



Solutions for the crisis

Charisma Business Suite

AGENDA

- **Process optimization for internal costs reduction purpose**
- **New tools & new operational benefits**
- **Lower financial risk for your company**



Process optimization

Sale process

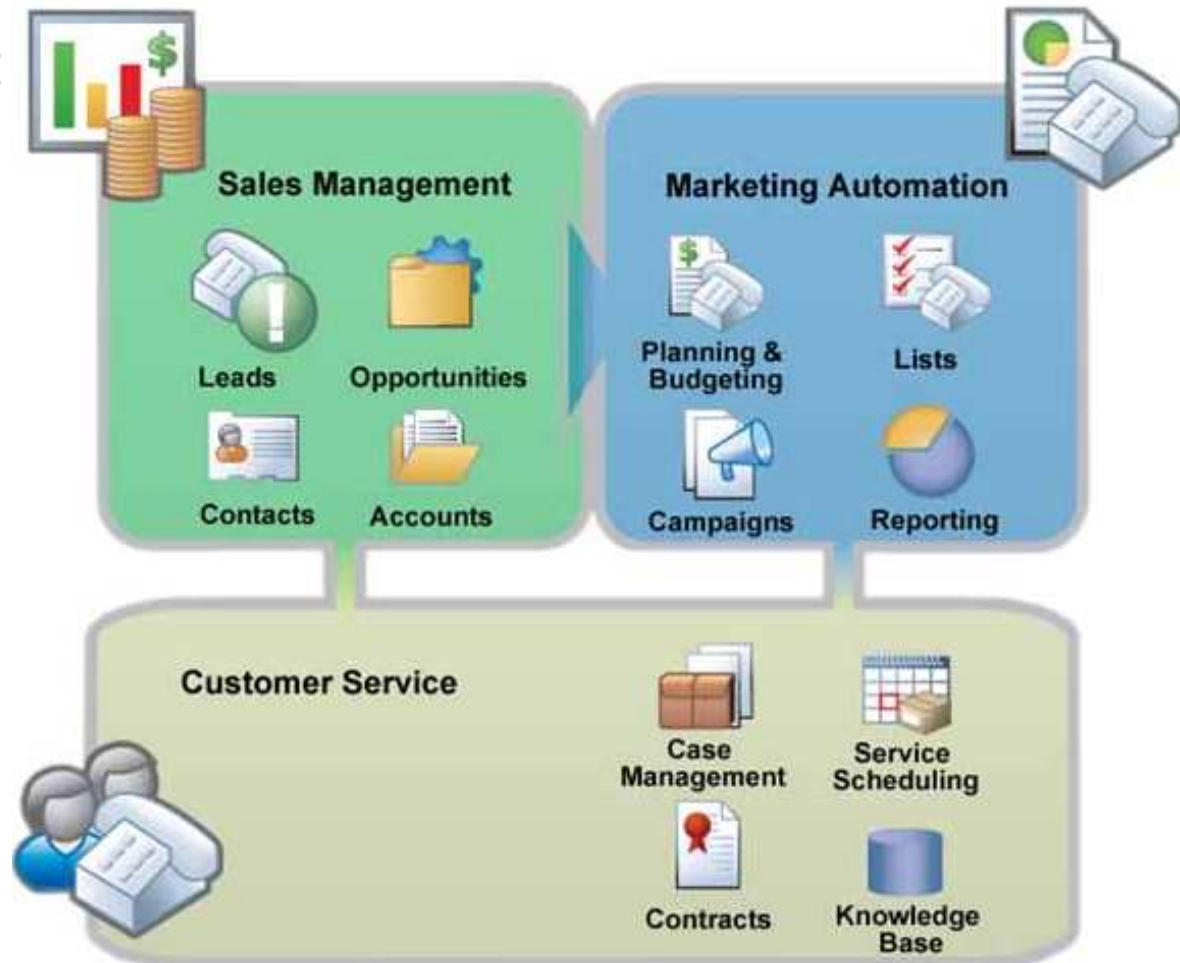
- **Sales Management**

- Lead
- Opportunity
- Contact
- Account

- **Marketing**

- Planning & budgeting
- Promotion campaigns

- **Client & contract**



Process optimization

Post-Lead. Post-Opportunity. Post-Sale

- Targeted marketing campaigns

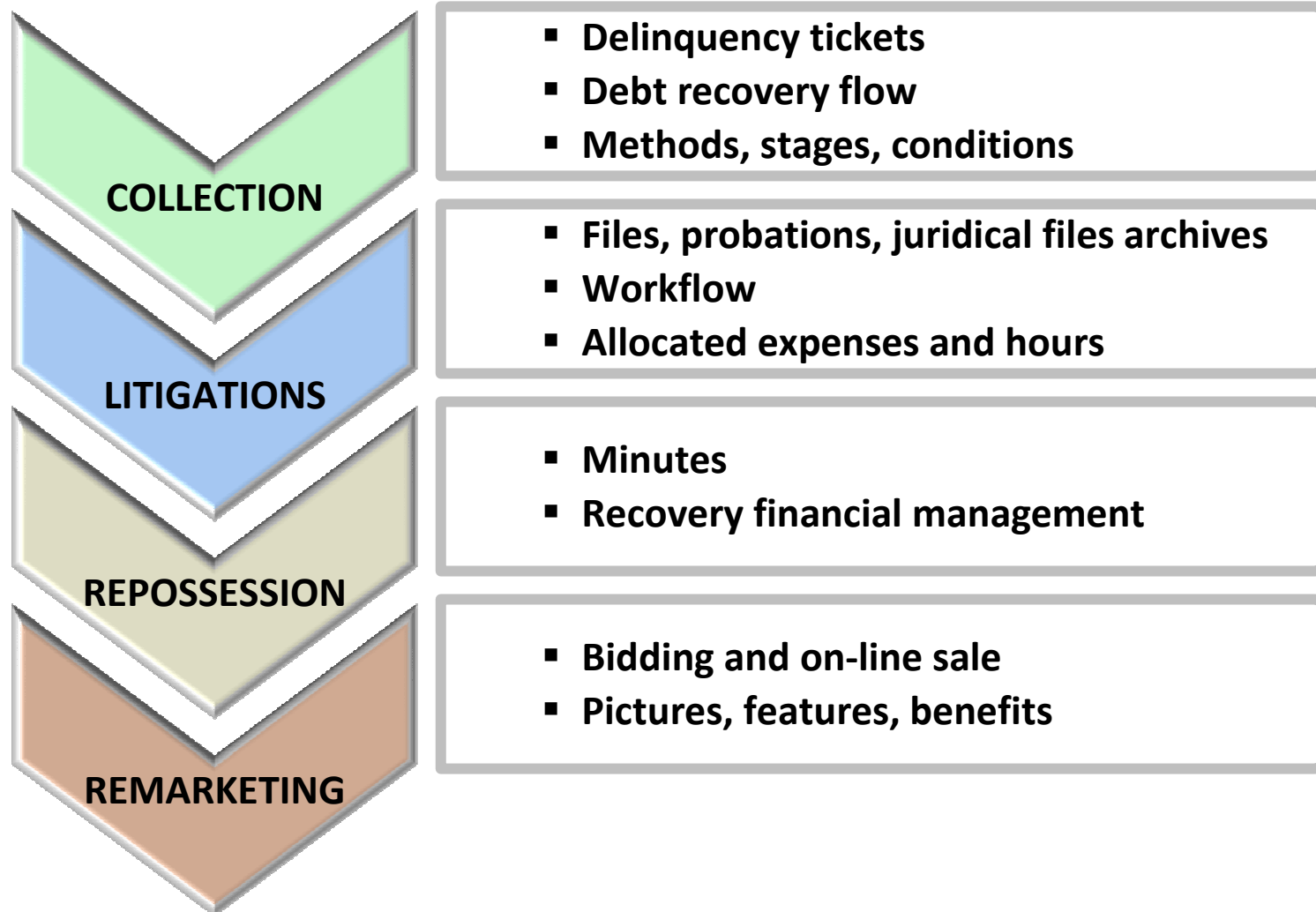
- Contract restructuring & refinancing

- Performance & profitability analysis
 - Charisma Analyzer (BI)
 - Charisma Cell Monitor



Process optimization

Leasing contract finalization



Legal / Litigations

Juridical procedures and files

- **Reduces paper costs**
 - Structured information in electronic form
- **Increases data accuracy and productivity**
 - Centralized database
 - Optimal operational flows, no redundant work
 - Quick data retrieval
- **Reduces operational risk**
 - Default workflows
 - Roles
 - Security levels



ePaymentApproval

On-line payment approvals. Secured

- **Payment approval flows on 3 security levels**
- **On-line PO generation, following the approval**
- **Creation. Validation. Change. Back-office transfer**



ePaymentApproval

On-line payment approvals. Secured

- **Documents and statuses traceability**

- **Comment posting**

- **Reports**
 - Issued payment orders
 - Comments on payment documents
 - Details on the payment orders



eInsurance

On-line policy generation

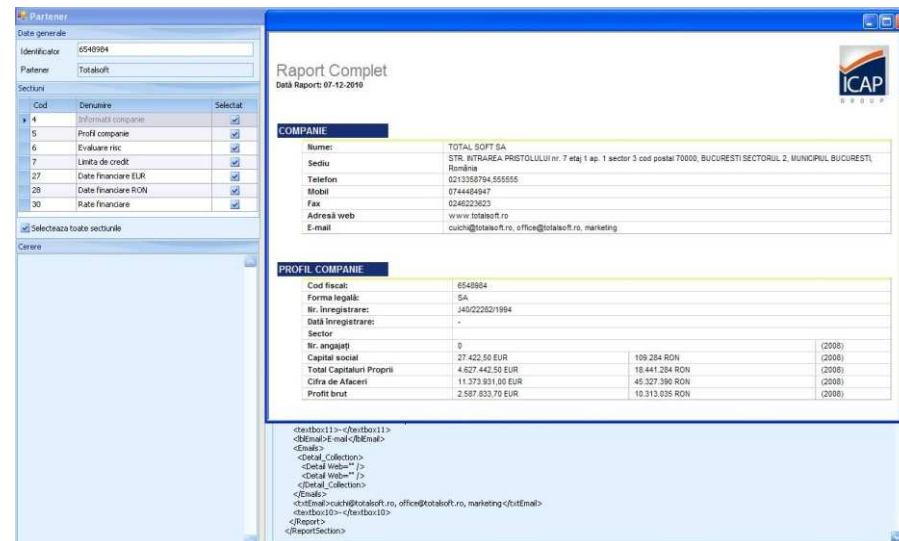
- **Competitive advantage**
- **Transparency of the insurance products offer**
- **Consultancy and customized solutions**
- **Damage policy and files**
- **TPL issuance and due notifications**



Financial Risk Assessment

Integration with the ICAP database

- Official data sources
- Present at any stage of the leasing process
- Low financial risk
 - Company profile
 - Shareholding structure, History
 - Employees
 - Real guarantees
 - Payment incidents
 - Credit limit etc.



The screenshot displays a software interface with two main panels. The left panel, titled 'Partener', shows a search form with 'Identificator' set to '6540984' and 'Partener' set to 'Totalsoft'. Below the form is a table of sections with checkboxes for selection.

Cod	Denumire	Selectat
4	Informații companie	<input checked="" type="checkbox"/>
5	Profil companie	<input checked="" type="checkbox"/>
6	Evaluare risc	<input checked="" type="checkbox"/>
7	Linia de credit	<input checked="" type="checkbox"/>
27	Data financiare EUR	<input checked="" type="checkbox"/>
28	Data financiare RON	<input checked="" type="checkbox"/>
30	Rate financiare	<input checked="" type="checkbox"/>

The right panel, titled 'Raport Complet', shows a detailed report for 'TOTAL SOFT SA'. The report includes company information, a financial profile, and a table of financial data for 2008.

COMPANIE

Numar: TOTAL SOFT SA
 Sediu: STR. BTRAREA PRISTOLILUI nr. 7 etaj 1 ap. 1 sector 3 cod postal 70000, BUCURESTI SECTORUL 2, MUNICIPIUL BUCURESTI, România
 Telefon: 021258794.555555
 Mobil: 0744404617
 Fax: 0246223623
 Adresa web: www.totalsoft.ro
 E-mail: cuich@totalsoft.ro, office@totalsoft.ro, marketing

PROFIL COMPANIE

Cod fiscal: 6540984
 Forma legală: SA
 Nr. Inregistrare: J402280/1994
 Data Inregistrare: -
 Sector: -
 Nr. angajați: 0
 Capital social: 27.422,50 EUR (2008)
 Total Capitaluri Proprii: 4.627.442,50 EUR (2008)
 Cota de Alaceni: 11.375.931,00 EUR (2008)
 Profit brut: 2.587.833,70 EUR (2008)

At the bottom of the report, there is XML code for data collection:

```
<#textbox11> -</#textbox11>
<#Email>E-mail</#Email>
<#Email>
<#Detail_Collection>
<#Detail_Web>
<#Detail_Web>
<#Detail_Web>
<#Detail_Collection>
<#Email>
<#Email>cuich@totalsoft.ro, office@totalsoft.ro, marketing</#Email>
<#textbox10> -</#textbox10>
</Report>
</ReportSection>
```


Questions



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