better
Business
Approach*



Revision: 2.0

Date: 10/17/11



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System Implementation

Detailed Implementation Description

The Implementation Process actually starts during the Sales Cycle. When questions are brought during the initial discussion and through out the demonstration process, in which the answers are more than generic responses. Those questions and answers are tracked by the Sales Person in the Abbasoft Quoting Tool. When the answers will affect the installation, they are tracked in another Quoting Tool which becomes note for the Implementation Manager.

When the questions are requirements specific to the Customer, they are tracked in another section of the Quoting Tool, called Requirements. Many times the requirements are also recorded in the Goals section of the Quoting Tool. The Goals section is used during the Implementation and is especially important during the Implementation to track the progress of reaching them. After the Customer is live, the Goals section is reviewed for completion of each item which if not reached, discussed as to why and what if anything will be done to complete them.

After the Kick-off meeting (first step of the Implementation) the following tools are developed to track the Implementation progress. Included is a Summary Recap and sample of each of the tools. Each tool is updated at least twice a month so both the Customer and Abbasoft are kept abreast of the current status of the Implementation.

SAP Business One Implementation Summary Recap

- **Summary**
 - The Summary Page lists the starting and ending dates of the Major Implementation steps from the Initial Kick Off meeting the go live of the SAP Business One Software.
- **Goals**
 - This chart identifies the goals to be reached during the Implementation process and tracks the completion percentage of each goal. This is probably the most important tool for a successful Implementation
- **Staffing**
 - This chart is a listing of the company's employees along with their department and job title indicating their SAP Business One access information including Process Grouping. Each Employee is assigned to a Script.
- **Current Implementation Plan**
 - The Implementation chart is a detailed listing of each Activity required for the Implementation process indicating the start and end dates and estimated hours for each activity. Each Activity is assigned to either someone at the Customer site or Abbasoft.
- **Closed Implementation Items**
 - This chart shows all of the completed Implementation activities, tracking the progress of the Implementation
- **Modifications**
 - This is a detail listing of the Modifications (if any) required for the Customer to come live with the SAP Business One Software and possibly utilizing the Abbasoft add-on applications.
- **Open Issues**
 - This is a detailed listing of any open issues that may have been encountered during the Implementation process from initial install, testing/training and come live.
- **Process Grouping**
 - This is a detailed listing of each grouping of the Customer's business processing.

SAP Business One Implementation Summary Recap

- **Scripts**
 - Scripts are a detailed listing of each process as defined in the Process Grouping, detailing the workflow process and functionality.
- **Script Sign-off**
 - There is a signoff sheet for each employee, acknowledging that they have been trained and understand the software as it pertains the job functionality.
- **Go Live**
 - This checklist is a status sheet of each step required to go live with the software.
- **Specifications**
 - This documentation is the detailed specifications of each Modification (if any) that is required by the customer.

Summary

Summary Implementation Plan for ABC Company

| Start Date | End Date | Comments |
|------------|----------|--|
| 11/17/09 | 11/20/09 | Finalize Agreements |
| 11/20/09 | 11/30/09 | Make changes needed for move to SAP Business One |
| 12/01/09 | 12/31/09 | Develop Scripts for testing in Feb and March |
| 12/15/09 | 12/31/09 | Write up detail specification |
| 12/15/09 | 03/01/10 | Data conversion and Data mapping |
| 01/01/10 | 01/31/10 | Sign off scripts and detail detail specification |
| 02/01/10 | 02/28/10 | user with ABBAsoft to test all menu options |
| 02/28/10 | 03/01/10 | Process month end procedure |
| 03/28/10 | 04/01/10 | Final Conversion |
| 04/01/10 | 04/01/10 | Live on SAP |
| 05/01/10 | 05/01/10 | Month end support after live |

System Implementation

Goals

Company Name: ABC Company Goals As of 12/14/09

| Cust# | Department | Goals | Assigned To | %Compl | Activity# | Source Type | Source Id | Activity | Type |
|-------|------------|---|-------------|--------|-----------|-------------|-----------|----------|-------|
| 1097 | All | Achieve a comfort level we can eliminate sales packets if desire. | Adam | 0% | | | 17 25135 | Other | Goals |
| 1097 | Production | Automate rolling back backlog report | Adam | 0% | | | 17 25135 | Other | Goals |
| 1097 | All | Establish a procedure to attach emails | Adam | 0% | | | 17 25135 | Other | Goals |
| 1097 | All | Impl. CRM system | Cristi | 0% | | | 17 25135 | Other | Goals |
| 1097 | All | Automate Janus system. | Cristi | 0% | | | 17 25135 | Other | Goals |
| 1097 | Production | Attaching routers to production orders assembly drawings | Dan | 0% | | | 17 25135 | Other | Goals |
| 1097 | Shipping | UPS and FedEx interface to SAP system and online tracking. | Dan | 0% | | | 17 25135 | Other | Goals |
| 1097 | Accounting | Eliminate packslip and invoice matching | Letty | 0% | | | 17 25135 | Other | Goals |
| 1097 | Eng | Automate Change Control Process with workflow | Cristi | 0% | | | 17 25135 | Other | Goals |
| 1097 | Eng | Item master naming standards | Dave | 0% | | | 17 25135 | Other | Goals |
| 1097 | Purchasing | Digital purchasing attachments | Elain | 0% | | | 17 25135 | Other | Goals |
| 1097 | Quality | Impl. Lot and serial tracking for raw and finished goods, including exp. Date | Dan | 0% | | | 17 25135 | Other | Goals |
| 1097 | Quality | Eliminate Quality database | Dan | 0% | | | 17 25135 | Other | Goals |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |

System Implementation

Staffing

| Staffing For ABC Company | | | | | | | | |
|--------------------------|------------------|-----------------------------|------------|------------|----------|-------------|-----------|------------|
| # | Department | Job Title | First Name | Last Name | Grouping | User Type | User Name | User Pass |
| 1 | Accounting | Senior Accountant | Letty | Gomez | Group A | Pro | lettyg | lettyg2 |
| 2 | Accounting | Accounting | Ramona | Vedenas | Group B | Limited Log | ramonav | ramonav2 |
| 3 | Administration | President / CEO | Cristi | Cristich | Group A | Pro | cristic | cristic2 |
| 4 | Administration | Director of Sales and Mktg | John | Pollock | Group A | Pro | johnp | johnp2 |
| 5 | Administration | Director of Operations | Julie | Barker | Group A | Pro | julieb | julieb2 |
| 6 | Engineering | Senior Project Engineer | Blake | Woith | Group C | Limited Log | blakew | blakew2 |
| 7 | Engineering | Product Designer | Dave | Urbach | Group C | Limited Log | daveu | daveu2 |
| 8 | Engineering | | Juan | Gonzalez | Group C | Limited Log | juang | juang2 |
| 9 | Engineering | Cable Engineer | Mary | Hong | Group C | Limited Log | maryh | maryh2 |
| 10 | Engineering | Engineer | Moses | Jasso | Group C | Limited Log | mosesj | mosesj2 |
| 11 | Engineering | Engineer | Rick | Pana | Group C | Limited Log | rickp | rickp2 |
| 12 | Engineering | Design Engineer | Tai | Kieu | Group C | Limited Log | taik | taik2 |
| 13 | Engineering | RF / Microwave | Traluch | En | Group C | Limited Log | traluche | traluche2 |
| 14 | Estimator | Senior Estimator | Jon | Schmid | Group D | Pro | jons | jons2 |
| 15 | Machine Shop | Manufacturing Manager | Dan | Finley | Group E | Pro | danf | danf2 |
| 16 | Man. Engineering | Process Eng & Facilites Mgr | Steve | Ock | Group C | Limited Log | steveo | steveo2 |
| 17 | Manufacturing | Filter Line Supervisor | Donna | Lopez | Group F | Limited Log | donnal | donnal2 |
| 18 | Manufacturing | Assembly Manager | Henry | Muratalla | Group F | Limited Log | henrym | henrym2 |
| 19 | Manufacturing | Production Supervisor | Jovita | Hernandez | Group F | Limited Log | jovitah | jovitah2 |
| 20 | Order Processing | Sales | Adam | Yeager | Group G | Limited CRM | adamy | adamy2 |
| 21 | Order Processing | Sales | Becky | Lopez | Group H | Limited Log | beckyl | beckyl2 |
| 22 | Order Processing | Sales | Donna | Connor | Group H | Limited Log | donnac | donnac2 |
| 23 | Production | Planner | Jonathan | Morales | Group J | Limited Log | jonathanm | jonathanm2 |
| 24 | Purchasing | Buyer | Elaine | Winningham | Group I | Pro | elainew | elainew2 |
| 25 | Inspector | Inspector | Cheryl | Moore | Group K | Limited Log | cherylm | cherylm2 |
| 26 | Quality | Quality Engineer / IT | Dan | Stevens | Group L | Pro | dans | dans2 |
| 27 | Quality | Quality Manager | Debi | De Roo | Group L | Limited Log | debid | debid2 |
| 28 | Quality | Quality Inspector Manager | Laurie | Lake | Group L | Limited Log | lauriel | lauriel2 |
| 29 | Receiving | Receiveing Clerk | Petra | Torres | Group M | Limited Log | petrat | petrat2 |
| 30 | Sales | Outside Sales | Brian | Nothum | N/A | Limited CRM | brianm | brianm2 |
| 31 | Sales | Outside Sales | Casey | Cristich | N/A | Limited CRM | caseyc | caseyc2 |
| 32 | Shipping | Shipping | Carman | Martinez | Group O | Limited Log | carmanm | carmanm2 |
| 33 | Stock Room | Stock Room | Edith | Rojas | Group N | Pro | edithr | edithr2 |

System Implementation

Current Implementation Plan

| Customer Name: Cristek Current Implementation Plan | | | | | | | | | | | | | | | Rev: 09 | | |
|--|-------|-----------|---|---|-------------|-------|--------|------------|-----------|----------------|-------------|-----------|-------|----------|------------|--------|----|
| Step | Cust# | Activity# | Task Description | Comments | Performs BY | Hours | Status | Start Date | Due Date | Attendee | Source Type | Source Id | Type | Activity | AssignedTo | SO Nbr | WC |
| 44 | 1097 | 52768 | Management Review | | ALL | | Open | 2/26/2010 | 2/26/2010 | Mgm | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 2 | 1097 | 52725 | Start CRM training for Cristi and John | Reviewed master datafiles | ABBAsoft | | Open | 1/18/2010 | 3/1/2010 | MGM | 17 | 25135 | Other | Impl | 15 | 25135 | PM |
| 45 | 1097 | 52769 | Review training videos by user | 10 to 20 min per topics each dept will have 1 to 4 topics | Customer | | Open | 1/28/2010 | 3/1/2010 | Staff | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 4 | 1097 | 52731 | Test conversion files for Sales Orders | Mapping out conversion files for Sales Orders (open and closed) | ABBAsoft | | Open | 12/28/2009 | 3/1/2010 | AbbAsoft/Staff | 17 | 25135 | Other | Impl | 15 | 25135 | PM |
| 26 | 1097 | 53035 | Clean up customer master screen | Delete duplicate customers and fix the date | Cristi | 2.00 | Open | 2/8/2010 | 3/2/2010 | Cristi | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 27 | 1097 | 53036 | Create sales opportunity codes | Create the following table. Activity type, Stages for sales opportunity | Cristi | 3.00 | Open | 2/8/2010 | 3/2/2010 | Cristi | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 48 | 1097 | 52772 | Install SAP client software on desktop | It takes about 15 to 20 Min to install on each station. | Dan | 10.00 | Open | 1/19/2010 | 3/3/2010 | Dan | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 75 | 1097 | 53094 | Create Adjustment codes for lookup | Need to create reason description for adjustment for goods issue and receipts | Dan | | Open | 2/24/2010 | 3/5/2010 | Dan | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 75 | 1097 | 53096 | Review forms | Review all forms and report any fixes (Order, packslip, quotes and Purchase orders) | | | Open | 2/24/2010 | 3/5/2010 | Dan | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 49 | 1097 | 52773 | Training Engineering Dept Staff | | Dave | 2.00 | Open | 3/8/2010 | 3/8/2010 | Staff | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 75 | 1097 | 53095 | Create workflow for sales orders | Create workflow and operations for all order types | Adam | | Open | 2/22/2010 | 3/8/2010 | Adam | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 50 | 1097 | 52774 | Training Estimator | | Jon | 4.00 | Open | 3/8/2010 | 3/9/2010 | staff | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 51 | 1097 | 52775 | Training Manufacturing Engineer | | Steve | 5.00 | Open | 3/9/2010 | 3/9/2010 | Staff | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| 51 | 1097 | '' | Script Status | | ABBAsoft | | Open | 3/1/2010 | 3/15/2010 | Staff | 17 | 25135 | Other | Impl | 16 | 25135 | PM |
| | 1097 | 52732 | Test conversion files for Purchase orders | Mapping out conversion files for Open and closed Purchase orders | ABBAsoft | | Open | 12/28/2009 | 3/8/2010 | AbbAsoft/Staff | 17 | 25135 | Other | Impl | 15 | 25135 | PM |
| | 1097 | | Install Microsoft fax server. | Need to install microsoft fax server | Dan | | Open | 4/20/2010 | 4/20/2010 | Dan | 17 | 25135 | Other | Impl | 15 | 25135 | PM |
| | 1097 | | Update sales qt UDF for order entry Dept | Need to setup the rows and UDF's for qt screen | Dan | | Open | 3/23/2010 | 3/23/2010 | AbbAsoft/Staff | 17 | 25135 | Other | Impl | 15 | 25135 | PM |
| | 1097 | | Add formatted search to on item master for customer xref lookup | Add formatted search on item master to do a look up for customer part number | ABBAsoft | | Open | 3/23/2010 | 3/23/2010 | AbbAsoft/Staff | 17 | 25135 | Other | Impl | 15 | 25135 | PM |
| 6 | 1097 | 52733 | Mapping out conversion files for Open AR and AP | | ABBAsoft | | Open | 12/28/2009 | 3/10/2010 | AbbAsoft/Staff | 17 | 25135 | Other | Impl | 15 | 25135 | PM |
| 9 | 1097 | 52736 | mapping out conversion for inventory qoh | | ABBAsoft | | Open | 12/28/2009 | 3/10/2010 | AbbAsoft/Staff | 17 | 25135 | Other | Impl | 15 | 25135 | PM |
| 17 | 1097 | 52748 | Mapping out conversion for open Quote | | ABBAsoft | | Open | 2/24/2010 | 3/10/2010 | AbbAsoft/Staff | 17 | 25135 | Other | Impl | 15 | 25135 | PM |

System Implementation

Closed Implementation Items

| Customer Name: Cristek Closed Implementation 2/25/10 | | | | | | | | | | | | | | |
|--|-------|-----------|--|--|-------------|-------|--------|------------|-----------|----------------|-------------|-----------|-------|----------|
| Step | Cust# | Activity# | Task Description | Comments | Performs BY | Hours | Status | Start Date | Due Date | Attendee | Source Type | Source Id | Type | Activity |
| 1 | 1097 | 52692 | Mapping out the inventory master file | | ABBAsoft | | Closed | 12/28/2009 | 1/20/2010 | Abbasoft/Staff | 17 | 25135 | Other | Impl |
| 2 | 1097 | 52693 | Install a clean database on ABBAsoft server for Cristek | Install a clean database on ABBAsoft server for Cristek Initial Data Setting | ABBAsoft | | Closed | 1/19/2010 | 1/21/2010 | ABBAsoft | 17 | 25135 | | |
| 3 | | 52695 | Update product category | | Cristi | | Closed | 1/19/2010 | 1/22/2010 | Dan | 17 | 25135 | | |
| 4 | 1097 | 52697 | Initial set and default settings | It takes about 4 hours to Complete | Letty/Julie | 4.00 | Closed | 2/9/2010 | 1/25/2010 | Staff | 17 | 25135 | Other | Impl |
| 5 | 1097 | 52699 | Create personnel files in HR module after users are established | | Dan | | Closed | 1/19/2010 | 1/26/2010 | Dan | 17 | 25135 | Other | Impl |
| 6 | 1097 | 52700 | Assign users to each training Video | | Abbasoft | | Closed | 1/6/2009 | 1/27/2010 | Dan | 17 | 25135 | Other | Impl |
| 7 | 1097 | 52701 | CRM (customer) data to be provided by Cristek | | Cristi | | Closed | 1/19/2010 | 1/27/2010 | Cristi | 17 | 25135 | | |
| 8 | 1097 | 52702 | Help on data conversions | | Customer | | Closed | 1/28/2010 | 1/28/2010 | Staff | 17 | 25135 | Other | Impl |
| 9 | 1097 | 52703 | Management Review Optimizing data entry screen by users Project status | | ALL | | Closed | 2/29/2010 | 1/29/2010 | Mgm | 17 | 25135 | Other | Impl |
| 10 | 1097 | 52704 | conversion files for Customer Master and Vendor Master | | ABBAsoft | | Closed | 12/21/2009 | 1/30/2010 | Abbasoft/Staff | 17 | 25135 | Other | Impl |
| 11 | 1097 | 52705 | conversion files for Vendor Master | | ABBAsoft | | Closed | 12/21/2009 | 1/30/2010 | Abbasoft/Staff | 17 | 25135 | Other | Impl |
| 12 | 1097 | 52723 | Clean UP open sales order backlog report | | John | | Closed | 1/19/2010 | 2/1/2010 | Adam | 17 | 25135 | | |
| 13 | 1097 | 52724 | Cleanup purchase order backlog | | Julie | | Closed | 1/19/2010 | 2/1/2010 | Elaine | 17 | 25135 | | |
| 14 | 1097 | 52727 | Hardware purchase and network setup | | Dan | 10.00 | Closed | 12/1/2009 | 2/3/2010 | Dan | 17 | 25135 | Other | Impl |
| 15 | 1097 | 52728 | Mapping out conversion files for General Ledger detail | | ABBAsoft | | Closed | 12/28/2009 | 2/3/2010 | Abbasoft/Staff | 17 | 25135 | Other | Impl |
| 16 | 1097 | 52726 | Final conversion assistance from user | | Dan | 2.00 | Closed | 1/28/2010 | 3/1/2010 | Dan | 17 | 25135 | Other | Impl |
| 17 | 1097 | 52734 | Mapping out conversion files for BOM | | ABBAsoft | | Closed | 12/28/2009 | 3/1/2010 | Abbasoft/Staff | 17 | 25135 | Other | Impl |

Modifications

Customer Name: ABC Company 2/25/2010

| Customer Number | task Description | Comments | Hours | Status | Start Date | Activity Number | Activity Source Id | Activity Type | Activity | Assigned to |
|-----------------|---|---|-------|--------|------------|-----------------|--------------------|---------------|----------|----------------|
| 1097 | Add Work Flow to Opportunity tracking by stage | Sales; | 10 | Open | 2/10/2010 | 52425 | 25135 | Other | QC | Shawn Ghanbary |
| 1097 | Need screen similar to our Inventory Control screen Inv inq | 93, 98, 107, 116, 135, 160, 173 | 8 | Open | 2/10/2010 | 52426 | 25135 | Other | QC | Shawn Ghanbary |
| 1097 | Identify and other forms to be changed, | (ALL) Sales order, Purchase order, Invoices, production order print | 10 | Open | 2/1/2010 | 52424 | 25135 | Other | QC | Shawn Ghanbary |
| 1097 | Cost Roll Up | Refer to Spec. Refer 52422 | 0 | Open | 2/11/2010 | 53028 | | Other | Mod | Tim LeNguyen |
| 1097 | Create: Group A Fields and Group B Fields | 5,6,7,8,10,11,14; UDF are added to the Master file; Need to run AddUDO at base and client's machine | 2.5 | Open | 2/2/2010 | 52836 | 10236 | Other | QC | Shawn Ghanbary |
| 1097 | Cust. Master: Popup Screen (1) | 5,8,9; Sreen created (ABBA_JanusReport.srf); need to implement functionality | 4.5 | Open | 2/2/2010 | 52838 | 10236 | Other | QC | Shawn Ghanbary |
| 1097 | Contact Table-- Create fields; Refer to activities # 52836 | 14; refer to activities # 52836 | 0 | Open | 2/2/2010 | 52842 | 10236 | Other | QC | Shawn Ghanbary |
| 1097 | Launch report, with screen and excel option | 131, 141, 143 | 14 | Open | 2/25/2010 | 52441 | 25135 | Other | Mod | Roger |
| 1097 | Component Availability inquiry | 79 | 4 | Open | 2/16/2010 | 52435 | 25135 | Other | Mod | Roger |
| 1097 | Customer part popup screen on S/O, with revision info | 99, 75 1) Create ABBA BP Customer Xref 2) Add Logic to it and makeit pop-up from SO and SQ 3) Mod SAP PLD for: SO Invoice Delievery S.Quote | 8 | Open | 2/28/2010 | 52436 | 25135 | Other | QC | Shawn Ghanbary |

Open Issues

| Company Name : ABC Company | | | | Open Issues as of 02/25/10 | | | | | | |
|----------------------------|----------|----------|--|--|-----------|-------|--------|------------|-----------|----------|
| # | Customer | Activity | task Description | Comments | Performed | Hours | Status | Start Date | End Date | Activity |
| 1 | 1097 | 52452 | Bill of material inquiry Using ABBAsoft Front end | 03/04/10 TL Update End Date to 04/15/10 155 | D&D | 3 | Open | 2/10/2010 | 4/15/2010 | Issue |
| 2 | 1097 | 52454 | Need to be able to send out email from sales opportunity scr | (New) Need to be able to send out email from sales opportunity screen. Need to know what kind of data needs to go | D&D | 6 | Open | 2/20/2010 | 4/14/2010 | Issue |
| 18 | 1097 | 53585 | Packslip Print | Prints page 1 then a large gap and then page 2 also with a large gap at the top | Dan | 0 | Open | 4/8/2010 | 5/1/2010 | Issue |
| 19 | 1097 | 53586 | Check for Existing PO before you Add SO | On Order entry screen can we check for duplicate po when tabbing off of the customer ref field. Now checks after you have completely filled out the SO and click ADD | ABBAsoft | 0 | Open | 4/8/2010 | 5/1/2010 | Issue |
| 21 | 1097 | 53589 | Receipts from production | After adding the receipts from production need to bring back the screen so user can click on the production order and goto production screen and close the production order. Or prompt user to close prod order whichever is easier. | ABBAsoft | 0 | Open | 4/8/2010 | 5/1/2010 | Issue |
| 22 | 1097 | 53590 | RMA | On RMA line item expand the line comment to text field. | ABBAsoft | 0 | Open | 4/8/2010 | 5/1/2010 | Issue |
| 23 | 1097 | 53592 | Shipping label print. | Add a field on shipping label form just a label for user to fill in on the label itself no data entry on the system . Shawn will provide the sample. | ABBAsoft | 0 | Open | 4/9/2010 | 5/1/2010 | Issue |
| 24 | 1097 | 53628 | New Commission Report | Create new commission report. Shawn will send detail write up | ABBAsoft | 0 | Open | 4/7/2010 | 4/19/2010 | Issue |
| 25 | 1097 | 53629 | Vendor Performance Report | Need to create a goods receipts report based on po due date and goods receipts date. This will be the vendor performance report. On this report need to select by date range and one vendor or all and print vend#, vend name, po#, item code, PO due date (line | ABBAsoft | 0 | Open | 5/1/2010 | 4/19/2010 | Issue |
| 26 | 1097 | 53630 | Router changes | Need to update production workflow on work order print and work order bom issue. | ABBAsoft | 0 | Open | 4/5/2010 | 4/19/2010 | Issue |

Process Grouping

| Process Grouping | | |
|--------------------------------|--|--|
| Group A (accounting/Admin) Pro | | |
| Line# | Netpartner / Partner Menu Options | SAP Menu Option |
| 1 | Order Entry | Sales - A/R, Sales Order |
| 2 | Invoice Update | Sales - A/R , AR Invoice |
| 3 | Print Packslip | Delivery |
| 4 | Credit Memo Entry | Sales - AR , AR Credit Memo |
| 5 | Order status credit hold | Workflow |
| 6 | Cash receipts | Banking, Incoming Payment |
| 7 | AR statement print (individual customer) | New Menu Option |
| 8 | AP invoice entry | Purchasing / AP, A/P Invoice |
| 9 | Bank reconciliation | Banking, External Rconciliation |
| 10 | Clear AP Checks | Banking, Reconciliation |
| 11 | Void AP checks | Banking, Outgoing Pyament, check for Payment |
| 12 | Vendor maintenance | Business partner, Master Data |
| 13 | Bill of material entry / inquiry | Production , Bill of Material |
| 14 | Bill of material cost report | SAP Mod |
| 15 | Where used inquiry | New Menu Option (27) |
| 16 | Item Master maintenance | Inventroy - Item Master |
| 17 | Fixed Assets entry | |
| 18 | Fixed Assets depreciation calculation | New option Item (8) |
| 19 | Journal Entries / Patyoll | Financial JE entry (7) |
| 20 | Financial reports | Financial reports |
| 21 | EOM EZ reports total of (4) | Query reports |
| 22 | Wip receipts | Production, Receipts from prod order |
| 23 | PO entry | Purchasing - A/P, Purchase order |
| 24 | Sales / Purchase History | Item Master/Drage |
| 25 | Cost roll up | New Menu Option (1) |
| Reports | | |
| 26 | AP Aging report | Reports/ Financial Accounting |
| 27 | AR performance report | New Menu Option (9) |
| 28 | Write off report from cash receipts | Reports, General Ledger |
| 29 | Daily cash receipts report | Banking, Incoming Paynt, Chk Reg |
| 30 | Daily invoice register | Sales Analysis or exisiting query |
| 31 | 1099 report and print the forms | Reports/ Financial 1099/1096 |
| 32 | AP distribution report | GL transacton listing |
| 33 | Open AP listing | Reports, Open item listing |
| 34 | PO receiving log | Purchase - A/P, Report , Purchase analysis |
| 35 | Purchase price variance report | GL transacton listing |
| 36 | Fixed Assets listing | |
| 37 | Depreciation history | |
| 38 | Daily general ledger transaction listing | Reports, General Ledger |
| 39 | Material recap report | New Menu Option (21) |
| 40 | Job cost detail report | New Menu Option (19) |

System Implementation

Scripts

Title: Job Script
Dept: Order Processing
Subject: Order Entry
Date: 03/09/2010
Rev: 1.10

1. Bring up the sales quote which you want to convert to sales order. Search by customer RFQ number or name.
2. If need to create a new part number click on the part number and click on new to create the new part
3. When done creating the part number go back to sales quote and click on COPY TO button on the bottom of the sales quote.
4. Now all the data from sales quote got transferred to sales order.
5. Make any changes you need on the sales order and make sure you have the correct order type
6. Validate the key data fields (ship to, bill to, PO number, Salesrep, commission%,..)
7. Enter customer part number and revision number when there was not real part number on the sales quote.
8. Update and modify item detail comments
9. At the bottom of the sales order entry remarks
10. When Done Add sales order
11. Print/email/preview sales order.

Script Sign-off

| Account Script Name: Letty | | | |
|----------------------------|--|---------|----------|
| Line# | Daily Process | Signoff | Comments |
| 1 | Order Entry | | |
| 2 | Invoice Update | | |
| 3 | Print Packslip | | |
| 4 | Credit Memo Entry | | |
| 5 | Order status credit hold | | |
| 6 | Cash receipts | | |
| 7 | AR statement print (individual customer) | | |
| 8 | AP invoice entry | | |
| 9 | Bank reconciliation | | |
| 10 | Clear AP Checks | | |
| 11 | Void AP checks | | |
| 12 | Vendor maintenance | | |
| 13 | Bill of material entry / inquiry | | |
| 14 | Bill of material cost report | | |
| 15 | Where used inquiry | | |
| 16 | Item Master maintenance | | |
| 17 | Fixed Assets entry | | |
| 18 | Fixed Assets depreciation calculation | | |
| 19 | Journal Entries / Patyoll | | |
| 20 | Financial reports | | |
| 21 | EOM EZ reports total of (4) | | |
| 22 | Wip receipts | | |
| 23 | PO entry | | |
| 24 | Sales / Purchase History | | |
| 25 | Cost roll up | | |
| Reports | | | |
| 26 | AP Aging report | | |
| 27 | AR performance report | | |
| 28 | Write off report from cash receipts | | |
| 29 | Daily cash receipts report | | |
| 30 | Daily invoice register | | |
| 31 | 1099 report and print the forms | | |
| 32 | AP distribution report | | |
| 33 | Open AP listing | | |
| 34 | PO receiving log | | |
| 35 | Purchase price variance report | | |
| 36 | Fixed Assets listing | | |
| 37 | Depreciation history | | |
| 38 | Daily general ledger transaction listing | | |
| 39 | Material recap report | | |
| 40 | Job cost detail report | | |

Go Live

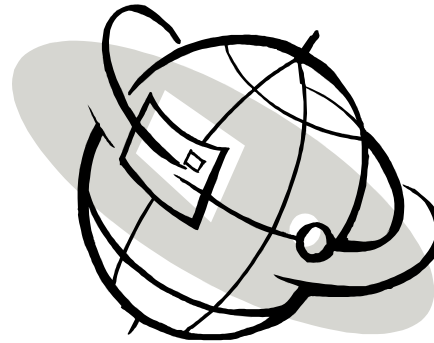
| Go Live Check List | | |
|--------------------|---|-----------|
| Ln# | Description | Completed |
| 1 | Setup Starting Document Numbers for following tables - Sales Quotations - Sales Orders - Delivery (Pakcslips) - Sales AR - Credit Memos - Purchase Orders - Po Receipts - Lot Numbers (batch numbers) - Customer Master - Vendor Master | |
| 2 | Email Setup | |
| 3 | Setup Search Headings on master tables | |
| 4 | Setup UDF for All Documents | |
| 5 | Finalize all Print Forms | |
| 6 | Reconcile Open Purchase Orders | |
| 7 | Reconcile Open Sales Orders | |
| 8 | Reconcile Open Accounts Receivables | |
| 9 | Reconcile Open Accounts Payables | |
| 10 | Reconcile Open Work Orders | |
| 11 | Transfer QOH | |
| 12 | Inventory Value | |
| 13 | Set Default GL for Outside Process | |
| 14 | Set Default GL for Item Variance | |
| 15 | Set Items in SAP to Obsolete that are Obsolete in Abba | |
| 16 | Change All Items to be Standard Cost | |
| 17 | Setup UPS mapping | |
| 18 | Update Cycle count codes | |

Specification (Page 1)

Cristek Interconnect

SAP Business One Design Spec

*A
Better
Business
Approach*



Specification

Revision: 3.0

Date: 04/21/2010



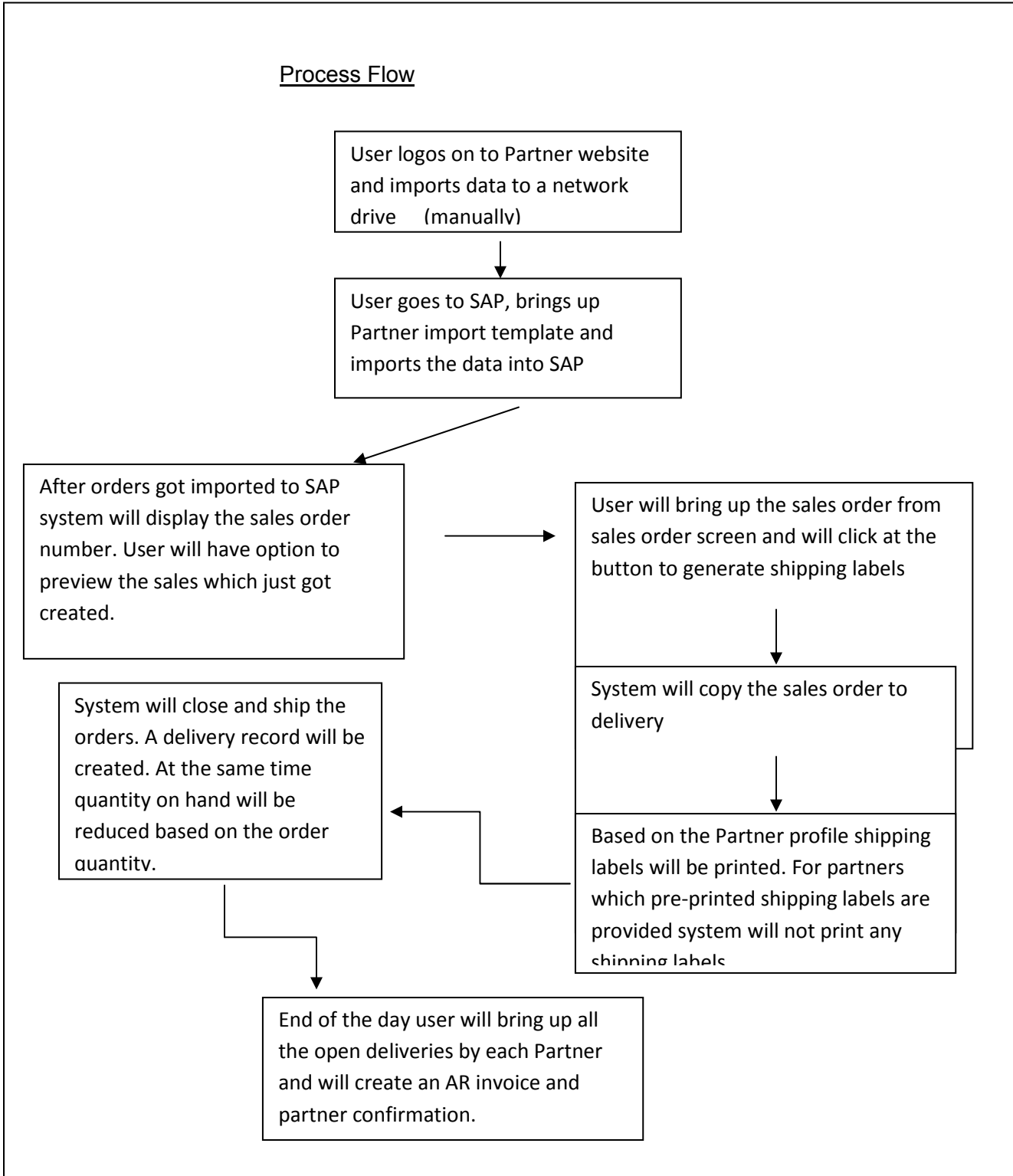
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Specification (Page 4)

Detail Process

For each of these partner user will go to their website and will import the raw data into a network share drive then they will goto SAP to the importer and will bring up the data mover template for that specific partner. On this screen user will click RUN DATA to create sales orders in SAP, after process is done system will display the sales order number which got created for that run. Also there will be an option to preview the data which just got created in SAP.

