FOCUS X

FOCUS
AI ▪ ERP ▪ CRM ▪ HCM

Focus X, powered by AIFA, delivers human-like conversational experiences using advanced NLP, AI, and ML. Interact naturally with chatbots that resolve queries efficiently, scale across multiple channels, and adapt to your business needs. Accessible anywhere via thin client or mobile, Focus X grows seamlessly as you add modules to expand capabilities.

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By integrating deeply with business databases, Focus X uncovers trends, identifies anomalies early, and recommends actionable insights. Achieve measurable results with a future-ready enterprise management system that automates decisions, streamlines workflows, and drives sustainable growth.

Key Features

- VUI-based Business Control
- Conversational and Predictive AI
- Dedicated Customer and Vendor Portals
- Banking Integration and Payments
- Simplified UI and quick process
- 3rd Party Integrations with RESTful APIs
- Advanced Info Panel and Dashboards

MODULES

Finance

- Accounting by Strategic Business Units (SBUs) with decisive insights
- Create multi-company, multi-vertical workflows within a single organizational structure
- Simplify access to multiple company databases by different roles and users
- Automated computation of taxes (input, output) and return filing

Sales

- Invoke transparency through easy attachment of all documents in a deal
- Efficiently manage enquiries and quotes to reduce order processing time
- Handle pricing, contracts and orders through digitally powered applications
- Access past sales records and data to generate forecasts

Procurement

- Analyze and arrange all quotations on a single screen for easy comparison
- Raise requests for multiple quotes to various vendors from a single screen
- Trace specific material requisitions and relevant purchase quotations
- Analyze quotations in various currencies or a pre-defined base currency

Budget

- Divide budgets into pre-committed, committed and spent budgets
- Authorize budget by line and efficiently handle approvals and rejections
- Define multi-year and multi-dimensional budgets, modify them as needed
- Define budgets by product, based on volume and value

Inventory

- Track sales by units, purchases and transfers across multiple warehouses
- Profile stock and define multiple attributes for all types of products
- Serialized inventory controls with tools to manage batches and expiry dates
- Effective management of default/alternative items and automated re-orders

Warehousing

- Streamline inwards and outwards processes with tracking
- Optimize storage and maintain optimum stock levels
- Automated picklists, handheld based pick/put processes by warehouse users
- Scalable features, third-party integrations and dashboards with real-time data

CRM

- One-stop CRM solution for marketing, sales, services and digital commerce
- Define team hierarchies, territories, reporting and lead assignment rules
- Segment prospects and generate price books for quick lead turnaround
- Manage service contracts, SLAs and BI-driven overview of business

HCM

- Recruitment, onboarding, training and resource planning on a single software
- Manage employee loans, arrears, advances, leaves and time sheets with ease
- Store employee records on a centralized database and define access
- Smart ESS for transparency and effective communication with employees

Quality Control

- Define quality check requisitions and testing standards
- Outline quantity breakups for sampling, for faster testing
- Create frameworks and rules for samplings and test approvals
- Achieve total integration with manufacturing, supply chain and inventory

Fixed Assets

- 2-step process for quick transfer and disposal of assets
- The depreciation year could be changed followed by automated calculations
- Enhanced authorizations to define access and permissions for different users
- Equipped with smart features for capitalization, revaluation and maintenance

Retail

- POS integration with payment gateways for faster billing
- Automated replenishment of stock to ensure product availability
- Day-end processes and pricing with outlets and sales tracking
- Discount management, memberships, loyalty programs and rewards

Customer/Vendor Portal

- Create customer/vendor specific portals and define data access
- Allow customers to raise orders right from the portal
- Initiate personalized communication and simplify data sharing
- Enable customers/vendors to view their respective business data with ease

Accounts Receivable and Payable

- Define terms for finance, payment and recurring auto invoices
- Advanced credit control system with customer appraisals and ratings
- Payment reminders and supplier rating for smooth vendor management
- Custom reports to monitor cash inflow and outflow

Manufacturing Resource Planning

- Define calendars, capacities, work centers, BOM and more
- Undertake analysis to measure capacity utilization against targets
- Gauge standard costs against actual consumption for efficiency
- Machine and material planning with order-based scheduling

INDUSTRY EXPERTISE

We cater to diverse industries. Showcasing the focused few where we excel.

OUR LOCATIONS

• Middle East • Indian Subcontinent • APAC • North America • United Kingdom

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