

8thManage™ BIS

Real Time

Front Office	Sales & Marketing Lead & Opportunity Client Relationship & Deal
Middle Office	Revenue, Pipeline & P/L Resources & Engagement Partnership & Outsourcing
Back Office	Product & Fixed Asset Supplier & Procurement Finance & AP/AR

Integrated Management

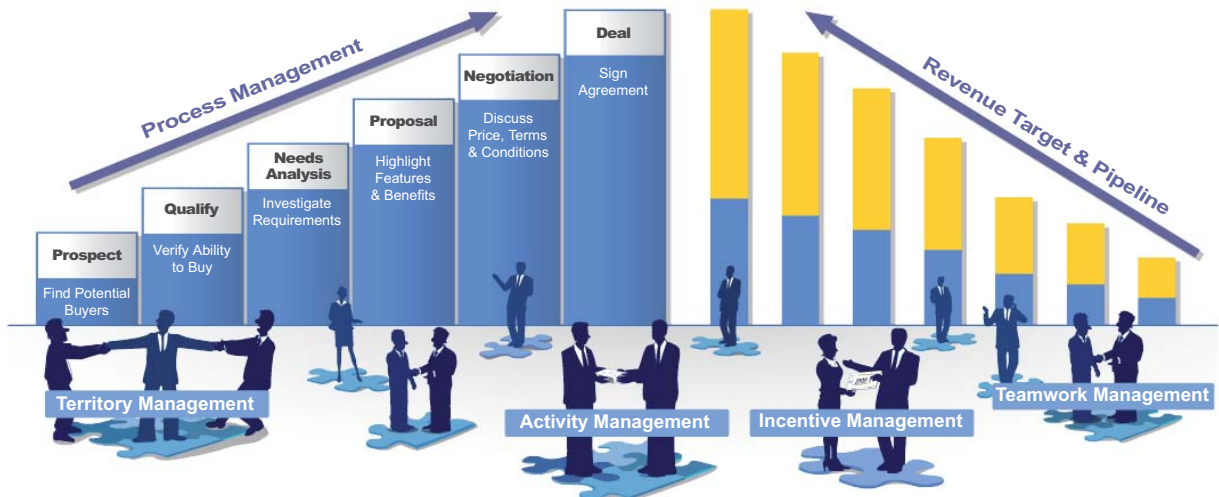


Integrating and Automating the Front and Back Office

BIS is an integrated suite of applications for the management of all your business processes and for the dissemination of real-time information throughout your organization. BIS Sales, Marketing, and CRM modules improve effectiveness of the front office by increasing visibility and collaboration. BIS Order, Contract and Financial Management modules provide the analysis, internal control and reporting tools needed to run the back office.

Full Sales Force Automation

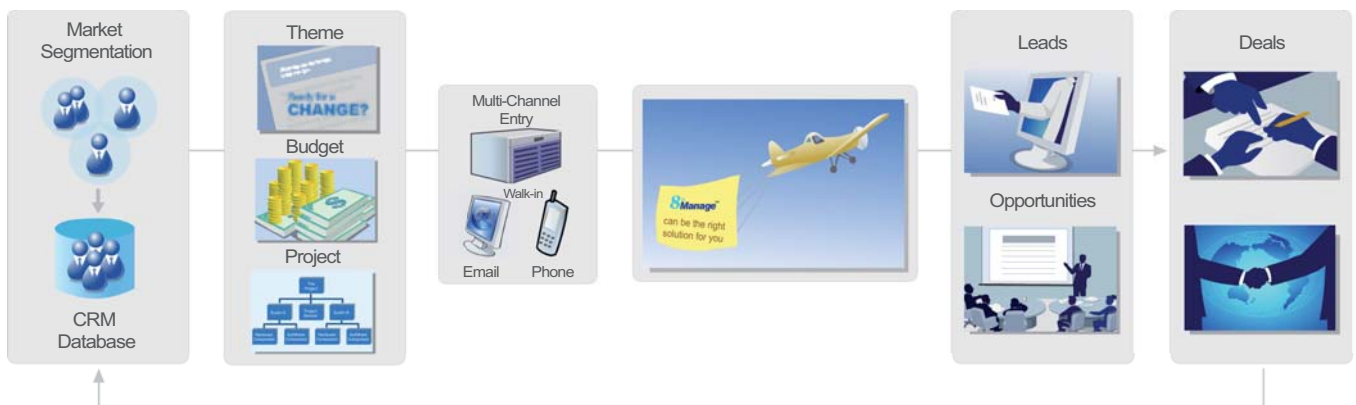
8thManage™ BIS controls the entire sales cycle, providing lead management, marketing automation, opportunity management, territory management, strategic selling, team selling and every-deal-is-a-project features. It captures leads online, manages lead sources, qualifies leads, manages lead conversion, assigns accounts, defines responsibilities, tracks results and manages performance. It also provides integrated sales and marketing capabilities and closed-loop marketing through segmentation and campaign management



Integrated Sales & Marketing

Campaign Management

8thManage™ BIS helps define markets and manage campaigns; it guides the establishment of project goals and a theme. 8thManage™ BIS assists in prospect search by segment and interest. It helps to manage campaign budget, activities and to channel execution; performs campaign-to-sales analysis and track return leads and opportunities.



Lead Management

8thManage™ BIS measures the number of qualified leads and the subsequent business volume to provide useful data to manage sources. It measures the sales progress against time to ensure proper assignments. It tracks interactions and measures efforts and cost against results to help improve sales methods and performance.



Combined Opportunity & Strategy

8thManage™ BIS combines opportunity and strategy management in sales situations. It centralizes and tracks all opportunity proposals, investment and return planning, prioritization and approvals, milestone planning and progress, efforts and confidence-levels, and actual costs and returns. It also provides a framework for strategic and team selling



Team Selling

8thManage™ BIS provides full support for team selling by

- Defining team structure and members
- Specifying different roles and responsibilities
- Tracking individual and joint responsibilities
- Establishing team revenue targets and measuring performance
- Directing team activities and managing commitments



Client Referencing and Interaction Management



8thManage™ BIS records and tracks all client interactions and results

- Categorizes interactions
- Records purposes, dates and participant lists
- Tracks key decision makers and influencers
- Links interaction records with expense reports
- Tracks results and follow-up activities

Lifetime Client Relationship Management (CRM)

8thManage™ BIS provides tools for complete client lifecycle management. In BIS you can document all customer correspondence and make current client information available to your entire sales team. BIS provides features to track satisfied clients for up-selling and cross-selling opportunities and identifies inactive customers for follow-up



Centralized Account and Contact Information

8thManage™ BIS organizes and maintains complete accounts and contact repository

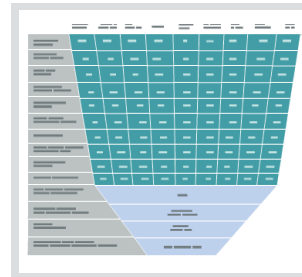
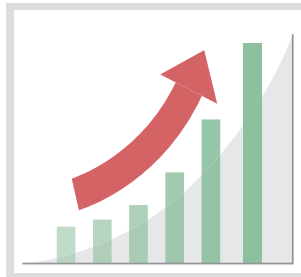
- Client organization chart
- Financial summary
- Contact information
- Topics and events interested
- Reference & up-selling information
- Interaction & results
- Quotation / deal/order / license information
- Interaction & results
- Quotation / deal / order / license information
- Delivery & satisfaction information
- Invoice & payment information



Enterprise Revenue and Pipeline Management

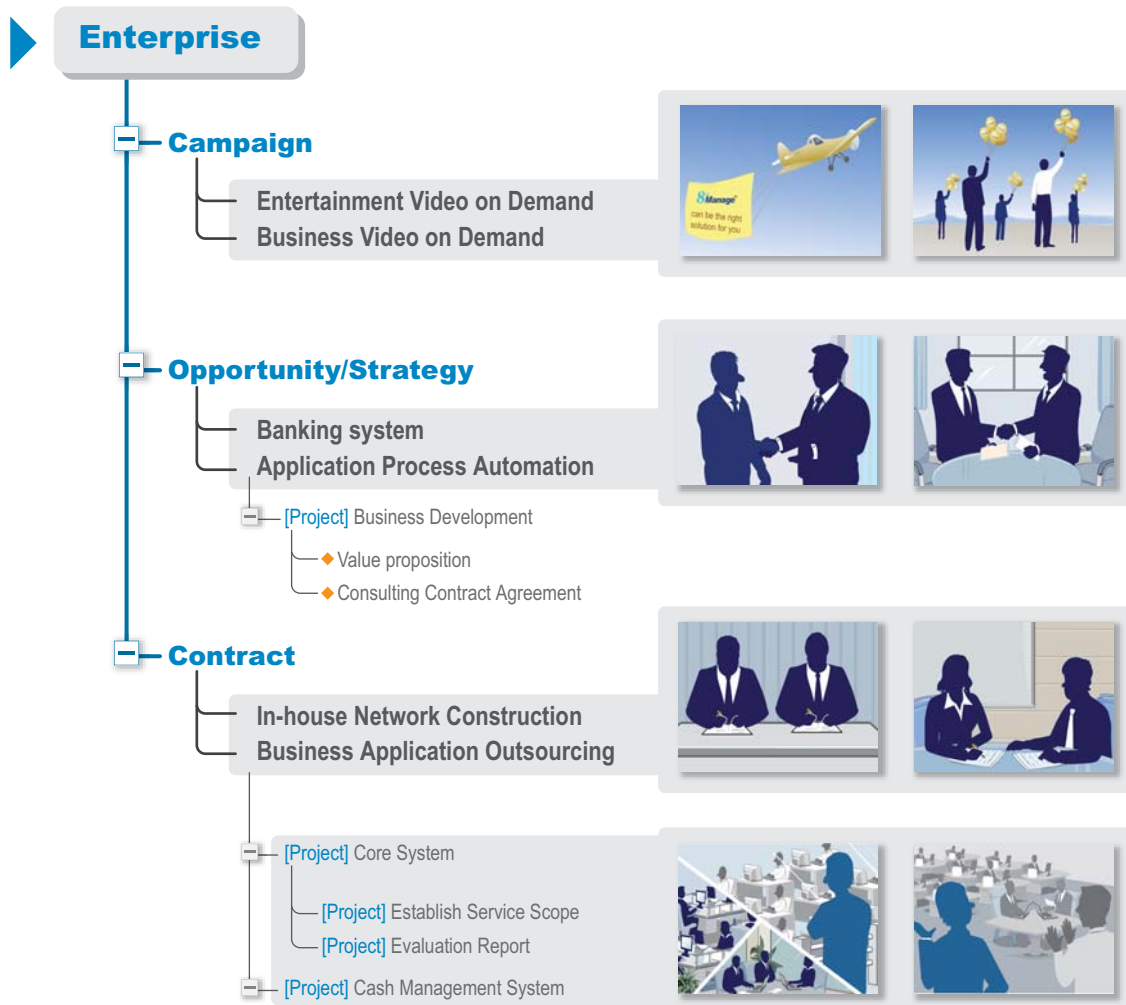
8thManage™ BIS helps teams to set their targets and track their progress and pipelines by providing the framework for users to:

- Set revenue targets
- Recognize revenue and income in real-time
- Detect early changes in sales outlook and analyze forecast variance
- Track revenue by region, group, business type and currency
- Analyze the new business pipeline



Global Business Map

8thManage™ BIS provides you with orderly and transparent information to improve your manageability.



United Contract & Project Management

8thManage™ BIS supports the entire deal cycle, from proposal through project execution and contract closure, by

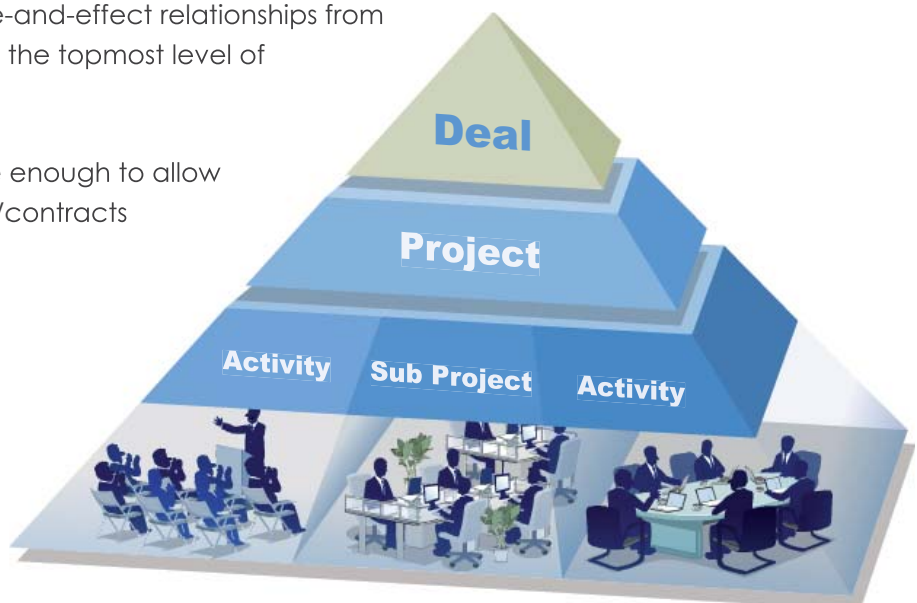
- Analyzing opportunity risks and establishing a business case
- Prioritizing and approving new business pursuits
- Creating estimates, quotes and proposals
- Establishing and tracking multiple revenue streams
- Defining contract scope and managing project execution
- Monitoring milestone completion and commitment performance
- Tracking change requests and resolutions
- Managing commissions, indirect discounts and profit/loss accountability



Every Deal Is a Project

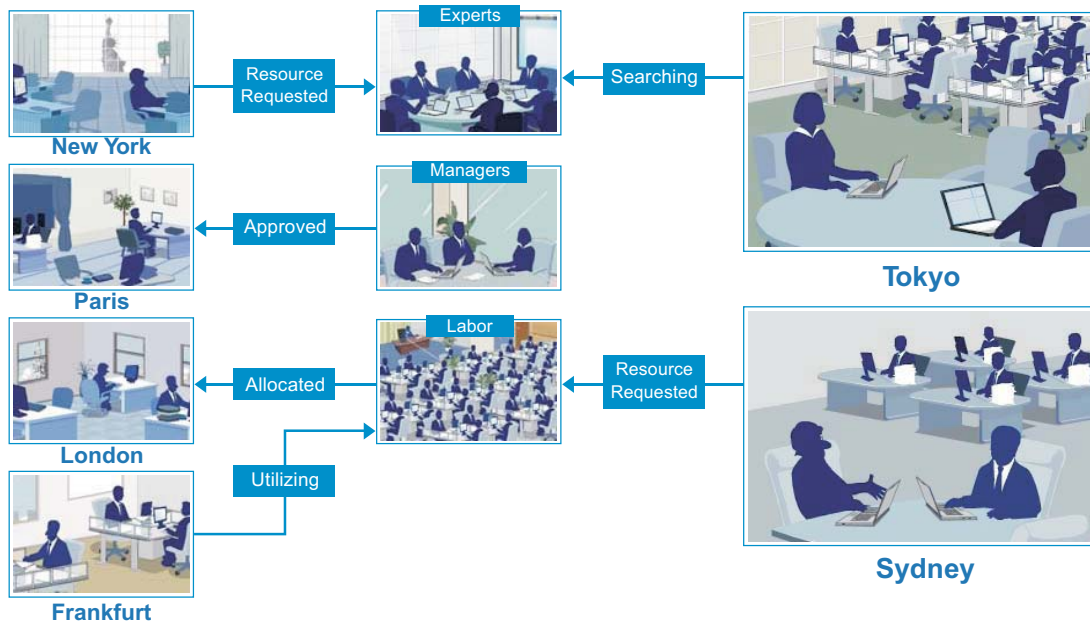
8thManage™ BIS provides integrated business and project management capabilities and allows the business managers to see not only the key performance indicators, such as (a) profit & loss, (b) service level agreement, (c) project percentage of complete and (d) schedule and cost consumptions in real-time, but also the cause-and-effect relationships from the lowest level of activities to the topmost level of the business results.

8thManage™ BIS is also flexible enough to allow multiple levels of nested deals/contracts and projects.



Distributed Resource Management

8thManage® BIS provides capabilities for searching, requesting, allocating and tracking resources in multiple geographical locations, groups, programs, projects and activities.



8thManage® provides the tools necessary to meet and exceed your immediate HR needs including eRecruitment and End-to-end Recruitment Management, Employee Records, Attendance, Shift & Utilization Management, Compensation & Payroll, Benefits, Training & Performance, eLeave and Employee Self-services; the automation it provides gives you better efficiency and control. More importantly, 8thManage® provides you the framework to manage Group Learning & Information Capital, Structured Collaboration, Process & Execution Discipline and KPI & Commitment Management. With 8thManage®, your immediate needs will be met; your core competence will increase; and you will be able to manage and develop your human resources to their fullest potential. All of which will enable you to enjoy long-term competitive advantages.

Outsourcing Management

8thManage® BIS provides the framework to allow you to plan an outsourcing deal thoroughly and select your strategy and outsourcing partners wisely. BIS also provides real-time monitoring and measurement tools to enable you to detect problems at the earliest possible time.



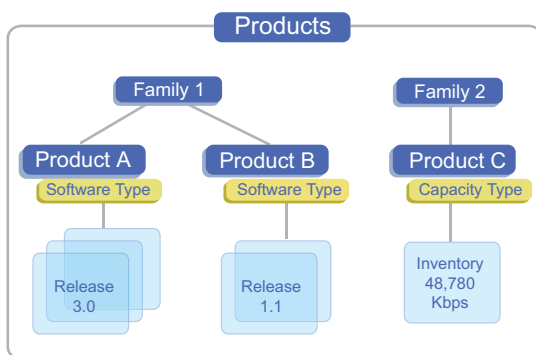
Budgeting, Aggregation and Tracking

8thManage™ BIS provides organizational budgeting and actual cost-tracking capabilities to enable the assembly and dissemination of financial information across functional departments, projects or business units in real time

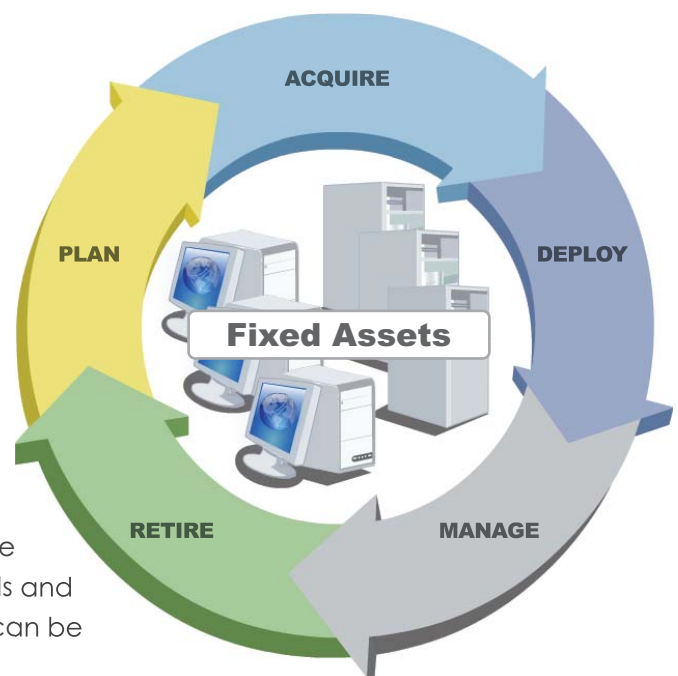
USD '000	Operating			Capital		
	Budget		Actual	Budget		Actual
	Approved	Forecast		Approved	Forecast	
Enterprise	57,000	8,600	38,314	8,000	0	7,307
Business Unit 1	38,000	6,400	28,624	6,000	0	5,485
Department A	22,000	0	12,380	3,800	0	3,701
Department B	16,000	6,400	16,244	2,200	0	1,784
Business Unit 2	19,000	2,200	9,690	2,000	0	1,822

USD '000	Budget (Approved+Forecast)				Actual			
	2008				2008			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Operating	5,000+0	5,200+0	5,800+0	6,000+0	4,800	4,900	2,680	
Equipment								
Labor	3,800+0	3,900+0	4,200+0	4,400+0	3,750	3,860	1,817	
Direct	3,000+0	3,000+0	3,000+0	3,000+0	2,900	2900	1,267	
Indirect	800+0	900+0	1,200+0	1,400+0	850	960	550	
T&E	989+0	984+0	1,284+0	1,284+0	896	732	555	
Depreciation	211+0	316+0	316+0	316+0	154	308	308	308
Capital	3,800+0				3,701			
Equipment	3,800+0				3,701			
Facility								

Product and Fixed Asset Management



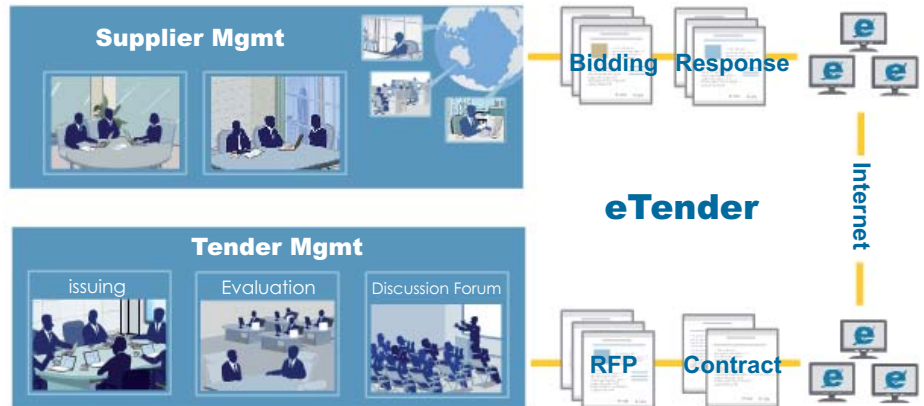
8thManage™ BIS provides a framework to manage different families of products and different types of products (e.g., hardware, software, capacity) to be sold to clients. It also provides a framework to manage fixed assets. It computes their book value according to the pre-selected depreciation methods and tracks their states. In 8thManage™ BIS, a fixed asset can be associated with an organization or a contract.



Supplier and Procurement Management

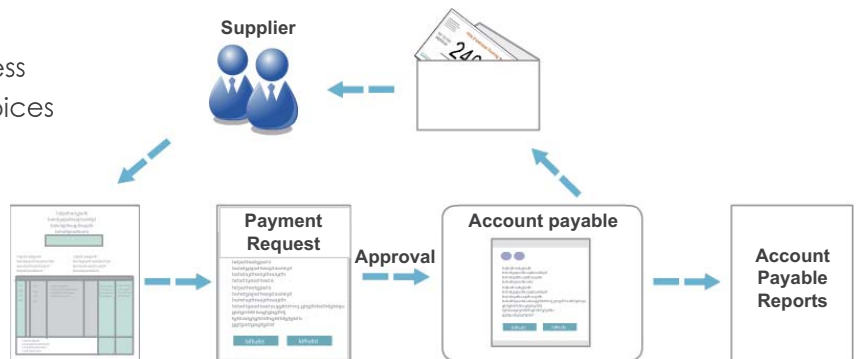
8thManage™ BIS helps the organization evaluate and select suppliers and quickly integrate them into the team. BIS fosters visibility and understanding of

- Supplier information
- Qualification process
- Pre-selection process
- RFI/RFP/RFQ process
- Relationship management
- Supplier-as-a-team-member
- Delivery and satisfaction checks
- Escalation and blacklist

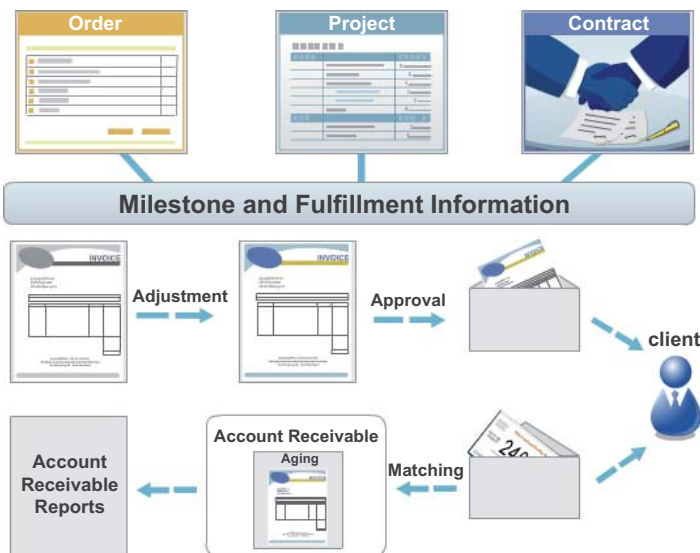


Invoice Received and Account Payable

8thManage™ BIS allows you to track order fulfillment status, project progress and payment terms to generate invoices to bill clients.



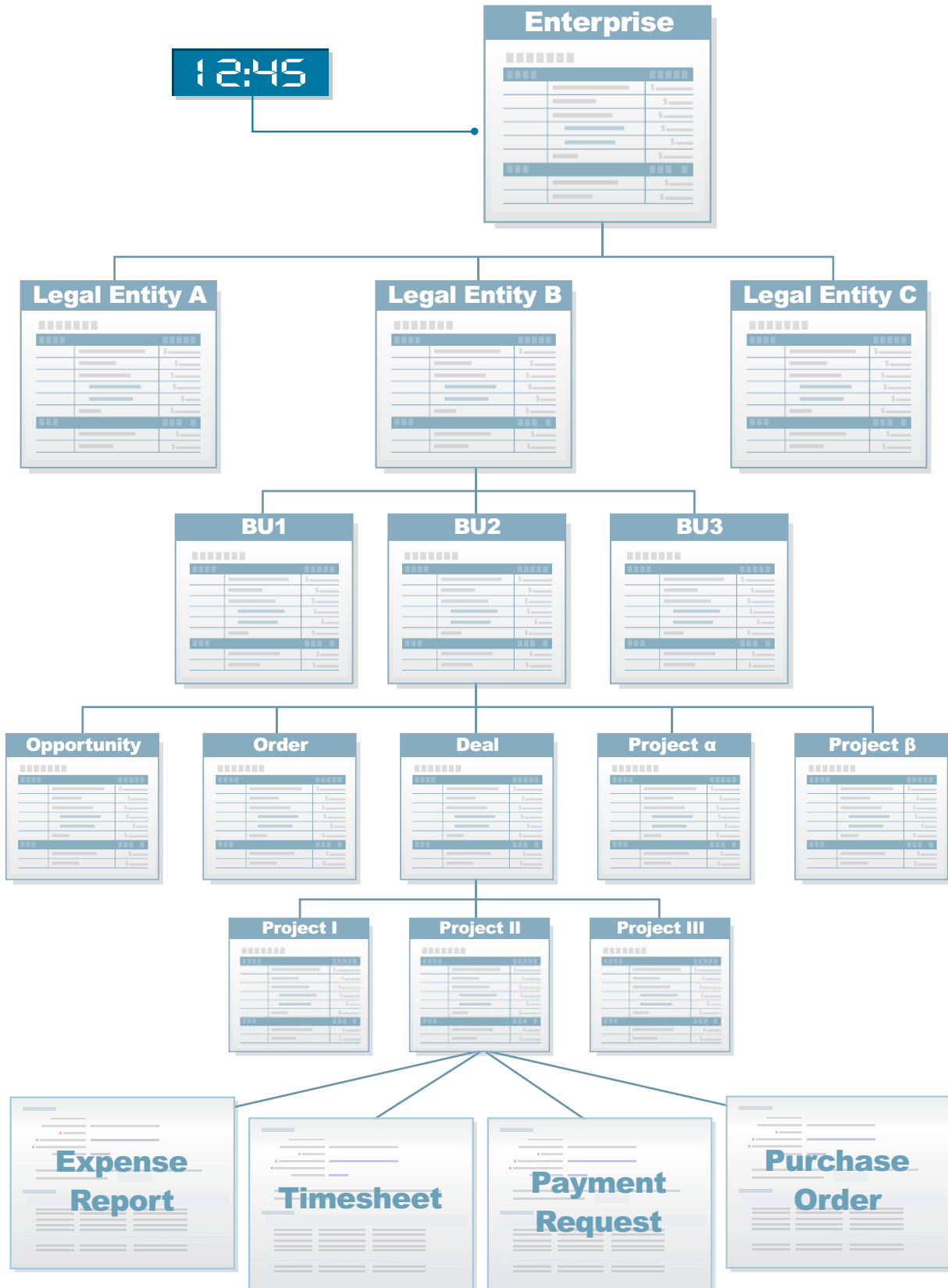
Invoice Generation and Account Receivable



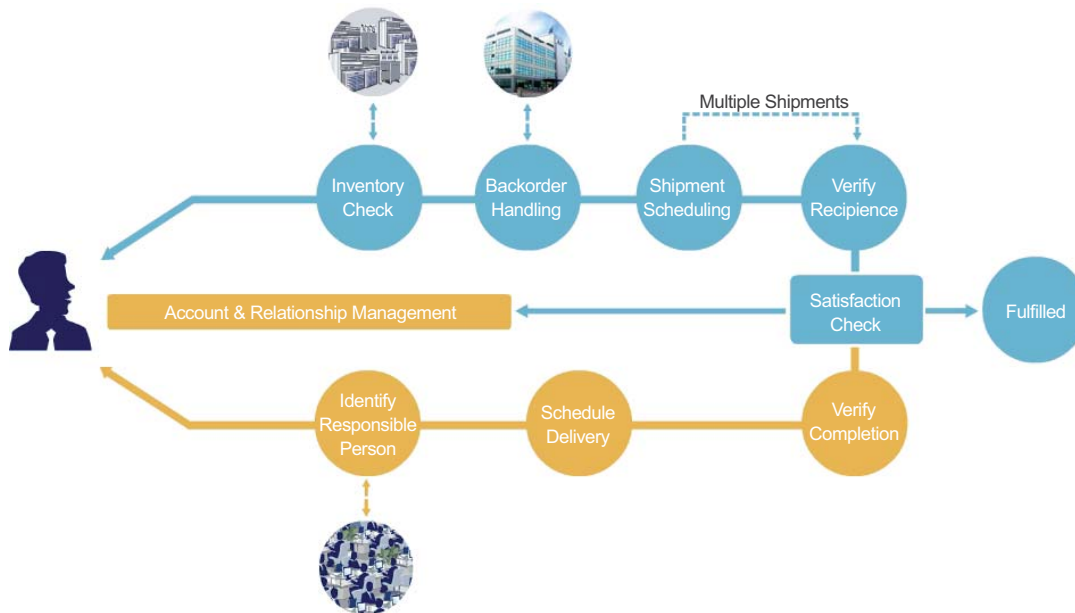
8thManage™ BIS allows you to track order fulfillment status, project progress and payment terms to generate client invoices. Integration with front-line project management systems and automated workflow notifications accelerate billing process to improve cash performance across the enterprise.

Comprehensive Cost Accounting

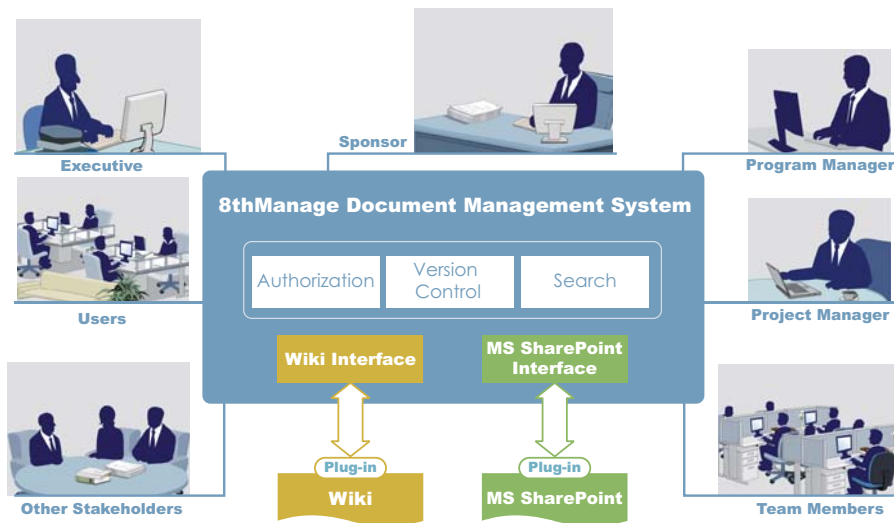
8thManage™ BIS provides flexible cost accounting and P&L performance tracking, for the entire enterprise and down to individual delivery order and project levels. All financial information is aggregated and reported in real-time with configurable alerts and notifications to keep stakeholders informed



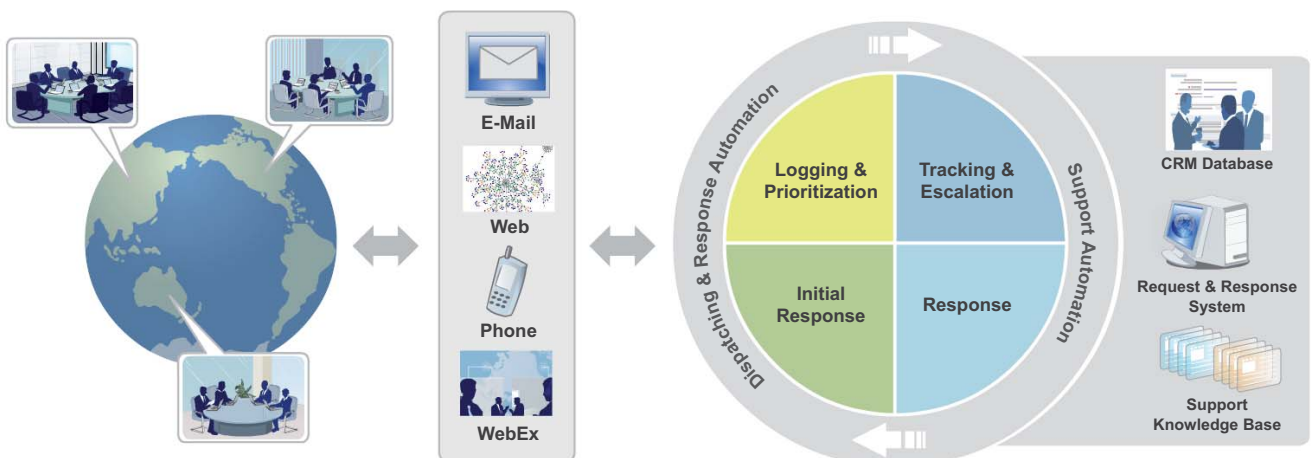
Client Order Management



Complete Document Management System



Worldwide Help Desk Management



8thManage[®] BIS

Modules	Main Functions	Modules	Main Functions
Marketing Management	<ul style="list-style-type: none"> Campaign planning and management Multi-channel implementation of campaigns Campaign executions (email / SMS marketing, etc.) and real-time result tracking and monitoring Campaign performance assessment 	Supplier Management	<ul style="list-style-type: none"> Supplier basic information Vendor products, pricing, management Tender response management, product information and price auto maintenance site Purchase contract/order management Account payable/business tracking
Lead, Client, Partner, Agent Management	<ul style="list-style-type: none"> Database management of client/partner/agent Type/qualification/level/credit rating/area-price management Classified view of client/partner/agent information BI analysis Tracking the business between client/partner/agent and us 	Competition Management	<ul style="list-style-type: none"> Competitor information management Competitor analysis and assessment management Win-Loss record tracking
Sales Management	<ul style="list-style-type: none"> Sales calendar management Sales opportunity/strategy management Contract/Order Management (details refers to "Contract/Order Management" section) Sales performance evaluation and statistics Outlook synchronization and integration PDA support 	Finance Management	<ul style="list-style-type: none"> Expense request/expense advance/reimbursement management Financial performance KPI and related statements Purchase Order (sub-ledge) Marketing campaign account (sub-ledge) Contract accounting (sub-ledge) Inventory accounting (sub-ledge) Project accounting (sub-ledge) Revenue recognition and pipeline mgmt Payroll (sub-ledge) Account Receivable & Account Payable (sub-ledges that you already mentioned) Income statement of business Entity and Enterprise Cross-legal entity income statement Cash flow statement of business Entity and enterprise
Quotation/Contract/Order Management	<ul style="list-style-type: none"> Contract/order management and tracking Profit margins, accounting of cost/revenue in contract/order Contract SLA management Contract performance (linked to production & operation projects), issue/risk/interaction management Contract procurement (linked to procurement management), cost, resource management BOM-bill of material, receive materials and procurement management 	Human Resource and Performance Management	<ul style="list-style-type: none"> Basic information of staff/skills/hr use E-recruitment and end-to-end recruitment management Compensation and benefit management Attendance, leave and duty roster management Training and performance appraisal management Employee self-service
Transregional and Transnational Store Management	<ul style="list-style-type: none"> Client management POS connection and stores sales, goods in stock and purchase. Contract (e.g. lease) Management Store HR management Store facilities management Store finance management 	Service Management	<ul style="list-style-type: none"> Customer self-service site Customer issue/consultation/complaints Customer satisfaction Customer analysis and embedded UI
Production and Operation Project Management	<ul style="list-style-type: none"> Requirement/change/defect management Production project planning/implementation monitoring Production progress and receivable management Quality management, issue and risk management/interaction management Timesheet management Production material/cost/procurement management, equipment receiving management Research & Development (R&D) project management 	Document and Knowledge Management	<ul style="list-style-type: none"> Library template management Library management/knowledge map Configuration integration (SVN/CVS, etc.)
Efficient Project Management Office	<ul style="list-style-type: none"> Goal formulation, validation and tracking Service Level Agreement (SLA) management Real-time monitoring for multi-project cost, resource, deliverable and risk 	Overall Operation Status Monitoring	<ul style="list-style-type: none"> Performance indicators/statistics of each business Monitor dashboard/Alarm Business Map (OGSM)
Produce, Procurement and Inventory Management	<ul style="list-style-type: none"> Product information and inventory management Product analysis and performance evaluation Product BOM structure management 	Business Intelligence (BI)	<ul style="list-style-type: none"> Various kinds of Reports 2D Report Generator
		Infrastructure	<ul style="list-style-type: none"> Facilities and equipments management and requisition Announcement management OA documentation and process management Organization structure/staff/role management Management flow/rule/parameter management Customized fields/page Customized menu/Dashboard Email/SMS interface

www.wisagetech.com

Wisage Technology is an international software product company with clients in many countries and regions, including the U.S., Canada, China, Hong Kong, Taiwan and Singapore. It offers the following solutions to increase the efficiency and effectiveness of your enterprises:

- 8thManage[®] CRM** : State-of-the-Art Customer Relationship Management Solution
- 8thManage[®] Simple PM** : Easy to Use, Cost Effective Project Management Solution
- 8thManage[®] PM** : Advanced Tool for Project Planning & Execution
- 8thManage[®] PMO** : High Performance PMO for Enterprises
- 8thManage[®] PSE** : Effective Portfolio & Strategy Execution
- 8thManage[®] PSA** : Full Automation for Professional Service Businesses
- 8thManage[®] TOM** : Total Outsourcing Management for Enterprises
- 8thManage[®] SPM** : Supplier and Procurement Management Solution
- 8thManage[®] HR** : Interactive Human Capital Solution
- 8thManage[®] FAS** : End-to-End Business Automation and Integration Solution
- 8thManage[®] BIS** : Comprehensive Customized Business Solution
- 8thManage[®] ERP** : Complete Solution for Client, Project, Production, Inventory and Supply Management

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