

# Pharmaceutical

Software at the core of your business



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# Traverse

## Pharmaceutical Business Solution

Traverse Pharmaceutical Manufacturing & Distribution provides your business with the functionality you expect in a modern manufacturing, distribution and financial management system. This solution is developed entirely with proven Microsoft technology, including a seamless integration with Microsoft Office and BackOffice products.

**Traverse Pharmaceutical Manufacturing & Distribution can help you keep track of the following:**

- Landed cost or actual cost of production
- Scrap and waste material
- Serial numbers for medical devices
- Lot history with expiration dates
- Raw materials and ingredients
- Finished goods
- Documents for regulatory controls
- Laboratory testing
- Manufacturing labor costs
- Shipping materials and freight charges
- Parts lists and bill of materials
- Subcontracted charges

***“Traverse has been instrumental to our phenomenal 20% growth per year for the past three years. We would not have done it without Traverse!”***

***-Carlos Fernandez, Victus Inc.***

## You know the demands of business today:

- Managing change whether in growth or recession.
- Maintaining both competitiveness and customer satisfaction.
- Making the most of capital investments.
- Controlling cash and inventory.
- Capturing timely, accurate information to help you profitably increase your business.

To meet those demands and compete successfully, you need a total business solution--from the front door of your organization to the back. One that can change when you change.

Traverse is a true total business solution offering a full range of accounting and business applications. Regardless of the size of your company, Traverse provides a solution that fits. From small businesses to large, growing companies with high transaction volumes, Traverse meets your specialized needs.

## Traverse is easy to learn and use. And that means maximized efficiency and productivity for your business.

- The rich-client experience provides the perfect balance between power and ease of use. Navigation is easy and natural, and multiple forms and reports can be displayed and worked with concurrently, maximizing your productivity.
- Role-based menus and options ensure that the software is optimized for the specific needs of each user.
- Each user can set preferences for menu styles, keyboard controls, toolbars and language sets, and you can specify how to navigate through many of the transaction screens to improve data entry efficiency.
- Drill-down and drill-around capabilities make it easy to find supporting data for financial and operations information.
- Built-in analytics provide the ability to instantly transform large sets of data into Pivot tables and charts for easy analysis.
- Traverse has a seamless interface to Microsoft Office and other productivity tools.
- Table-driven international and industry-specific language sets provide the opportunity to configure the software to use your terminology, making it easy to understand and navigate the software.

## Traverse conforms to the way you do business.

Business rules are used to tailor the software to your business needs. You determine the interaction of the applications, the level of audit control and the default functionality of the software via simple system settings.

Role-based activities are set up and available for different types of users within your company. For instance, users set up in a Sales role may have access to CRM contacts and opportunities, Sales Order quotes and orders, Inventory price and availability and Manufacturing available-to-promise information, while users in the Accounting role may be limited to GL journal entries and banking functions.

Each user can adjust the software to best meet their usage habits. Keyboard shortcuts and toolbar adjustments are stored by user. You can also choose from a number of menu and navigation styles; you can even select which language should be used.

Traverse offers flexible information retrieval, including predefined reporting using Microsoft Access and Excel. Native support for Microsoft Word, PDF, Crystal Reports and Microsoft's SQL Reporting Services is also provided.

If you are in need of additional functionality, Traverse has userdefined fields throughout that can help you further tailor the software to your needs.

The Traverse Design Studio gives you the ability to add custom fields and adjust screens for various users and roles; any changes made to the design are preserved when service packs and other updates are applied to the software.

## Easy maintenance with Microsoft SQL Server and .NET integration

Using Microsoft's industry leading tools ensures that the Traverse software is easy to use, deploy, and maintain. It also means that Traverse is reliable, scalable, and compliant with the latest technologies.

- Because Traverse uses Microsoft's SQL Server database, it can easily scale from serving a single user on a desktop computer to serving hundreds of users deployed around the world.
- The built-in analytics found in Traverse provide instant PivotTable analysis and charting direct from the data inquiry screens. For more advanced needs, the Advanced Information Analyst application provides true data warehouse functionality and extended analysis tools.
- Traverse can be deployed in a LAN (local-area network), WAN (wide-area network), as a thin-client (browser-based) application, or in a mixed-mode.
- Web-based eBusiness and mobile, hand-held solutions using Windows Mobile, wireless and .NET technologies extend Traverse beyond the back office to the front lines of your business.
- Workflow and collaboration are a snap using Microsoft's SharePoint or other intranet portal products integrated with your Traverse ERP applications.
- Smart-client technology further integrates Traverse with Microsoft's Office suite. For example, you can create dunning letters in MS Word that extract data from Traverse. Or, use MS Excel to manage a complex budget or forecast process and push that data back to your Traverse ERP.
- Our new .NET framework allows us to deliver updates quickly and in the background, removing the necessity for laborious periodic update processes. It also allows customizations to the software that inherit the look and feel of the core program, as well as seamless integration with third-party software systems.

## Pharmaceutical Manufacturing & Distribution

Traverse Pharmaceutical Manufacturing & Distribution provides your business with the functionality you expect in a modern manufacturing, distribution and financial management system. Additionally, this unique software has been designed to accommodate your industry's needs.

We understand the continuous changes and regulations associated with the pharmaceutical industry and have devised a system that will help you with the wide variety of functions you need on a day-to-day basis. Our solution will help you gain additional efficiencies in daily operations without sacrificing a solid financial reporting foundation.

### TRAVERSE CAN HELP ADDRESS ISSUES UNIQUE TO YOUR INDUSTRY, INCLUDING:

- Multi-government regulations specific to each country, including FDA approvals
- Flexible pricing on a per customer, per product basis
- Chargeback Tracking
- Sales order and manufacturing production forecasts
- Authorizations by country for product sale and distribution
- Warehouse management and logistics tracking
- Multi-currency adjusting for importing and exporting
- Document storage and retrieval
- Seamless e-business ordering for your customers
- Real time data and reporting for your accounting team
- FedEx and UPS interfacing

## Distribution

Traverse Distribution allows you to penetrate new markets and improve your ability to serve your existing customers. You'll be able to make informed buying and selling decisions, improve customer service, and save money. These applications are designed to make companies more efficient and more productive, regardless of the size and scope of the distribution channel.

Integrated with Traverse accounting solutions, these distribution applications cover your needs:

- Inventory
- Sales Order
- Purchase Order
- Bill of Materials/Kitting
- Distribution Requirements
- Planning (DRP)
- Warehouse Management
- CRM
- Landed Cost

## Accounting

Single source Traverse solutions begin with a Microsoft platform and feature-rich accounting software—solutions that are flexible, easily customized, scalable and portable. This gives you a single point of contact for all your business solution needs, from your back office accounting system to your industry specific solution to the Internet. Extract useful information and perform effective analysis and reporting with these accounting applications:

- General Ledger
- Accounts Payable
- Accounts Receivable
- Payroll
- Enhanced Payroll Tax Reporting
- Direct Deposit
- Bank Reconciliation
- Fixed Assets

## Manufacturing

The Traverse Manufacturing solution provides the functionality and value you need to improve your operational efficiency. All applications were designed with a focus on the flexibility required in make-to-order and mixed-mode manufacturing environments. Traverse Manufacturing is best suited for small to mid-market manufacturers who are looking for an affordable solution. Integrated with Traverse Hand Held Solutions as well as accounting and distribution applications, our manufacturing solutions will make you more streamlined, more productive and better informed. Applications include:

- Bill of Materials
- Routing and Resources
- Production
- Warehouse Management
- Material Requirements Planning
- Purchase Order
- Inventory

## Portals

Traverse Portal solutions are platform-independent, feature-rich, competitively priced solutions for growing businesses that allow you to streamline key business processes with Traverse accounting applications. You will maximize efficiency and make it easier to do business with customers, vendors and partners using these Traverse Portal Solutions:

- Customer Inquiry
- Customer Order Entry
- CRM
- Dashboard
- Sales Rep

## Applications

### ACCOUNTING

- General Ledger
- Accounts Payable
- Accounts Receivable
- Payroll
- Banking
- Bank Reconciliation
- Fixed Assets

### DISTRIBUTION

- Inventory
- Bill of Materials/Kitting
- Purchase Order
- Sales Order
- Warehouse Management
- Requirements Planning

### MANUFACTURING

- Bill of Materials
- Production
- Requirements Planning
- Routing and Resources

### REPORTING

- Interactive Views
- Info-Alert
- Enhanced Payroll Tax Reporting
- Digital Dashboard

### FEATURED VERTICALS

- Project Costing
- Point of Sale
- Not for Profit
- CRM

- Service Director
- Electronic Data Interchange
- Multicurrency

### PORTAL APPLICATIONS

- Customer Inquiry Portal
- Customer Order Entry Portal
- CRM Portal
- Dashboard Portal
- Sales Rep Portal
- Project Costing Portal
- Service Director Portal
- Payroll Portal
- Executive Portal
- Financial Portal
- PO Approval Portal



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