

# Business Solutions



*The Next Generation of Business Management Software*

**TRAVERSE**®



“ Our mission is to help our customers become more successful by delivering products and services that exceed expectations, to focus on excellence, to provide individual consideration, and to create both personal and professional opportunities for all who touch Open Systems. ”



# TRAVERSE is the Next Generation of Business Software

TRAVERSE® is a flexible, adaptable ERP solution that leverages the rich information and processes that make your company unique. Using powerful Microsoft® technologies like .NET and SQL Server®, TRAVERSE represents a new approach to business software that

- empowers you by putting you in control of your daily activities
- is easily adaptable without the need for modifying source code
- accomplishes more with existing resources
- helps you interpret complex information for better decision making
- gives you insight to capitalize on new opportunities
- helps you become proactive, rather than reactive, to internal and external factors
- costs less to deploy, adapt to your changing business needs, and maintain with future releases
- protects your investment because it is based on the TRAVERSE framework

## Flexibility and Powerful Reporting

TRAVERSE provides the tools and customization capabilities you can use to adapt the software to meet your unique needs—adaptations once possible only with code modification. This approach empowers organizations and employees to tailor the software to fit their best practices.

The advanced inquiry, reporting, and personalization features of TRAVERSE help you find information quickly and independently, without the help of technical resources. With actionable information alerts and scheduled reports, you and your employees can become more proactive, freeing your time to develop strategies, craft solutions, and build your business.

## Open Systems – Over 30 Years of Adaptable Solutions

TRAVERSE is developed by Open Systems, Inc., a company with more than 30 years of experience designing adaptable solutions for companies just like yours.

TRAVERSE offers complete solutions for businesses in many industries, and is flexible enough to be adapted to many more. Its robust functionality handles all of your business operations, from financial analysis to inventory control, and from collections to manufacturing processes.



## 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 increase profitability in 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 PivotTables and charts for easy analysis.

TRAVERSE has a seamless interface to Microsoft Office and other productivity tools.



# With its four layers of adaptability, TRAVERSE works the way you do.

## Personalize

TRAVERSE is easily tailored to fit your business needs. Individual users can personalize the software by setting individual screen preferences, adjusting menu organization, and creating and saving individualized views of data for inquiry and reporting. You can format and sort reports quickly and easily, without IT assistance.

## Design

The TRAVERSE Design Studio gives you the ability to add custom fields, adjust screens for various users and roles, and build import and export definitions to provide integration to other business management software applications or automation equipment you may be using. Any changes made to the design are preserved when service packs and other updates are applied to the software.

## Integrate

You can also integrate your web store, trading partner, or other proprietary or third-party application data to TRAVERSE using the TRAVERSE Integration Engine, a set of data mapping and scheduling tools. Using the integration tools in the Design Studio ensures that data coming into your system is passed through the same validations and business rules as data entered in TRAVERSE.

## Customize

The TRAVERSE applications are built on a complete framework designed to simplify the extension of functionality to meet the specific needs of your company. Companies that want to build in-house solutions to meet specific business needs can easily create extensions or custom applications using this framework. And just as in TRAVERSE itself, any extension or custom applications on this framework using the TRAVERSE Software Developer's Kit (SDK) automatically inherits the personalization and design changes you made to TRAVERSE.

## TRAVERSE uses 100% Microsoft .NET & SQL Server technology.

TRAVERSE is the next generation of business management software, built on Microsoft .NET and SQL Server technologies. It is a solution that adapts to the way you do business, not the other way around. It is business software that easily integrates with the other applications you use in your business, provides easy access to your critical business data, and gives you the tools you need to turn that data into practical information you can use to make important business decisions. In short, TRAVERSE puts you in the driver's seat, giving you complete control over your software experience.

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 solution.

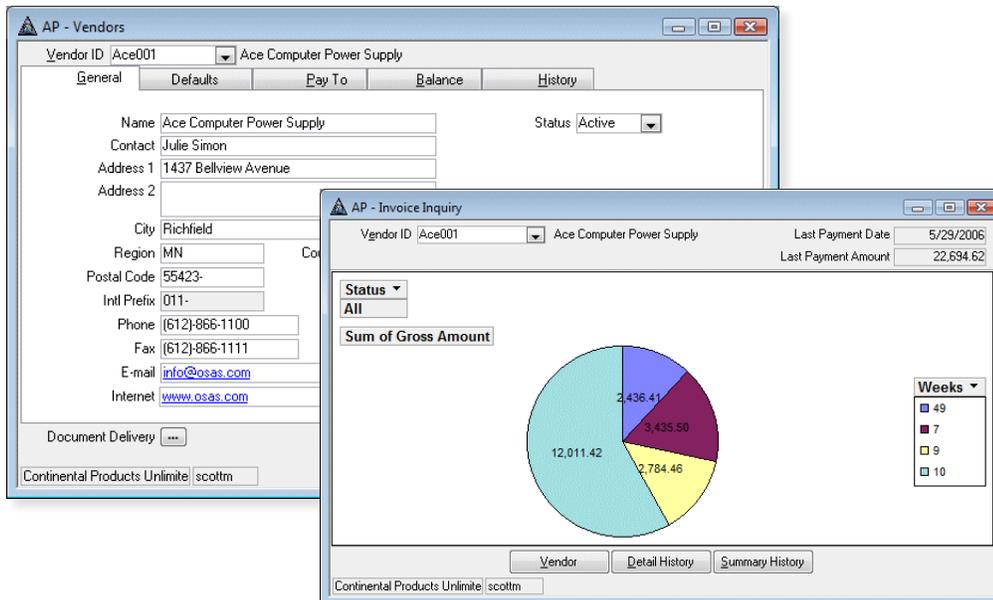
Smart-client technology further integrates TRAVERSE with Microsoft's Office suite. For example, you can create dunning letters in Microsoft Word that extract data from TRAVERSE. Or, use Microsoft Excel® to manage a complex budget or forecast process and push that data back to your TRAVERSE ERP.

Source code is available as part of the Software Developer's Kit to assist you in customizing TRAVERSE to meet the specific needs of your company.

# 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
- Banking
- Multicurrency

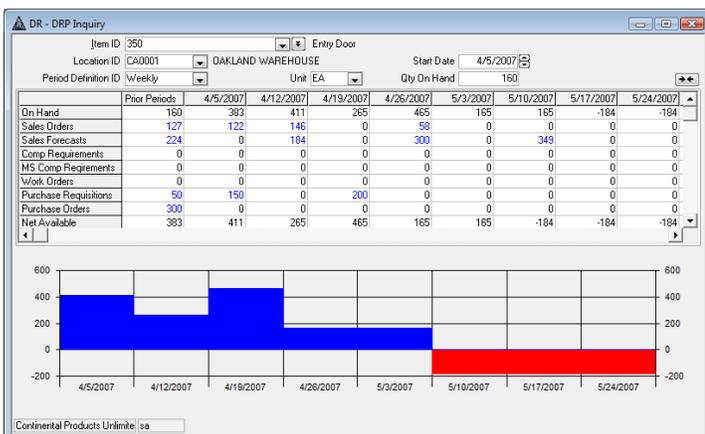


# Distribution

The TRAVERSE Distribution solution 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, your needs are covered with these distribution applications:

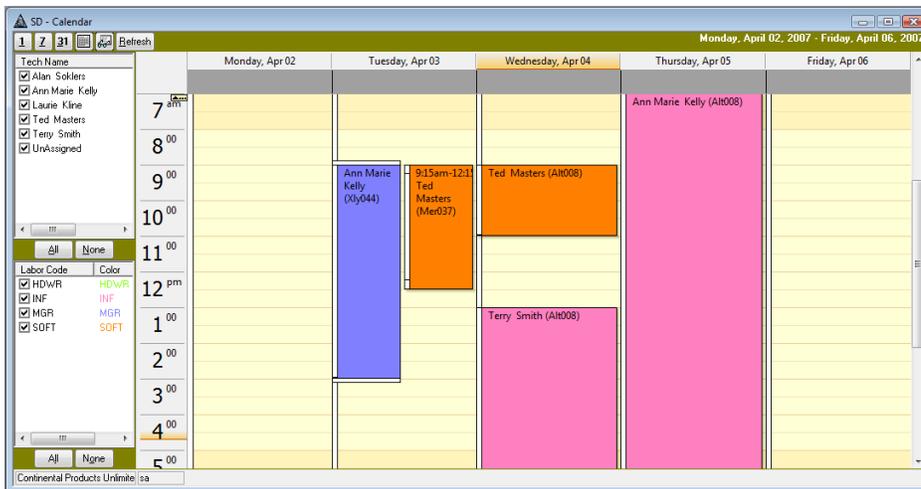
- Inventory
- Sales Order
- Purchase Order
- Bill of Materials/Kitting
- Distribution Requirements Planning (DRP)
- Warehouse Management
- CRM
- Landed Cost
- Mobile Warehouse
- Mobile Order
- Point of Sale



# Service

TRAVERSE Service Management solutions help you create and manage a premier service organization. Our solutions are designed for a wide range of businesses, including installation, repair, maintenance service, manufacturing, and construction companies. With TRAVERSE service applications, you can improve resource management, scheduling and allocation while increasing your efficiency with management reports and information analysis. Features include fast, efficient call handling; flexible customer invoicing; and intuitive screens. Streamline your operations and improve accuracy with these service applications:

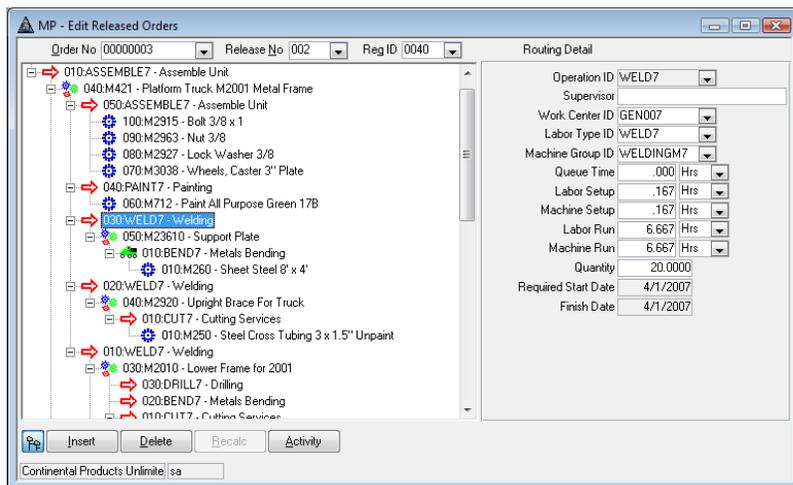
- Service Director
- Project Costing



# 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 Mobile Solutions as well as accounting and distribution applications, our manufacturing solutions will make you more streamlined, more productive and better informed. Applications include:

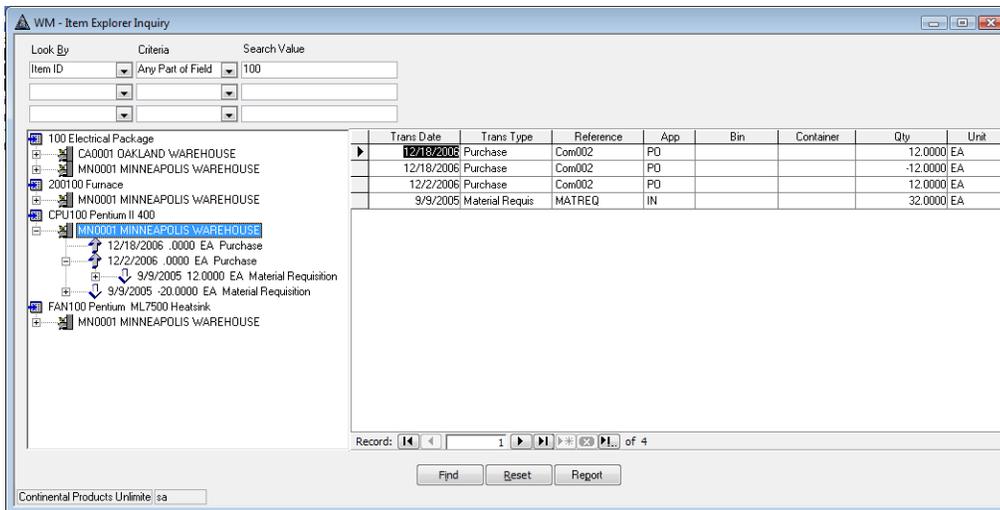
- Bill of Materials
- Routing and Resources
- Production
- Material Requirements Planning
- Inventory
- Purchase Order
- Warehouse Management
- Mobile Warehouse



# Warehouse Management

TRAVERSE Warehouse Management is a comprehensive solution for precise inventory handling. Prompt order fulfillment is within your reach, with dramatically improved efficiency in picking, packing and shipping. With this application, you will be able to streamline day-to-day activities and maximize the productivity of your warehouse staff.

- Track inventory quantities by bins and containers.
- Prepare pick lists for sales orders, transfers, material requisitions and other transaction types.
- Choose to enter shipped quantities by order number or item ID.
- Receive new inventory items by item ID or purchase order number.
- Drill through to several layers of item detail at one time.
- Identify sources of item demand, track down overages or loss, and review related movement activity.



# CRM

TRVERSE Customer Relationship Management (CRM) helps you identify and close sales opportunities, create and maintain customer relationships, and maximize your return on marketing campaign investments. Use TRVERSE CRM to improve the effectiveness of your sales and marketing activities through reporting and analysis, identify and attract profitable customers, and manage the complete sales cycle. Use the features of TRVERSE CRM to:

- Maintain unlimited contact names and methods.
- Add unlimited custom fields to keep track of specific customer data.
- Set up and track user-defined campaign types such as Print, Direct Mail, Radio, etc.
- Update dates, costs and responses to your marketing campaigns.
- Access ERP data such as open invoices, sales history, etc.

The screenshot shows the 'CM - Contacts' window in the TRVERSE CRM system. The contact name is 'Ace Computer Power Supply' and its status is 'Active'. The window is divided into several sections:

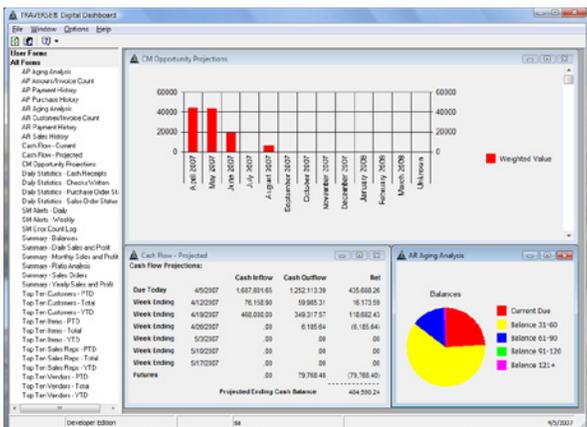
- General:** Address 1: 1437 Bellview Avenue; Address 2: (empty); City: Richfield; Region: MN; Country: USA; Postal Code: 55423-; Link Type / ID: Vendor, Ace001.
- Excluded Campaign Types:** A list of campaign types with checkboxes: Blast Fax (unchecked), Bulk eMail (checked), Direct Mail (checked), Local Print (checked), National Radio (unchecked), Product Rollout (unchecked).
- Contact Methods:** Business Phone: (612)-805-6782; Business Fax: (612)-805-6024; Company Main: (612)-800-6700; Mobile: (empty); eMail: info@osas.com; Alternate eMail: (empty); Pager: (empty); After Hours: (empty).

Buttons for 'View Map', 'Documents', 'Tasks', 'Orders', 'Invoices', and 'History' are visible. The bottom status bar shows 'Continental Products Unlimite sa'.

# Business Intelligence

To grow and prosper, organizations must have ready access to all of their critical business information—and effective tools to analyze it. TRAVERSE offers several reporting tools that deliver vital information quickly and accurately, which is critical to the success of your business.

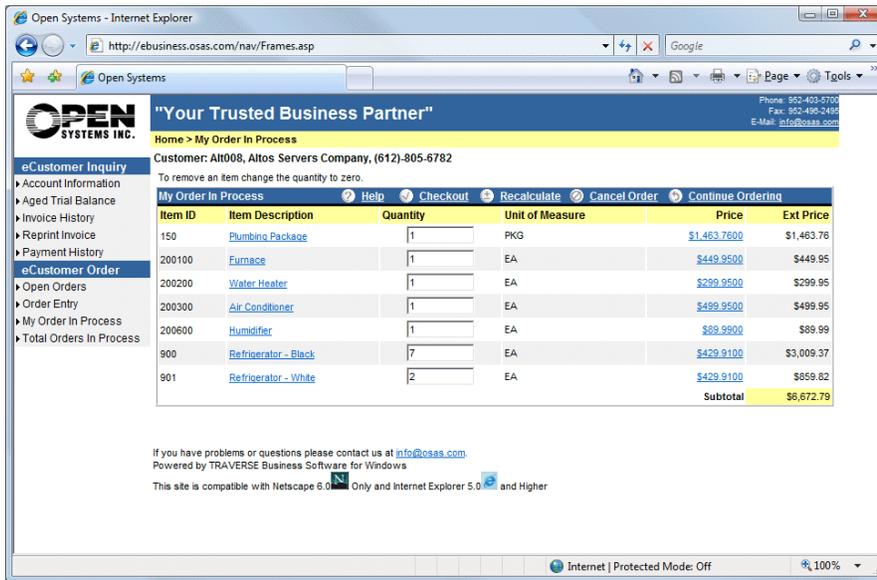
- Capitalize on TRAVERSE's tight integration with Microsoft Office applications, which allows you to analyze your business data using Microsoft Excel.
- Rest assured that your critical business metrics are monitored as often as you require. With Info-Alert, the right people inside and outside your organization are notified when certain conditions occur so you'll always be ahead of the curve in seizing opportunities and correcting potential problems.
- Stay abreast of key business indicators from your Windows desktop with TRAVERSE Digital Dashboard.
- Use Advanced Information Analyst to produce reports and graphs that afford a new level of insight and give you a better understanding of increasingly complex problems.
- Perform 'what if' analysis, create charts and graphs, or distribute information in native Excel, HTML or text formats with Advanced Financial Analyst.
- Take advantage of a complete solution for enterprise report writing and drill down analysis with Synoptix for TRAVERSE.



# eBusiness

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

- eCustomer Inquiry
- eCustomer Order
- eSales Rep
- eProject Cost
- eManager



# Handheld Solutions

TRAVERSE offers two solutions that give you the convenience of working with a handheld device.

## Mobile Order

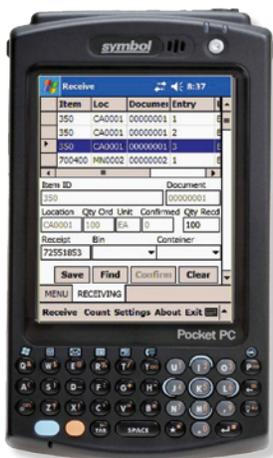
Mobile Order allows you to efficiently capture customers' orders anytime, anywhere with a mobile PDA device; information that is shared with the TRAVERSE accounting applications.

- Add customers and ship-to addresses quickly.
- Verify existing customers' credit limits automatically when entering orders.
- Use barcode scanners to quickly enter items into the order.

## Mobile Warehouse

Use Mobile Warehouse on your warehouse floor to record receipts and shipments, record physical counts, and track item movement. Since the handheld connects directly to the TRAVERSE server via web services, the actions you record on it are automatically entered into TRAVERSE, ensuring that your inventory is always up to date.

- Pull items from your inventory to fulfill orders.
- Apply item quantities in shipments you have received to specific purchase orders, location transfers, or material requisition returns.
- Move items from one place within your warehouse to another.
- View on-hand and in-use quantities for the item you select to help you make sound decisions about purchases, sales and transfers.



# Not-for-Profit

The TRAVERSE Not-for-Profit (NFP) solution gives organizations a robust set of features in an intuitive, easy to use product. TRAVERSE NFP has the Fund Accounting feature set found in much more expensive solutions at a price you can afford, giving your organization the ability to improve financial management practices, increase flexibility in financial reporting, and streamline the tracking process for expenses. TRAVERSE NFP features include:

- Fully integrated inventory control system
- FASB 117-compliant reporting
- Cross fiscal year reporting on all financial reports
- Creation of allocation entries for Accounts Payable, General Ledger and Payroll
- Seamless data imports
- Active, inactive and discontinued accounts
- Due to – Due from transactions

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National Foundation for People  
Statement of Revenue and Expenses  
Administrative, Development and Program Services  
APR 5, 2005

| "ACCOUNT"      | "DESCRIPTION"                 | "ADMINISTRATIVE" | "DEVELOPMENT" | "PROGRAM<br>SERVICES" | "TOTAL"    |
|----------------|-------------------------------|------------------|---------------|-----------------------|------------|
| REVENUE        |                               |                  |               |                       |            |
|                | Administrative                | .00              | .00           | .00                   | .00        |
|                | Development                   | .00              | 5,786.90      | .00                   | 5,786.90   |
|                | Program Services              | .00              | .00           | 606,858.41            | 606,858.41 |
|                | TOTAL REVENUE                 | .00              | 5,786.90      | 606,858.41            | 612,845.31 |
| EXPENSES       |                               |                  |               |                       |            |
| ADMINISTRATIVE |                               |                  |               |                       |            |
| 0-5000-100-00  | Salaries Admin                | .00              | .00           | .00                   | .00        |
| 0-5000-100-01  | Salaries Admin                | .00              | .00           | .00                   | .00        |
| 0-5150-100-00  | FICA Administration           | .00              | .00           | .00                   | .00        |
| 0-5150-100-01  | Health Insurance Admin        | .00              | .00           | .00                   | .00        |
| 0-5160-100-01  | Unrestricted SEP Contribution | .00              | .00           | .00                   | .00        |
| 0-5200-100-00  | Office Supplies               | .00              | .00           | .00                   | .00        |

Since 1976, Open Systems has thousands of satisfied customers to thank for the success of our Accounting, ERP, Manufacturing, Distribution, and Not-forProfit award-winning solutions. Our reputation for quality, excellence, and a strong commitment to our customers is unrivaled.

"TRAVERSE gives us timely information on what we have on hand. As a result, the timeliness of orders and inventory accuracy has really improved. We know this level of accuracy didn't exist before TRAVERSE. We're able to capture a good number of errors that have slipped through the cracks in the past, and it's given us a level of accuracy that just wasn't possible before."

*Craig Smith, IT Specialist, Flint Trading, Thomasville, NC*

"There are many reasons that our client, McCoy Tree Surgery, chose TRAVERSE: features, flexibility, scalability, source code, Microsoft technology, support, and training to name a few. We believe, however, that the top reason McCoy chose TRAVERSE over other software packages is Open Systems' commitment to their products. We believe that the software has to fit the business. TRAVERSE was such a good fit for McCoy – we really didn't have to convince them."

*Anne Kerr, Tesla Systems, Inc., Lake Forest, CA*

"I love the drill-down financial statements because it makes finding data easy, especially at month-end. I can find a specific number within seconds – it's that user-friendly!"

*Tyler Miner, Vice President, Redlands Plumbing, Heating and Air Conditioning, Redland, CA*

"I can use aliases in TRAVERSE to make my own formulas and codes. That flexibility is really, really important. I can create a system that will allow me to reference and find things so easily."

*Kay Newell, Owner, Sunlan Lighting, Inc., Portland, OR*

"This whole solution is such a robust system compared to what we had. Everything about it has helped us. Month end processes and financial reports are so much easier and faster."

*Debra Stevens, Controller, Gentry Air, Inc., Greensboro, NC*





# TRAVERSE® | Business Solutions

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4301 Dean Lakes Blvd.  
Shakopee, MN 55379  
1-800-328-2276  
Fax 952-496-2495  
[www.osas.com](http://www.osas.com)