

Full Automation Suite Advantage

Full enterprise **Automation** in one system

View entire enterprise **Performance** on one screen



Business Application History & Need for Change



Computer software has been used by business managers for 40 years. During the first 20 of those years, the applications available were discrete; they processed data and produced reports. They often ran on different computer systems and could not share data or cross-company business procedures, resulting in inconsistency and inefficiency.

During the next 20 years, efforts and funding were spent in integrating these islands of automation. EAI (Enterprise Application Integration) technology in various forms has been used to connect disparate applications. Despite big spending and strong sponsorship by powerful leading vendors and specialist companies, 70% of EAI projects failed, according to a July 2003 EAI Industry Consortium workshop.

The use of an integrated business solution is critical to the success of companies. Is there a better way?

Yes, there is.

While big software vendors continued to make good money by acquiring smaller companies and continued producing applications that were not integrated, a new breed of application developers started to design and develop a new kind of business software with functionalities and performance exceeding those offered by legacy applications.

Why have they not done this sooner? The reason is simple. The technology was not ready and the designers were acquiring the skills and gaining the experience to do the job.

Wisage Technology® & 8thManage® FAS

Wisage Technology is a developer of and service provider for high performance business solutions. It was founded in June 2004 by three veteran technology and business application experts.

Stephen Law, founder, CEO and chairman of Wisage Technology, has over 20 years of leadership experience in software/IT business and had held executive level positions at Bell Labs, Perkin Elmer, Concurrent Computer, Digital Equipment, Citibank, Perot Systems, InterWorld and Hong Kong Exchanges and Clearing before taking up the helm at Wisage Technology. Such experience gave Stephen in-depth knowledge of the latest technology and an understanding of the intricacies and requirements of business applications, skills that are essential for the design of the next generation of business software solutions.

8thManage is Wisage Technology's integrated business suite designed to fully meet the business users' complete requirements. The WisageTech design team took full advantage of cost and performance benefits of the latest hardware platforms, and the inherent advantages of open systems designs. An end-toend business solution, encompassing CRM (Customer Relationship Management), Product Management, Procurement & Supplier Management, HR Management, Document Management and Finance Management was launched in late 2008. Further refinements to improve usability and to add functionalities produced a new business suite product, 8thManage FAS (Full Automation Suite) that can be used out-ofthe-box with minimal user implementation efforts.



8thManage[®] FAS Advantages

8thManage[®] FAS offers many advantages over and above the traditional business applications:

• Low Cost - In addition to its affordability, 8thManage FAS runs on the low cost, high performance Windows platforms. With 8thManage FAS, the user can minimize the deployment of other business software. This means the cost associated with upgrading and maintaining disparate applications is completely eliminated.

• Deployment Flexibility - 8thManage FAS is built on the One-Design-One-System (ODOS) principle. All the applications within the suite are designed and developed together to share a common database and a common user interface. The user can deploy as many or as few modules as required, and maintain a balance between functionality and cost. When business condition warrants the addition of more functionalities, additional modules can be licensed and switched on to provide the required services with minimal adjustments. All 8thManage modules are always "in-place and ready" and can be deployed simply by "inclusion" with minor configuration changes.

• Integrated Operation – 8thManage FAS modules are designed to work together and to share data. Disparate system data redundancy and concurrency issues do not occur. Because data is shared system-wide, advanced features such as Global Search, Global Action List, Business Map, which consolidate and present information from across different application modules, can be implemented as standard features, adding much value to the suite.

• Ease of Use - 8thManage FAS based on real-time web-based ODOS offers another important benefit. Because of its architecture, business data is appropriately connected and listings and summary reports are provided with links for drilling down to any level of detail. These are similar in style to regular listings and reports, but the links offer the depth that the user needs to run the business. You literally can "View Entire Enterprise Performance on One Screen" and as you wish, "Drill to Any Level of Detail". 8thManage FAS offers a friendly user interface with "self-configurable multiple dashboards", Microsoft Outlook integration, mobile phone support, online-chat and automatic alert & escalation that enables the user to interact with the system anywhere and anytime.



Design for SMBs

In the past, business applications were expensive; maintaining them and keeping a trained staff to maintain them was equally expensive. Despite the many benefits that they offer, business software was too expensive except for only the larger companies.

SMBs mostly use spreadsheets and simple point solutions such as accounting packages and HR packages and could not enjoy the full benefits of a full business suite.

8thManage FAS is a low-cost, high-performance business suite that works out of the box; is easy to use; and is ideally suitable for growing companies. For businesses with little to no baggage of legacy systems to worry about, the switch to or installation of 8thManage is done quickly and confidently.

Even for customers who are already using legacy applications, the benefits of ODOS far out-weigh the effort. The cost savings that can be achieved, together with the increased functionality gained, makes the adaptation of 8thManage FAS a no-contest proposition.

In rapidly growing economies such as China, India and Brazil where smaller companies grow into big companies quickly, business executives need business management software that can help them now, but would scale to support them when they are big companies. 8thManage FAS with the ODOS architecture is just the right business suite for the job.



8thManage® FAS Feature List

- Marketing Automation
- Client Information & Contact Management
- Sales Automation
- Service Automation
- Embedded BI for Market Segmentation
- Product Automation
- Procurement & Supplier Automation
- Product Performance Management

- HR Automation
- Project Automation
- Document Automation
- Finance Automation
- Sales & Marketing Performance Automation
- Project and Operation Performance Automation
- See the Entire Enterprise on One Screen



Full Enterprise Automation

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