



- △ Logistics management and supply chain integration.
- Shipments, expeditions and pick and pack.
- Quantity per box and dimensions.
- ▲ Integration with web page.
- MOQ (Minimum Order Quantity).
- On-the-fly price negotiation and customization, price lists, special prices for customers or last customer price, customer price history analysis.
- △ Creation of alerts on price types.
- A Quotations.
- Profits linked to sales price.
- △ Multiple tax and tax exemption as needed.
- Payment type per customer.
- Timeclock and commissions.
- Personalized treatment.
- Minimum and suggested price.
- △ Deep inventory.
- △ Returns (RMA) per order or returns per customer.
- △ Management and control of customer accounts and sub-accounts.

# Power Your Business with CIZARO Taking a look at the key features



#### Wholesale and distribution management:

CIZARO is a comprehensive distribution center and warehouse management solution for companies of any size.

#### POS (Point of Sale):

CIZARO includes a POS system integrated with ERP to manage the supply chain, inventories, warehousing, transportation and dispatch.

#### **Logistics:**

CIZARO offers detailed logistics management with order processing and lot tracking, and supplier and supply chain management.

#### **Inventory management:**

CIZARO has a robust inventory management that enables the optimization of storage processes, product identification, classification and registration.

#### Sales:

CIZARO has direct sales, customer relationship management, and end-to-end visibility with comprehensive business intelligence functions and applications.

#### Financial management and auditing:

CIZARO has centralized financial management of all orders, integration with ecommerce and auditing for the financial area.

#### **Employee management:**

CIZARO offers employee management, commission management and payroll for the human management area.

#### **Production:**

CIZARO has a production management system for the manufacturing plant.

#### **CRM (Customer Relationship Management):**

CIZARO includes a marketing, sales management and CRM solution for the commercial area.

#### **Integration with E-Commerce:**

CIZARO has native integration of each system module with the company's E-Commerce.

#### **Reports and dashboards:**

CIZARO offers a complete module for building reports and dashboards available for all areas of the company, with access from any device and from anywhere.

#### Integration with external systems:

CIZARO allows easy integration with external systems such as e-commerce, electronic invoicing, payments, accounting with quickbooks, among other systems and multiple possibilities with the powerful API.

#### CIZARO platform for continuous improvement and scalability:

The CIZARO platform allows continuous improvement and scalability of the application's functionalities with tools for building screens, custom fields and modules, administration and document management, Google Calendar, alerts and process automation.

#### **Support and technical assistance:**

CIZARO provides support and technical assistance to its customers to ensure the proper functioning of the system.

#### Cloud and on-premise platform:

CIZARO offers a hybrid solution that works in the cloud and local to ensure full business unit availability.

Power Your Business with CIZARO Taking a look at the key features



### Take advantage of specialized, easy-to-use sales management tools

As a manager, you can now delegate decision making to your sales team in a controlled manner, with the tools personalized offer, quotations, minimum price and suggested price in which the salesperson can negotiate quantities and prices with the client in a flexible and safe manner without generating losses with the objective of increasing the sale and/or the value of the average ticket.

Distribution Centers, Warehouses, Wholesalers and Points Of Sale (POS)

### Manage your inventories to the maximum detail (inventory history)

Manage your inventories with detailed information through the transactional Kardex that provides individualization and high traceability on inventory movements. You can consult product rotation and reports by date and history by type of movement or product. Also, manage information through barcodes, customized measures, SKU, lot number, unique number (serial type) and much more. Value your inventories with the different methodologies used by financial standards, define maximum and minimum replenishment according to your needs supported with AI technology.





# Supply and inventory



#### Manage inventory by:

- Single or multiple warehouse management.
- Inventory counting (various inventory counting methods).
- Inventory control: with minimum stock, maximum stock controlled by AI and alerts.
- Purchase measurement, inventory measurement, sales measurement.
- Packaged sales by product groups.

### FIFO / LIFÖ.



### Support of multiple inventories and inventory movements:

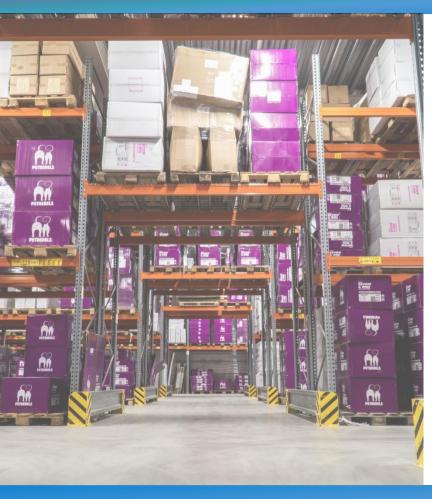
- Advanced Kardex: a detailed history with powerful inventory record.
- Detailed production transactions.
- Quality control of inventory or factory processes.
- Manage information by Cost Centers.



#### Various counting methods, such as:

- Inventory level by warehouse, dispatch and online store.
- Performs inventories with the application of physical taking simplifying the process quickly and efficiently.







#### Create products with high information content through multidimensional inventory management defined in a multidimensional manner

Extend your inventory management power through unlimited dimensional references with coded information such as size, color, width, length, etc. In addition, save time and money by easily and quickly locating products on the shelves, create sophisticated barcodes through a combination of references and a query matrix to compare existing products by each of the dimensions parameterized in the inventory module, with no limit on quantity as the platform is open.

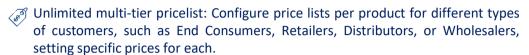


# Quickly locate merchandise and optimize warehouse space with integrated WMS system

Get the best out of your warehouse and storage spaces with the WMS system that allows you to quickly locate the storage site of a product in the warehouse and systematize the infrastructure of your warehouse according to your needs. Optimize the storage of products and organize the warehouse in a productive way, no more lost sales for not being able to locate your products quickly. WMS - Warehouse Management System - to track product location and quantities within the Inventory (Rack-Rack, Sector, Level, Floor, ETC).

Innovative **Product Management** Functionality Optimize your Inventory with **CIZARO** 





Variants (matrix) and barcodes: Create product variants, such as different colors or sizes, and assign a barcode to each variant. This helps you reduce the number of products in inventory, especially useful for features such as seed color.

Product management by lot, measures, and expiration date: Record lot information, units of measure, and expiration dates for better control and tracking of products.

Quantity per box and measures: Specifies the number of products per box and records the corresponding measures to facilitate inventory and logistics management.

MOQ (Minimum Order Quantity): Establishes a minimum quantity required to place an order, ensuring an adequate level of sales or fulfillment of supplier requirements.

# Innovative **Product Management** Functionality Optimize your Inventory with **CIZARO**





Minimum and suggested price: Defines a minimum and suggested price for products, providing guidance on prices to be used and ensuring adequate profitability.



Parent-child product relationships: Establishes relationships between main products and their related variants or components, enabling more efficient management of complex products.



Barcode generator: Easily create barcodes for products, streamlining the inventory tracking and management process.



Label printing with CIZARO: Generate customized labels with detailed product information using CIZARO's integrated functionality.



Easy product and category management: Organize and manage your products by category or reference using product kits, which allow you to group multiple products into a single composite.



### Product catalog generation

CIZARO offers a powerful catalog generation tool that allows you to create product catalogs quickly and easily. You can customize the look and feel, add images, descriptions, prices and any other relevant information. This allows you to present your products in a professional and attractive way, facilitating their promotion and sale.

### Hybrid catalog sales via Tablet

With CIZARO, you can carry your product catalog on a tablet and make sales in a hybrid way, combining the use of physical catalogs and digital technology. This allows you to display your products interactively, share detailed information with customers and take orders instantly. In addition, you can take advantage of the benefits of mobility to reach more customers and offer personalized service.

### Catalog sales with e-commerce integration

CIZARO offers seamless integration with your e-commerce platform. This means that you can use your product catalog generated in CIZARO to feed your online store automatically. Changes you make to the catalog, such as adding new products, updating prices or modifying descriptions, are immediately reflected in your online store. This simplifies the administration process and ensures consistency of information across all sales channels.



# Incorporate the production process with the sales strategy

Be proactive and generate production or purchase orders from the ERP, POS to CIZARO production system and from there take control of production, including tracking of materials needed in the process.

Use the bill of materials (BOM), assembly line, plants, cost, time, capacity planning, resources for production. Identifies and minimizes bottlenecks.

Use tools for visualization of production planning, applications for the management of production lines on site and connectivity with production equipment with SCADA protocol, use the production simulation environment to improve their production strategy.



### Create labels and barcodes quickly

With the ability to create and print any barcode label design and format, you can easily and quickly manage inventory product labels yourself with high accuracy, thus reducing errors at every stage of store inventory management.





# Fully integrate the business process and its financials into the accounting system.

No more separate systems or long hours working on separate spreadsheets.



Quantify cash counts, track and control expenses, outstanding payments, journal entries, general ledgers, account listing, IFRS reporting, and issue payments and remittance collection through CIZARO's accounting module. CIZARO offers seamless integration with QuickBooks for efficient financial management and accurate tracking of accounting transactions.



# Feel at ease with CIZARO's high-level security system.

(Role-based access control)



Create and define roles and permissions to users in a flexible, detailed and unlimited way. Allows access exclusively to specific functionalities, additionally allows audit and change management. The system has a traceability log of use and access to the system. It shows the information of the changes made by users in the system such as: creation, update, deletion and changes of values, in addition to tracking the printing of reports generated from the system.

### Key supplier management functionalities:

CIZARO offers several functionalities related to supplier management, such as purchases and quotations, receipt of purchase orders, returns of goods to suppliers, such as purchases and quotations, receipt of purchase orders, returns of goods to suppliers, such as purchases and quotations, receipt of purchases orders, returns of goods to suppliers, such as purchases, registration of vouchers and receipts, as well as tracking of transport, credit notes and supplier debt in different periods.

### Integrates logistics and supply chain management:

CIZARO integrates efficiently with logistics and supply chain management. You can compare supplier costs, place purchase orders with dual currency and exchange rates, manage batch orders, and control processes such as ordering, receiving, reseller returns (RTV) and debit memos. It also offers container management functionalities to facilitate your logistics operations.

# Other vapes background brochure

# Supplier Chain Management





#### Keep a complete traceability of the supply chain:

CIZARO allows you to have an exhaustive control of your supply chain. You can manage and maintain your supplier relationships, quotes and purchase orders. In addition, you can compare previous prices of products and raw materials, as well as evaluate suppliers' offers. All this is done in an integrated way in the same, also through AI technology is performed analysis of different inventory management for suggested purchases and supplies.

# Cover the full spectrum of supplier, product and warehouse management:

CIZARO covers all aspects of supplier, product and warehouse management. You can manage supplier relationships, track orders and control all warehouse processes. In addition, you can manage and monitor purchase orders, receipts, transportation, minimum and maximum stock, lots, units of measure, costs, status of raw materials, inventory history (Kardex) and location of products in multiple facilities and/or warehouses of your business.

# Improve communication with suppliers and the disposition of their goods:

With CIZARO, you can establish efficient communication with your suppliers and optimize the disposition of their goods. The software allows you to closely monitor the flow of items in your warehouse, which keeps you on top of every detail and helps you save time and money.



CIZARO strengthens management decision making with its intelligent dashboard and report generator, providing business intelligence (BI) tools to create unlimited reports and graphical dashboards. Customize your B.I. according to your team's knowledge and strategies. Access online reports and dashboards from mobile devices anytime, anywhere. Monitor real-time KPIs, business intelligence, dashboards, reports and graphs, integrated with processes and departments. Set up alerts, automatic processes, custom reminders and mailing of reports. Enjoy API integration and data migration tools in different formats. It also integrates with MS-Office documents.

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# **Employee** and sales force management

# **Employee management**

CIZARO is a software that allows business managers and administrators to effectively manage their work team. With CIZARO, administrative staff can monitor the performance of staff and waiters by tracking their work schedules, as well as assigning and managing specific tasks.

In addition, CIZARO provides collaborative tools to communicate with the work team, either on an individual or area level, and inform or update them on different training strategies, goals, incentives and support material through the project manager.

#### CIZARO's employee management tools include:

Δ	Personal	messaging	Δ	Com	petition	mode
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△ Detailed information △ Commission structure

△ Shift planning △ Fingerprint reader

△ Shift reminder △ Expenses and additional

△ Performance history △ Payments

▲ User categories

### Sales support

CIZARO also offers tools to increase your business sales. With CIZARO's marketing tools, you will be able to improve your business indicators by expanding your commercial competencies.

Some of the marketing tools that CIZARO offers are:

△ Gift cards

▲ Loyalty points

△ Separate plan and/or advances for product reservation (Backorder)

△ Multiple and personalized payment methods

△ Integration with data-phones

△ Account receivable (customer credit)

▲ Product kits

▲ Memberships

△ Portfolio management

△ Gift exchange receipt

# **Employee and sales force management**

### Motivate your sales force

With CIZARO, the sales team will be more motivated to project and achieve their individual, team or company objectives. Commission structures are expanded and customized, incentivizing them to increase their ability to close sales effectively and competitively.

CIZARO commission structures can be defined by product, category, daily sales or monthly sales, by employee or store manager, and/or by meeting special goals. All of this translates into increased motivation and commitment of the sales team to the success of the business.

In addition, with CIZARO's task management and collaborative tools, daily tasks can be managed more efficiently, resulting in a more productive and effective work team.





Manage and control the cash of the points of sale, thanks to the fully centralized data, tracking all sales and cash closures at each point of sale is quick and easy. Controls the income, appropriations, and expenses (petty cash) of the business, the money and the count of payments received within the business, in addition to a complete control of audits and cash and money received.

#### Easily manage discounts and price lists by product or customer in real time.

Create multiple product price lists, by customer or branch or manage different types of discounts: manual by user, automatic or dynamic, by category, time period, payment type, quantity, payment amount, combos, special dates, mix and match and much more. Authorize last minute discounts in the system remotely through a token, by sending an authorization code from WhatsApp, email or text message.

Optimize sales, transferring in an easy and controlled way the products with low rotation to the points of sale where they sell best Take the merchandise to the point of sale where it sells the most, making efficient and controlled transfers, manage and visualize in real-time the merchandise that is moving between locations, providing inventory information on a continuous basis.

Meet the requirements of electronic invoicing Given the mandatory nature of electronic invoicing, the system complies with this requirement in accordance with the requirements of government agencies, with competitive prices and duly certified technology service providers. Be environmentally friendly and send customers electronic invoices to their mail and reduce paper consumption.

# Point of Sale System Management



#### Easy to use

△ Fast and easy to use



#### Pricing and inventory management

- △ Price lists customized by customer, products and quantities.
- △ Tracking of inventory movements, merchandise requests and pending orders.



#### **Customer Service**

- △ Delivery, domicile and dispatch options.
- △ Various payment methods and credit wallet for customers.



#### Sales strategies

- ▲ Promotions and discounts.
- △ Expense monitoring.



#### **Customization and flexibility**

- △ Customization of the system according to customer needs.
- △ Powerful product finder or buttons with images for touch screens.



#### **Document management**

- △ Generation of quotations, invoices and credit notes.
- △ Division of invoices by customer.



#### Security and authorization

- △ Remote authorization with security tokens for administrators.
- △ Commissions and goals for salespeople per store.



#### **Integration and specialization:**

- △ Integration with unit scales.
- ▲ Management of advances and consignments.
- △ Integration with bar codes
- △ Integration with label printers



#### Report customization

△ Adaptation of reports and control panels according to needs.

# Interactive and visual experience: Empower your business with CIZARO smart displays

CIZARO offers specialized systems for screen management, covering various functionalities. First, it has a second point-of-sale (POS) screen that displays relevant sales information to the customer. This second screen provides details on products purchased, total amounts, discounts applied and other useful data to enhance the shopping experience.

In addition, the platform also includes a digital signage system, which enables the creation and management of visual content through screens strategically located in the store. Through this feature, businesses can display advertisements, promotions, informative messages and any other type of visual content to attract the attention of customers and improve communication with them.

CIZARO also offers a barcode display system that allows customers to quickly and easily check the products and inventory available in the store. By scanning barcodes with a scanner or mobile device, customers can access detailed information about each product, such as its description, price, inventory availability and possible associated offers.

These functionalities give businesses the ability to improve communication with their customers, provide accurate and relevant information in real time, and optimize the shopping experience by displaying data and content of interest on strategic in-store screens.







# Improve after-sales, customer service and product reservations.

With CIZARO you can create, manage and monitor warranties, additional services, orders and reservations, which helps you improve customer satisfaction. You can manage after-sales, customer service and product reservations by creating your own process control flows against any product, order or request, with a detailed level of information. With these features you will stand out from your competition.

# Manage customer information, orders, requests, complaints and claims (PQR).

Have at hand a specialized process flow control that allows you to track detailed requests, orders, petitions, complaints and claims, restore the good relationship with your customers and provide better customer service with timely follow-up and response to PQR's.

# Optimize customer satisfaction with CIZARO's powerful returns and customer service module".

CIZARO offers a robust set of features for efficient returns handling and customer service. Users can process refunds on a per-order or per-customer basis, allowing them to effectively manage returns and ensure customer satisfaction. In addition, credit notes can be generated for customers, facilitating credit and refund management. The ability to manage customer returns in batches provides greater efficiency in the return process, enabling fast and accurate handling of return requests.

### Fully manage distribution, dispatch and transportation centers



Manage the dispatch module and configure the distribution center depending on the regions of the country and locations of the headquarters. Dispatch orders partially or completely dispatch the orders from the store or distribution center and control the payment against the delivery according to the defined document, whether it is a delivery order, payment support, remittance, or invoice. Decide the way of delivery and collection that CIZARO with its modern system of dispatch and payment management will control 100%, manage immediate deliveries, handling of "Picking and Packing" zones, delivery by different locations or delivery from dispatch centers. Additionally, manage the process of shipments and returns in a controlled manner, manage customer and delivery addresses, and integrate with transport companies.

### Domiciles, Dispatch and Transportation

- △ Shipment and dispatch management with a specific module for a better organization of operations.
- △ Control customer returns in case the customer does not receive his products.
- △ Vehicle and transport management.
- △ Customer address management.

### Use the customization functions of the user interface

Customize your CIZARO ERP and POS (PTV) application to your own taste, with dynamic management in the design of the end user interface, taking it to a unique level of customization, with dynamic creation of screens and functionalities according to the user's profile. POS with touch screen support (buttons) or multiple filter management for product selection.

### **Examples of POS store**

















# Advanced calendar and unified document management



Maximize your time and simplify management with CIZARO

#### Advanced calendar and Google Calendar integration

CIZARO Advanced Calendar is an essential tool for organizing and scheduling business activities. It allows users to create thematic agendas, set recurring events, assign reminders and share the calendar with the team. Integration with Google Calendar provides a unified view of commitments and tasks, accessible from different devices. In addition, the CIZARO calendar includes administration tools that optimize planning and time management, allowing you to set priorities, assign responsibilities, set alarms and track task progress. This efficient management ensures that deadlines are met and maximizes productivity.

#### **Unified document management**

CIZARO offers a unified document management solution that simplifies and streamlines document processes across the organization. Users can store, organize and search different types of documents, set permissions and access levels, and collaborate in real time in a secure manner, easily convert physical documents to digital documents with customized OCR and document scanning modules easily in suppliers, services, invoices or any CIZARO module. This functionality ensures confidentiality and security of information, improves productivity and reduces the risk of document loss.

# Powerful Order and Sales Order Management Functionalities



#### **Pending orders**

△ Allows you to view and manage orders that are in process or pending delivery.



#### **Quotations:**

△ Facilitates the creation and management of quotations for customers, providing detailed information on products and prices.



#### Surcharge:

△ It allows the application of additional surcharges depending on the type of payment or shipment selected, as well as the option of delayed payment.



#### Personalized service:

△ It allows you to provide personalized service to customers, taking into account their specific preferences and needs.



#### Automatic and manual discounts:

A It allows you to apply discounts automatically or manually based on different criteria, such as amount, type of payment, type of customer, employer, product, category, date, day, among others.



#### Easy product search:

△ Provides an intuitive interface to quickly search and select products using buttons, lists or barcodes.



#### Commissions for salespeople:

△ Allows you to calculate and assign commissions to salespeople based on sales made.



#### Analysis of the customer's price history:

→ A It allows you to analyze a specific customer's pricing history, which facilitates pricing and bidding decisions.



#### Configuration of payment types:

△ Allows you to configure the types of payment available to customers, including options such as paycheck or ACH (Automated Clearing House).



#### Remote authorization with token

△ It allows transactions or actions to be authorized using a token sent by text message, providing an additional layer of security and control in sales management.





 △ Customer Relationship Management
△ Communicate effectively by sending emails, WhatsApp messages and text messages to your customers.

△ Customer Information Registry
△ Store and organize customer information according to your needs.

A Customer Sub-Accounts

A Keep a detailed record of each customer's transactions and activities and the sub-customers each customer may have, with their delivery and billing information.

△ Credit Accounts

▲ Establish credit limits, manage payments and receivables, and provide alerts and reminders for reliable management, monitor customers' payment and receivable history by age and maturity, and generate reports of each customer's account statements and balance with customer details.

△ Customer Types and Customized Pricing
△ Assign prices and special conditions according to the type of customer.

△ Last Price

A Register the preferential price per client for personalized treatment.

△ Tax Exemption

▲ Manage fax exemption for specific customers.

△ Payment Type Customization

△ Enable or disable payment types according to each customer's preferences.





△ Flexibly apply discounts based on quantity, type of customer, employee, products, category, payment type, date and more.

#### △ Caller ID

△ Display relevant customer information when receiving a call.

#### A Customer Terms

△ Set specific terms and conditions for each customer.

△ Minimum Order Quantity (MOQ)
△ Define minimum purchase quantities per product for each customer.

#### △ Promotions and Loyalty Programs

Δ Offer promotions, loyalty points and membership cards to incentivize customer loyalty.

#### △ CRM & Marketing Module

△ Utilizes a robust CRM system to strengthen the customer database and create long-lasting relationships.

#### **△** Customer Service

A Customize the flow of customer service to deliver an exceptional customer experience.





No matter the scale, location, profile or dimension of your business, CIZARO gives you the ability to manage your business in multiple corporate scenarios.

CIZARO provides the ability to have a multilingual environment and support multiple users working simultaneously on the platform.



### Management of multiple shipping and dispatch companies

Give added value to your shipments by providing timely information to your customers regarding shipment tracking with the integration to the applications of the carriers that provide this service such as FedEx, UPS, USPS, DHL, EMS, EasyPost, and others, making price comparisons, shipment and delivery validation, waybill printing, and shipment traceability.



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# **E-commerce Integration**

Improve and manage your E-Commerce sales in a simple and fast way through the complete integration of the ERP to the different market platforms.



Your company can integrate the e-commerce platform with CIZARO ERP, synchronizing the creation of items, photos, CRM information, orders, invoicing and delivery logistics.

Update online from ERP to e-commerce the information of available inventory, promotions and price lists.

This integration is available with the world's leading ecommerce platforms such as WOOCOMMERCE, MAGENTO and SHOPIFY and many other platforms.







# SPECIALIZED HYBRID ARCHITECTURE

CIZARO



Your company no longer has to worry about workflow interruption. Now you can work with and without internet connection. Through a state-of-the-art system that manages the updating of information, manages security, privacy and distribution of information in LAN (intranet) and WAN (internet) environments in connected and disconnected mode in an autonomous and synchronized way.

It synchronizes all real-time activity and more strategic decision making with full access and view of operations to drive better management and operation of your business.

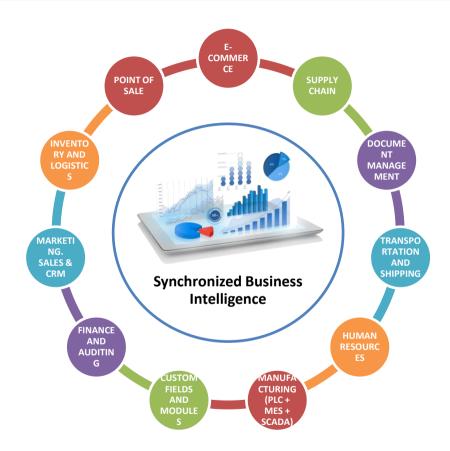
The platform offers compatibility with a wide range of database management systems, such as MS-SQL, MySQL, Oracle, Firebird, SQL Lite and PostgreSQL, among others.



- △ Integrated Dashboard and Report Designer
- △ Adjust forms by roles and permissions
- △ Tailor processes, flows, and statuses.
- ▲ Creation of alerts and tasks
- △ Multi Company, Multi-Regional, Multi Branch, Multi Warehouse
- △ Create modules and custom fields in all modules (of different types, and calculations) to extend the functionality of the platform.
- △ Visual customization of the entire interface
- △ Easy API integration
- ▲ Validators and field visibility
- △ Integration to MS Office spreadsheets and documents, PDF and diagram design
- ▲ Coordination of reminders
- ▲ Bookkeeping and auditing
- △ Flexible data management: Massive import and export in multiple formats with a powerful integrated tool and extensive file formats support, such as Excel, CSV, PDF, HTML, and many more.
- △ Powerful advanced API for third-party integration

Customized and easy to adapt to your business

Fully integrated, scalable, and fully customizable: A 360° solution





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