

SOFTGROUP LTD

DEVELOPMENT AND IMPLEMENTATION
OF SOFTWARE SYSTEMS



SoftGroup® Mill 2007

A specialized information system designed for operating in mills, completely covering and following out the physical process of delivering and processing raw materials.

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1. ABOUT US

SoftGroup Ltd. is a software company with main objects of activity design and development of business management information systems – Enterprise Resource Planning systems (ERP). The company's products are specialized and intended chiefly for enterprises of the grain processing sector. Its main priorities are high quality, attention to detail and efficiency of the applications developed. As a result, the SoftGroup® EMill 2004 information system was nominated for IT innovation of 2004 in a competition held by PC Magazine Bulgaria.

The company employs a team of highly qualified experts with considerable professional training and experience gained at big international companies.

Softgroup Ltd. has acquired a reputation of being a reliable and solid partner operating up to high professional standards, with personal commitment and in constant interaction with its customers.

Our mission is to make our customers part of the developed information society, which will inevitably lead to an increase in their business efficiency.

SoftGroup® Mill 2007 information system is the basic product in the portfolio of SoftGroup Ltd. This has been largely definitive of our company's conception aimed at the development of a series of software systems for management and control of enterprises of the grain industry.

When developing each project, we also constantly employed the consulting services of proven professionals in the branch. Our aim was to place a special emphasis on the practical use of the products, covering all the physical processes characteristic of each enterprise. Thus we achieved our goal, which was to create control software assisting the efficient management of enterprises and providing detailed information on the business processes.

2. SOFTGROUP® MILL 2007 INFORMATION SYSTEM

SoftGroup® Mill 2007 is an integrated information system for management and control of grain-stores, public warehouses and enterprises trading in grain. Our software guarantees that your organization will meet the needs and requirements for accountability, efficiency and transparency. It has been proven to enable HACCP and ISO certification, which will help you surpass economic barriers, and reinforce and increase the trust of customers and users in your company.

SoftGroup® Mill 2007 is a specialized information system designed for operating in mills, completely covering and following out the physical process of delivering and processing raw materials. The program is composed of an application containing modules divided into three packages - Grainstore, Manufacturing and Batching and Sales. The Grainstore package includes all modules from the information system SoftGroup® Granary 2007. In addition, work with materials supplied by the customer is the available.



2.1. LOGICAL STRUCTURE

The Client-Server Application comprises two distinct parts:

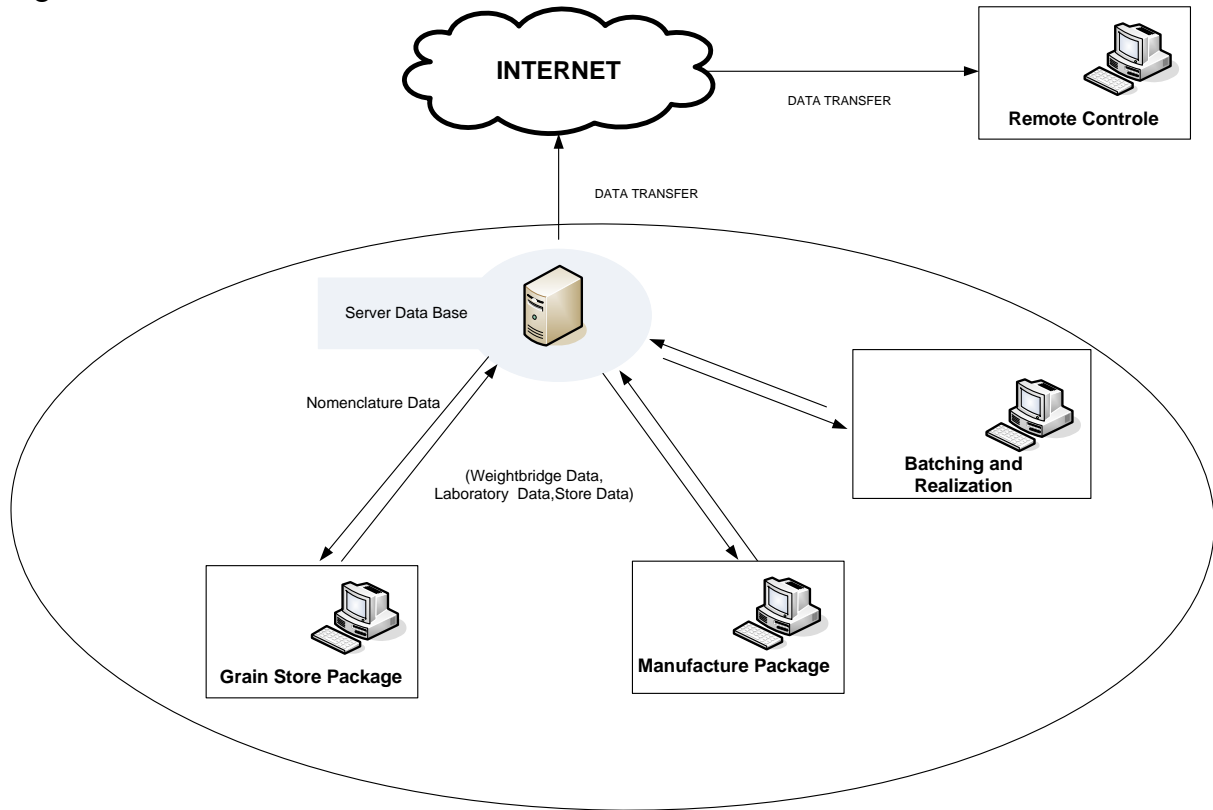
- **SoftGroup® Mill 2007 server** – manage the local data base. Assure the network functions of the information system.
- **SoftGroup® Mill 2007 server** – assure the best corresponding interface for the modules defined above.

Note: Implementing the Information System SoftGroup® Mill 2007 demands:

1. At least one license of SoftGroup® Mill 2007 server
2. A number of licenses of SoftGroup® Mill 2007 client - corresponding of the number of workstations
3. A separate hardware server machine, where SoftGroup® Mill 2007 server should be installed. Do not be considered as a workstation.

For each grain store or mill factory a local area network is being constructed. It includes the number of workstations with the necessary software modules for work related to the server. On each workstation install module with levels of access to information needed to work only in this module. (fig.1):

Fig.1



TRANSFERRING DATA

Between the server and the networked workstations, there is a transfer of incoming and outgoing data relevant on supplies and deliveries, on laboratories analyses and storage operations with relevant customers.

Under certain conditions (Internet connection and real IP), there is a possibility of monitoring from a remote computer.

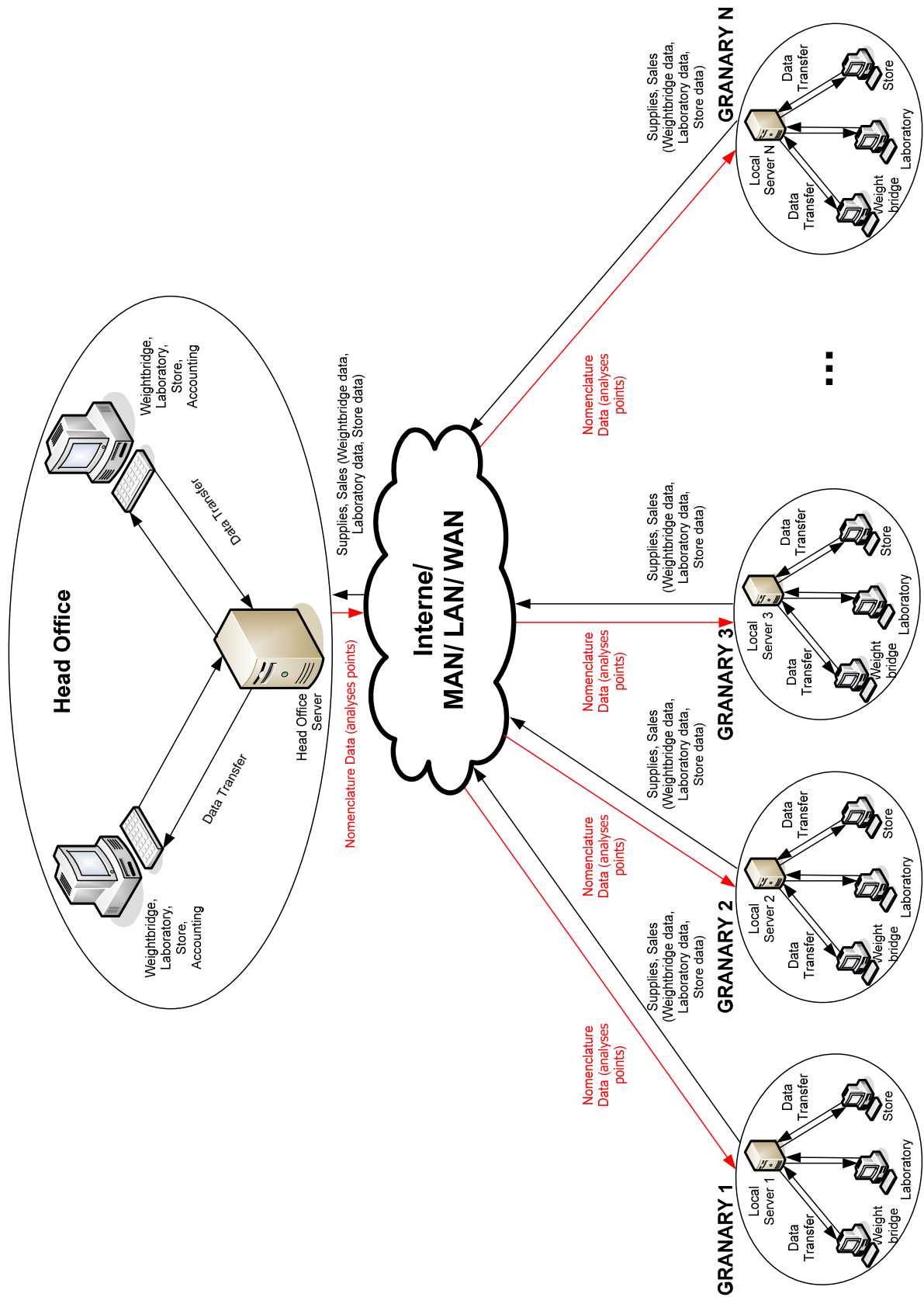
The system can be designed so as to maintain many enterprises regardless of their geographical position, with total management of a central Head Office.

SYSTEM OF DATA TRANSFER MANAGEMENT

By realizing a **System of Data Transfer Management** (with a structure shown below **Fig.2**) a unified integrated system may incorporate multiple outlying granaries and mill factories.

There is a main Head Office of Management and a number (N) of remote structures. A local network is built for every distinct granary or mill factory comprising a number of workstations operating with the program's modules and a local server. The local server manages a Local Data Base and keeps a continuous data transfer with the central Head Office Server.

Realizing a Local Data Base for each Granary and keeping Data Transfer between the local servers and the central Head Office Server makes the system more independent concerning the quality of connections between the remote locations.



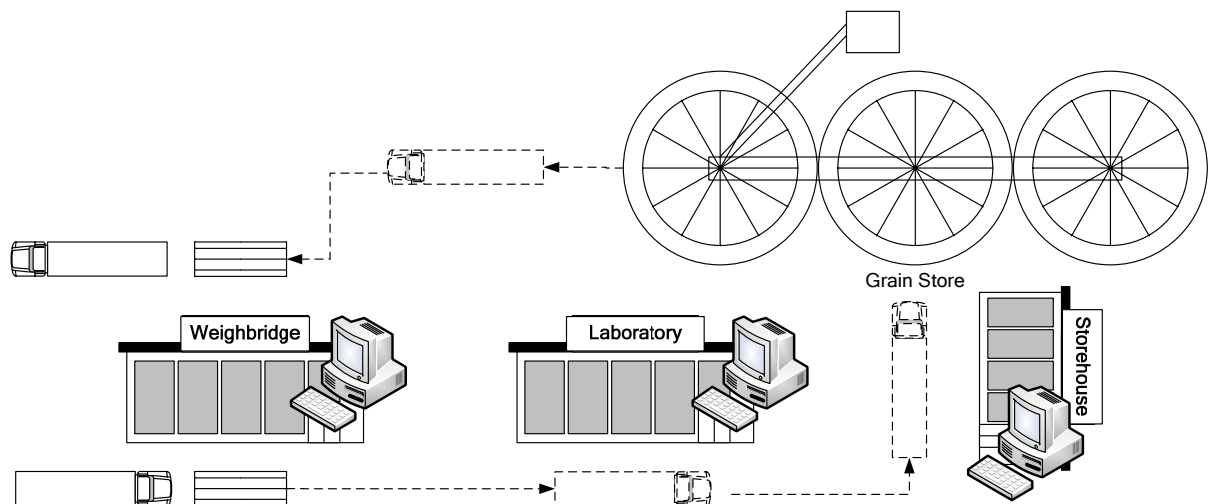
2.2. INTERFACE STRUCTURE

The software product is designed in a module structure. It comprises distinct modules, separated in three main packages **Grain Store**, **Manufacture Package**, **Batching and Realization**. Each of them corresponding to the processing of a relevant part of each physical process.

2.2.1. Grain Store Package consists of four modules.

It comprises the modules:

- **Weighbridge** - This module services the processes for weighing the quantities of grain passing through the weighbridge at the enterprise. It provides detailed daily information on the number and quantity aspect of documents.
- **Laboratory** - It deals with the processes taking place at the enterprise's laboratory. The data of the measured laboratory analysis are filled in with each document (either incoming or outgoing) issued by the Weighbridge Module.
- **Storehouse** - This module includes operations on entries of deliveries, orders and transfers of quantities of grain. It generates detailed reports regarding the movements of quantities, current availabilities, non-entered deliveries and free capacity about each grain elevator.
- **Accounting** - The module is designed for work at the company's accounting department. It does not implement routine accounting operations but provides users with detailed price information and price reports.



2.2.2. Manufacture Package consists of two modules:

- **Laboratory Manufacture**
- **Manufacture**

The package Production including Production Laboratory and Production modules, traces all processes related to the production output. It provides detailed information and a wide range of references related to the quantities of incoming feedstock and the respective production output.

2.2.3. Batching and Realization Package consists of the modules:

- **Ready Production Store**
- **Ready Production Laboratory**
- **Sales**
- **Check Sales**

3. MODULES

3.1. GRAIN STORE PACKAGE

3.1.1. WEIGHBRIDGE

The module serves the process of weighing out the grain quantities crossing the factory truck/lorry weighbridge. It provides detailed daily reports about the number and quantities of documents. They are processed by two non-modal forms (for incoming and outgoing documents) whose main functions are:

- Creating new documents for delivery or ordering of quantities of grain through choosing the partner and the number of the vehicle from the nomenclature, and filling in the relevant date, batch and representative.
- Reporting the quantities weighed gross and tare in succession depending on the nature of the activities.
- Generating a Weighing Receipt upon each delivery or order of a primary document.

Company Owner Ltd.

WEIGHBRIDGE NOTE

ID 2/16.11.2006

Supplier		Client	
Company:	Company Supplier 1 GmbH	Company:	Company Owner Ltd.
Tax number:	1010101010	Tax number:	7272727272
Responsible:	Ahmed Nadir	Responsible:	Ivan Vassilev
Address:	Istanbul, Turkey	Address:	Sofia, Bulgaria

On 16 November 2006, mentioned above supplier, carried to company client wheat with grant amount 12.690 t. Stock is carried by company Company Transport Inc. with car registration number EU 5555 A and representative: Lazar Mihaylov

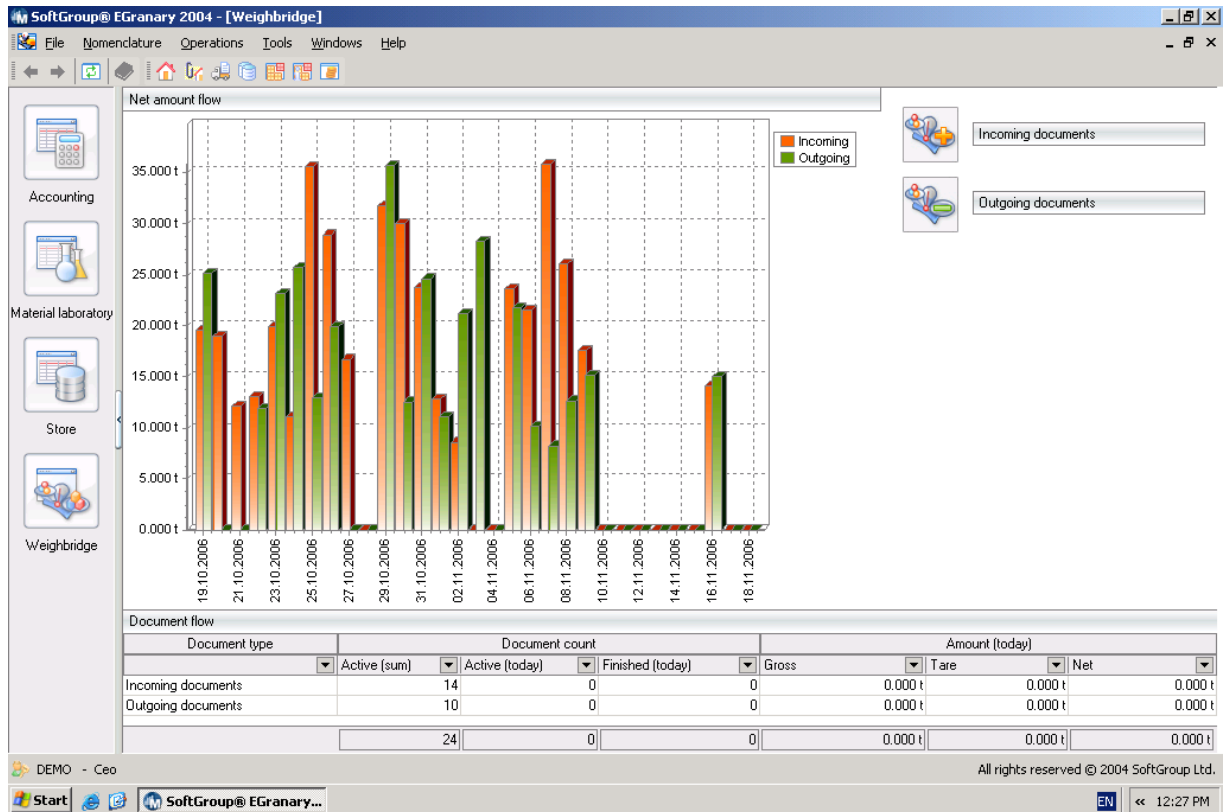
ID	Culture	Gross	Tare	Net	Grant	Grant amount
2	wheat	23.700 t	9.600 t	14.100 t	10.00 %	12.690 t

Carried by:.....
 (Lazar Mihaylov)

Accepted by:.....
 (DEMO)

Company Owner Ltd.
 (seal)

This module's functionality includes the possibility for integration with electronic truck/lorry weighbridges to eliminate the subjective factor in weighing.



3.1.2. LABORATORY MODULE

It deals with the processes taking place at the enterprise's laboratory. The data of the measured laboratory analysis are filled in with each document (either incoming or outgoing) issued by the Weighbridge Module. The module can operate with an unlimited number of types of crops and analysis indices, since an option is provided for the user to add them to lists

For each document, an option has been added allowing automatic calculation of the weight subject to grant according to BSS. Optionally for the user, additional grant methods may be included, which would be individual and used in specific circumstances (depending on the crop, the market situation, etc.).

The module's functions also include an option for integration with electronic laboratory equipment in order to eliminate the subjective factor during measuring.

The module makes it possible to print the following primary documents:

- **Laboratory Analysis Certificate** – includes the analysis values for one document (one vehicle).

Company Owner Ltd.

CERTIFICATE FOR LABORATORY ANALYSIS
ID 17124.10.2006

Supplier		Client	
Company:	C.A.D. Enterprises LLC	Company:	Company Owner Ltd.
Tax number:	53535353	Tax number:	72727272
Responsible:		Responsible:	Ivan Vassilev
Address:	123 Anytown KY, 42431	Address:	Sofia, Bulgaria

On 24 Октомври 2006, mentioned above supplier, delivered to the company client wheat with following laboratory analysis:

Characteristic	Value	Characteristic	Value
Wet:	14.50 %	Cultural:	1.80 %
Weed:	0.40 %	Damaged/Sprouting seeds:	0.58 %
Inert:	0.52	DMG:	22.33 %
Fusarium:	0.28 %	OMG:	8.67 mm
Classes:	0.47 %	Hectolitre:	76.12 kg
Other alien:	2.30 %		
Grant:	2.84 %		

Recommended store: Store 1

Description:

Stock is carried by company Venture Logistics Inc. with car registration number AR 678-987 SD and representative: Julian Carson

Carried by:.....
(Julian Carson)

Tester:.....
(L/D/A)

Company Owner Ltd.
(sea)

- **Daily Analysis Certificate** – includes the weighted mean analysis values of all documents for the deliveries of a particular contracting party for the day.

Company Owner Ltd.

DAILY ANALYSIS CERTIFICATE
16.11.2006

Supplier		Client	
Company:	Company Supplier 1 GmbH	Company:	Company Owner Ltd.
Tax number:	10101010	Tax number:	72727272
Responsible:	Ahmed Nadir	Responsible:	Ivan Vassilev
Address:	Istanbul, Turkey	Address:	Sofia, Bulgaria

On 16 November 2006, mentioned above supplier, carried to company client wheat with following laboratory analysis:

Characteristic	Value	Spl. ID	Car number	Store	Net	Grant amount
Wet	10.00 %		2 EU 5555 A	Store 1	14.100 t	12.690 t
Weed	4.00 %					
Inert	4.00					
Classes	2.00 %					

All net	14.100 t
Grant	10,00 %
All grant amount	12.690 t

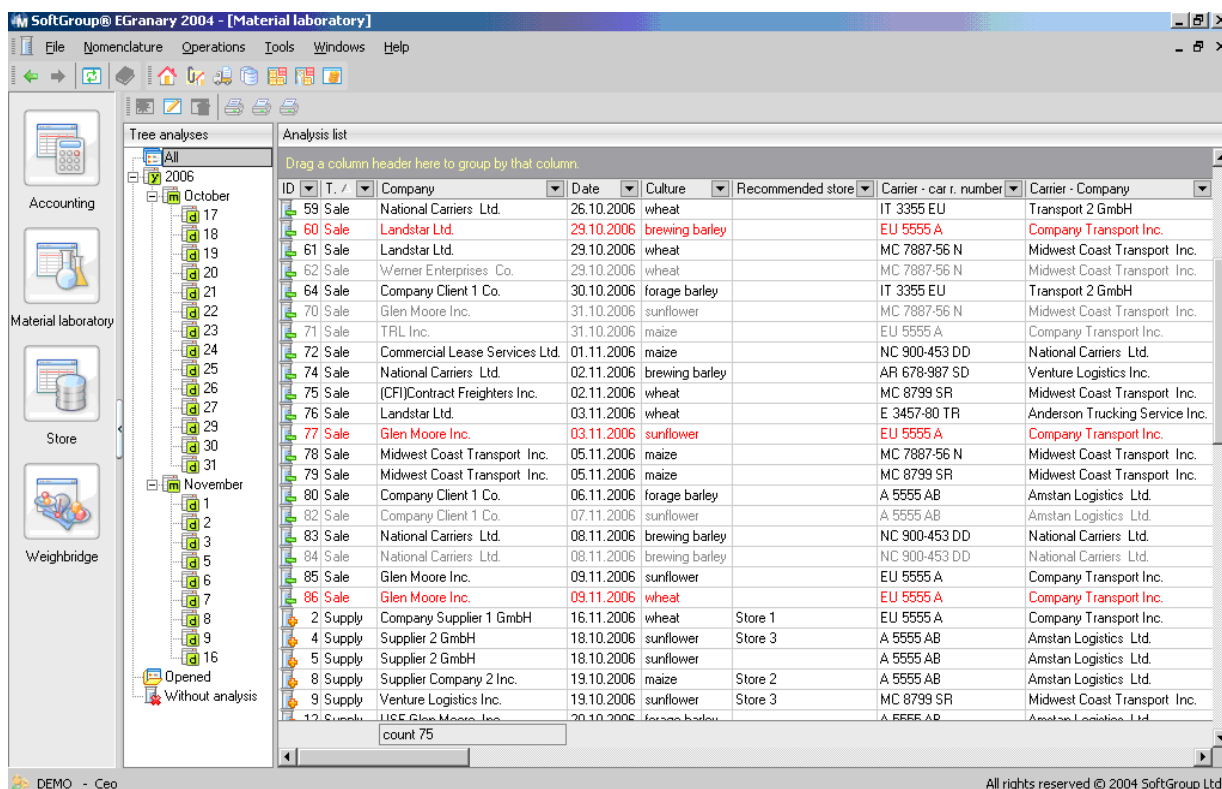
- **Summarized Analysis Certificate for a particular period** – includes a list of the daily analysis certificates for a period selected by the user. At the end, all values of the qualitative indices from the daily analysis certificates are summarized on a weighted mean basis. Thus the user can obtain prompt and accurate information on the quality of all shipments supplied by a particular contracting party for a certain period of time. This in turn contributes for a greater flexibility and precision when negotiating purchase prices.

Company Owner Ltd.

COMMON ANALYSIS CERTIFICATE

Contracting party		Culture:		wheat
Company:	C.A.D. Enterprises LLC	Period	From:	01.10.2006
Tax number:	5353535353		To:	01.11.2006
Responsible:	Anthony Williams	All count supplies:	4	
		Number of daily anl.certificates:	3	

Date	Grant amount	Grant	Wet	Weed	Inert	Classes	Fusarium	Other alien	Cultural	Damage d/Sprouting seeds	DMG	OMG	Hectolitre
24.10.2006	10.688 t	2.84 %	14.50 %	0.43 %	0.52	0.47 %	0.28 %	2.30 %	1.80 %	0.56 %	22.33 %	8.67 mm	76.12 kg
29.10.2006	22.662 t	2.71 %	14.20 %	0.33 %	0.57	0.40 %	0.17 %	1.53 %	0.94 %	0.47 %	23.30 %	7.94 mm	73.35 kg
31.10.2006	11.834 t	2.12 %	13.80 %	0.42 %	0.53	0.42 %	0.00 %	1.50 %	1.33 %	0.47 %	22.26 %	8.29 mm	73.45 kg
Sum	45.184 t	2.59 %	14.17 %	0.43 %	0.55	0.42 %	0.15 %	1.70 %	1.25 %	0.49 %	22.80 %	8.20 mm	74.03 kg

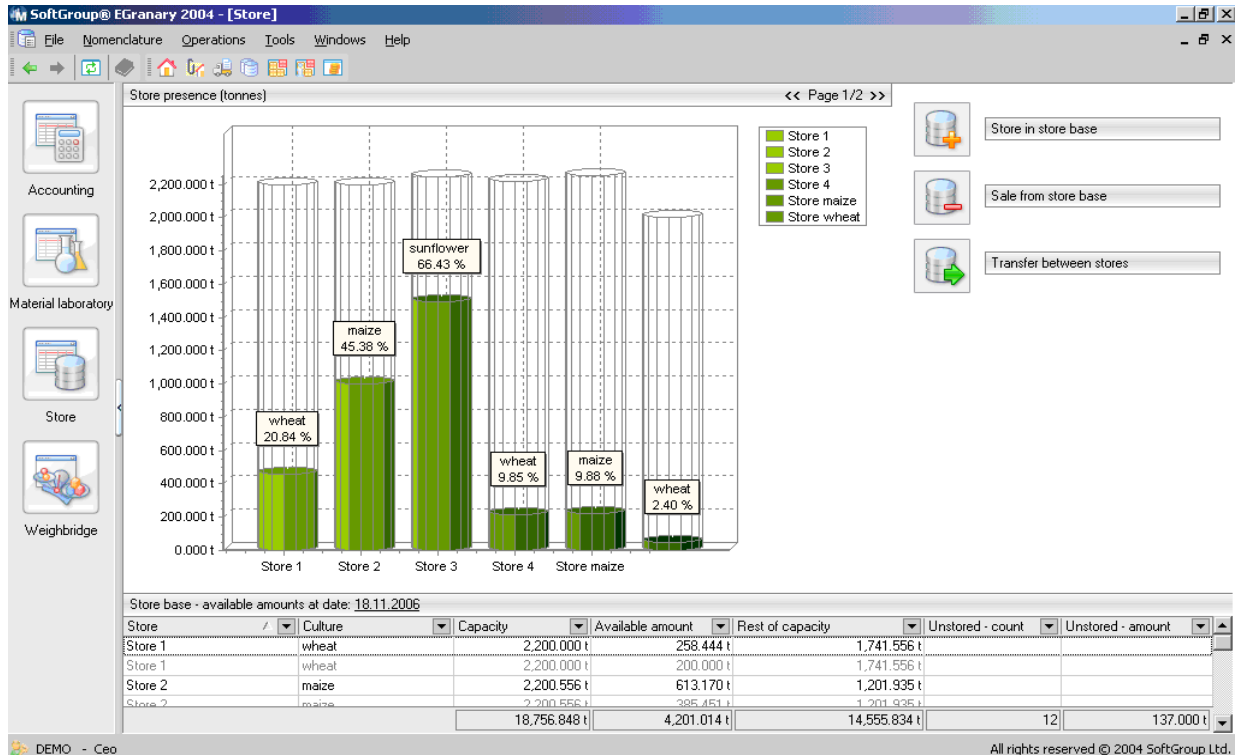


The screenshot shows the 'SoftGroup@ EGranary 2004 - [Material laboratory]' application. The main window displays an 'Analysis list' table with columns for ID, T./, Company, Date, Culture, Recommended store, Carrier - car r. number, and Carrier - Company. The table lists various grain transactions, including sales and supplies, with details on dates, quantities, and carrier information.

ID	T./	Company	Date	Culture	Recommended store	Carrier - car r. number	Carrier - Company
59	Sale	National Carriers Ltd.	26.10.2006	wheat		IT 3355 EU	Transport 2 GmbH
60	Sale	Landstar Ltd.	29.10.2006	brewing barley		EU 5555 A	Company Transport Inc.
61	Sale	Landstar Ltd.	29.10.2006	wheat		MC 7887-56 N	Midwest Coast Transport Inc.
62	Sale	Werner Enterprises Co.	29.10.2006	wheat		MC 7887-56 N	Midwest Coast Transport Inc.
64	Sale	Company Client 1 Co.	30.10.2006	forage barley		IT 3355 EU	Transport 2 GmbH
70	Sale	Glen Moore Inc.	31.10.2006	sunflower		MC 7887-56 N	Midwest Coast Transport Inc.
71	Sale	TRL Inc.	31.10.2006	maize		EU 5555 A	Company Transport Inc.
72	Sale	Commercial Lease Services Ltd.	01.11.2006	maize		NC 900-453 DD	National Carriers Ltd.
74	Sale	National Carriers Ltd.	02.11.2006	brewing barley		AR 678-987 SD	Venture Logistics Inc.
75	Sale	(CFI)Contract Freighters Inc.	02.11.2006	wheat		MC 8799 SR	Midwest Coast Transport Inc.
76	Sale	Landstar Ltd.	03.11.2006	wheat		E 3457-80 TR	Anderson Trucking Service Inc.
77	Sale	Glen Moore Inc.	03.11.2006	sunflower		EU 5555 A	Company Transport Inc.
78	Sale	Midwest Coast Transport Inc.	05.11.2006	maize		MC 7887-56 N	Midwest Coast Transport Inc.
79	Sale	Midwest Coast Transport Inc.	05.11.2006	maize		MC 8799 SR	Midwest Coast Transport Inc.
80	Sale	Company Client 1 Co.	06.11.2006	forage barley		A 5555 AB	Amstan Logistics Ltd.
82	Sale	Company Client 1 Co.	07.11.2006	sunflower		A 5555 AB	Amstan Logistics Ltd.
83	Sale	National Carriers Ltd.	08.11.2006	brewing barley		NC 900-453 DD	National Carriers Ltd.
84	Sale	National Carriers Ltd.	08.11.2006	brewing barley		NC 900-453 DD	National Carriers Ltd.
85	Sale	Glen Moore Inc.	09.11.2006	sunflower		EU 5555 A	Company Transport Inc.
86	Sale	Glen Moore Inc.	09.11.2006	wheat		EU 5555 A	Company Transport Inc.
2	Supply	Company Supplier 1 GmbH	16.11.2006	wheat	Store 1	EU 5555 A	Company Transport Inc.
4	Supply	Supplier 2 GmbH	18.10.2006	sunflower	Store 3	A 5555 AB	Amstan Logistics Ltd.
5	Supply	Supplier 2 GmbH	18.10.2006	sunflower		A 5555 AB	Amstan Logistics Ltd.
8	Supply	Supplier Company 2 Inc.	19.10.2006	maize	Store 2	A 5555 AB	Amstan Logistics Ltd.
9	Supply	Venture Logistics Inc.	19.10.2006	sunflower	Store 3	MC 8799 SR	Midwest Coast Transport Inc.
12	Supply	USF Glen Moore Inc.	20.10.2006	forage barley		A 5555 AB	Amstan Logistics Ltd.

3.1.3. GRAIN STORE MODULE

It includes the data processing for the accounting for incoming deliveries, the releases and the transfers of grain quantities. It generates detailed references on the movement of grain quantities, the currently available stock, deliveries not yet accounted for, and the free capacity of each silo.

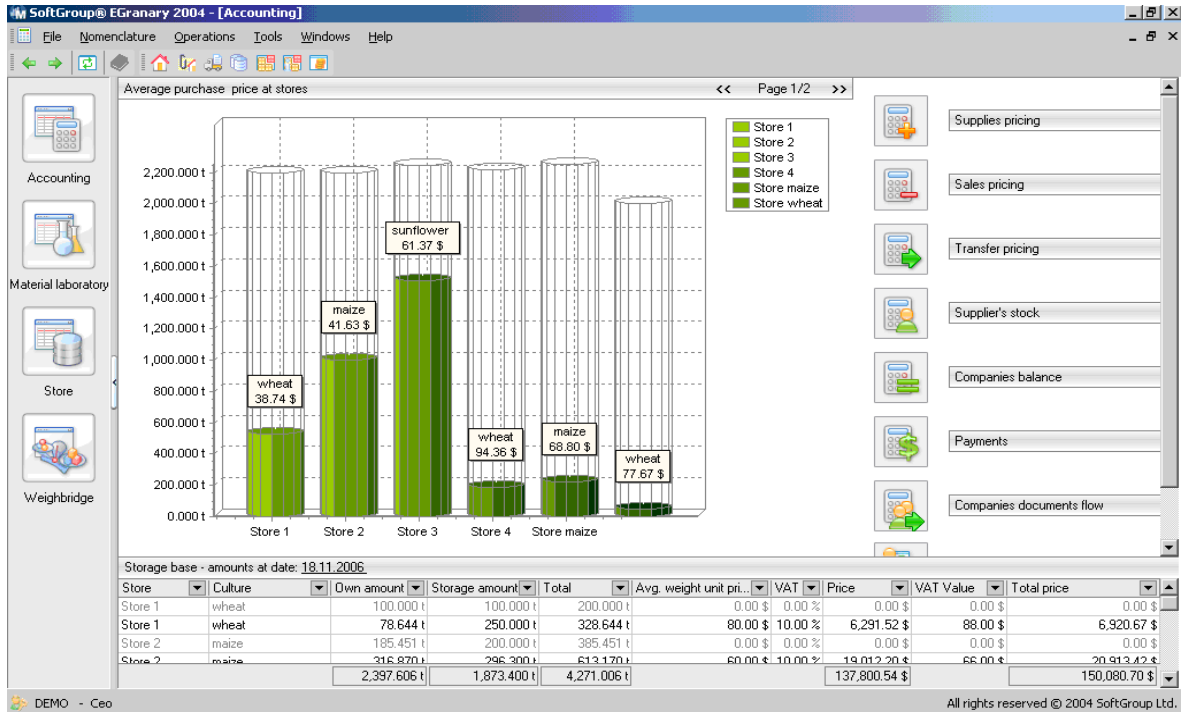


3.1.4. ACCOUNTING DEPARTMENT MODULE

This module is designed for the company's accounting department. IT DOES NOT IMPLEMENT ACCOUNTING OF THE CONVENTIONAL TYPE, but provides detailed pricing information and price references to the user. Its main functions are:

- Pricing of deliveries, releases and transfers of grain quantities;
- Assignment of the relevant status to each document: purchase, sale, storage;
- Balance of all contracting parties showing summarized balances of debts and receipts in BGN;
- Balance of all contracting parties showing debts related to the stored quantities by individual crops;
- Changes of the status of grain quantities (from storage to purchase) and pricing;
- Possibility for transfer of grain quantities for storage among contracting parties, reflecting on the values in their balances respectively.
- Processing of payments;
- Printing of various types of primary documents: Hand-over Records (for delivery, release and storage), Internal Transfer Records and Change of Status Records.

The module provides a possibility for complete overview over the whole document exchange for each contracting party.



SoftGroup® EGranary 2004 - [Accounting - Companies balance]

Companies balance

Drag a column header here to group by that column.

Company	Obligation	VAT	VAT value	Total obligation	wheat	brewing barley	forage barley	maize	sunflower	
(By choice...)	3.62 \$	10.00 %	-193.36 \$	-2,126.98 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
(G)CONTRACT FREIGHTERS INC.	2.13 \$	0.00 %	0.00 \$	-152.13 \$	0.000 t	0.000 t	0.000 t	0.000 t	12.678 t	
AMSTAN LOGISTICS LTD.	0.14 \$	10.00 %	211.01 \$	2,321.15 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
ANDERSON TRUCKING SERVICE INC.	5.00 \$	10.00 %	23.50 \$	258.50 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
C.A.D. ENTERPRISES LLC	7.00 \$	10.00 %	14.70 \$	161.70 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
COMMERCIAL LEASE SERVICES LTD.	9.74 \$	10.00 %	151.37 \$	1,665.11 \$	0.000 t	0.000 t	0.000 t	0.000 t	-0.550 t	
COMPANY CLIENT 1 CO.					0.000 t	0.000 t	0.000 t	0.000 t	16.549 t	
COMPANY SUPPLIER 1 GMBH	1.34 \$	10.00 %	-28.13 \$	-309.47 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
COMPANY TRANSPORT INC.	8.44 \$	10.00 %	-78.84 \$	-867.28 \$	0.000 t	0.000 t	8.617 t	0.000 t	0.000 t	
GLLEN MOORE INC.	0.00 \$	10.00 %	6.00 \$	66.00 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
LANDSTAR LTD.					0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
MIDWEST COAST TRANSPORT INC.	5.00 \$	10.00 %	6.50 \$	71.50 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
NATIONAL CARRIERS LTD.	4.85 \$	10.00 %	238.49 \$	2,623.34 \$	15.063 t	0.000 t	0.000 t	0.000 t	0.000 t	
SUPPLIER 2 GMBH	8.04 \$	10.00 %	-168.30 \$	-1,851.34 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
TRANSPORT 2 GMBH	5.64 \$	0.00 %	0.00 \$	-1,476.64 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
TRL INC.					0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
USF GLEN MOORE INC.	1.01 \$	10.00 %	-111.10 \$	-1,222.11 \$	9.381 t	0.000 t	0.000 t	0.000 t	0.000 t	
VENTURE LOGISTICS INC.	5.77 \$	0.00 %	0.00 \$	-1,186.77 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
WERNER ENTERPRISES CO.					0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
midwest coast transport inc.	458.73 \$	10.00 %	-43.87 \$	-482.60 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
National Carriers Ltd.	-306.96 \$	0.00 %	0.00 \$	-306.96 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
National Carriers Ltd.	-2,435.24 \$	10.00 %	-243.52 \$	-2,678.76 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
USF Glen Moore Inc.	1,569.10 \$	10.00 %	156.91 \$	1,726.01 \$	0.000 t	0.000 t	10.955 t	0.000 t	0.000 t	
Glen Moore Inc.	-1,824.96 \$	10.00 %	-182.50 \$	-2,007.46 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
Werner Enterprises Co.	-177.86 \$	10.00 %	-17.79 \$	-195.65 \$	4.403 t	8.952 t	0.000 t	0.000 t	0.000 t	
TRL Inc.	-1,782.40 \$	10.00 %	-178.24 \$	-1,960.64 \$	0.000 t	0.000 t	0.000 t	0.000 t	0.000 t	
count	22		-7,494.31 \$	-437.17 \$	-7,931.48 \$	28,847 t	8,952 t	19,572 t	0.000 t	28,677 t

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3.2. MANUFACTURE PACKAGE

3.2.1. MANUFACTURE MODUL

This module covers the process of raw materials processing in a mill factory. Its basic function is to provide information and reports about the processed raw materials and the production output for each shift.

It processes the following operations:

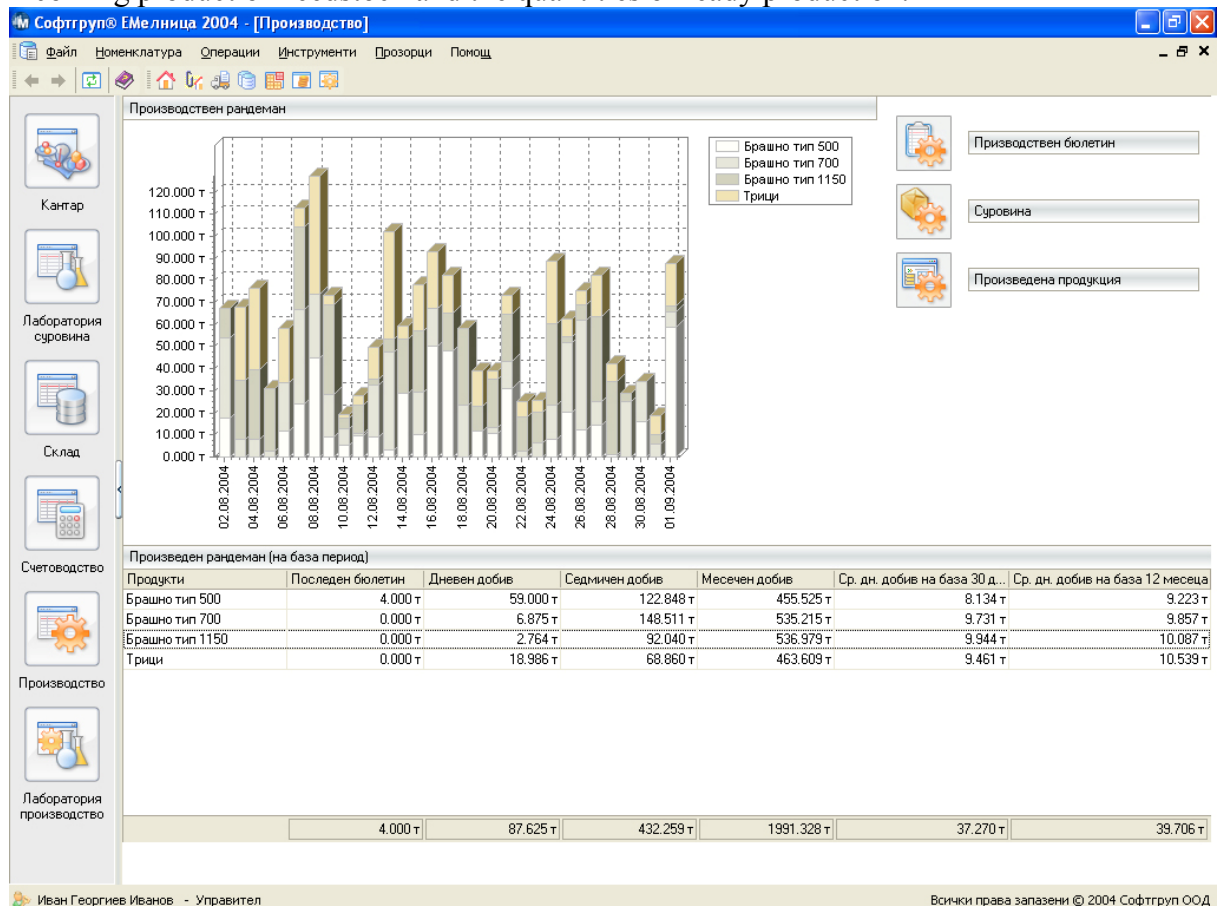
- Creating new manufacture documents for each shift.
- Counting orders of quantities of raw materials for production.
- Calculating manufactured quantities about each outgoing item of the nomenclature.
- Providing information about the quality indicators of the raw materials input in the manufacturing process.
- Providing information about the average data values of the laboratory analysis of each outgoing item.
- Generating the primary document Production Statement at the end of each shift.

The module's merits are related to the fact that it helps in the control of critical points in the production process. It records a history log with information for each day on:

- the production workers in each work shift;
- any interruptions in the mill's operation and their causes;
- the quantities of processed feedstock
- quantities of ready production
- quality of the production, by individual products, by means of the analysis values provided by the laboratories.

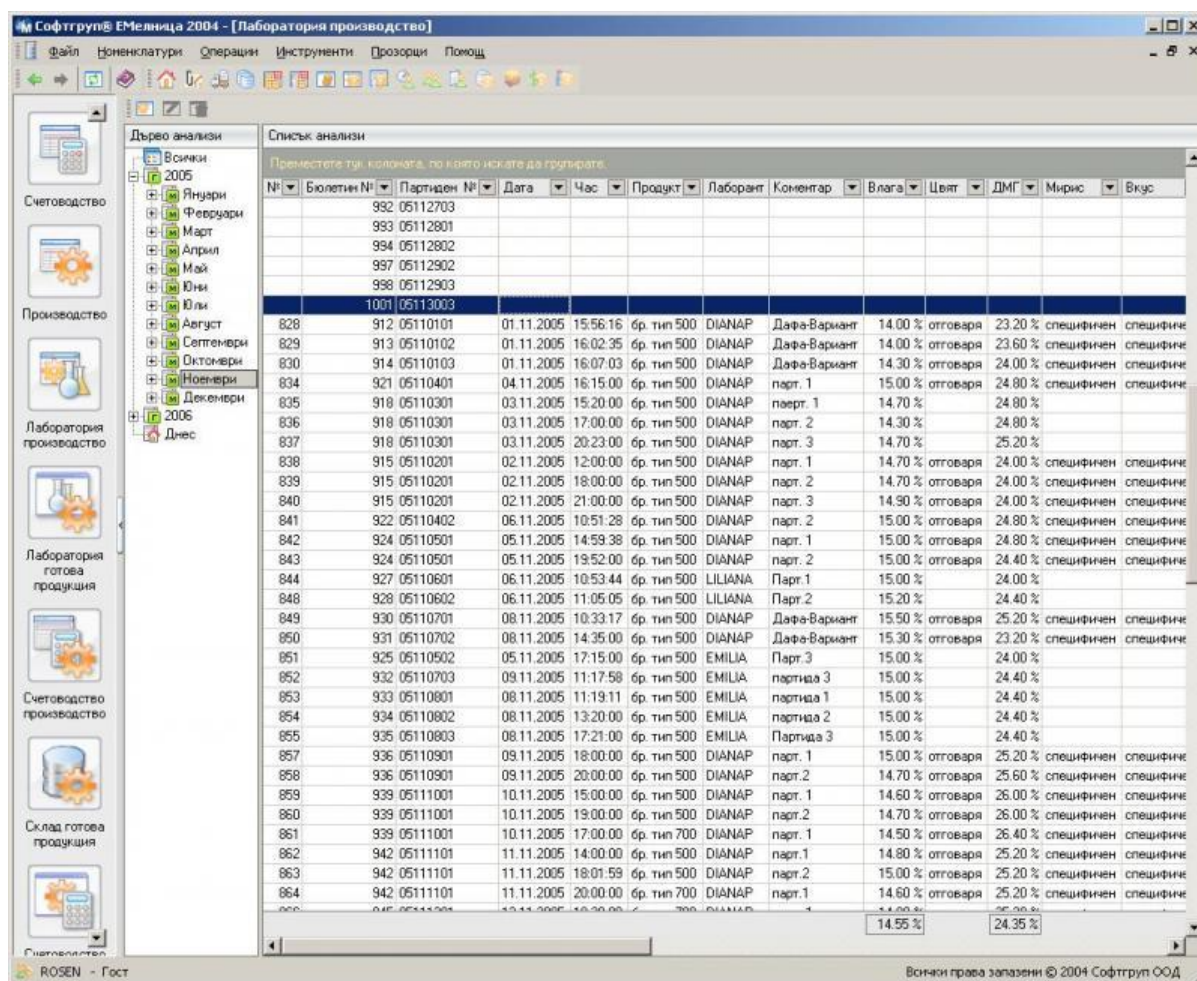
The enumerated functions contribute largely to the increase of control and quality of production.

The module also incorporates an option for integration with electronic scales measuring the incoming production feedstock and the quantities of ready production.



3.2.2. LABORATORY MANUFACTURE MODUL

This module processes the activities related to the quality laboratory tests during production. It provides detailed information and analyses regarding the quality of output production for each shift.



№	Бюлетин №	Партиден №	Дата	Час	Продукт	Лаборант	Коментар	Влага	Цвят	ДМГ	Мирис	Вкус
828	912	05110101	01.11.2005	15:56:16	бр. тип 500	DIANAP	Дафа-Вариант	14.00 % отговаря	23.20 %	специфичен	специфичен	
829	913	05110102	01.11.2005	16:02:35	бр. тип 500	DIANAP	Дафа-Вариант	14.00 % отговаря	23.60 %	специфичен	специфичен	
830	914	05110103	01.11.2005	16:07:03	бр. тип 500	DIANAP	Дафа-Вариант	14.30 % отговаря	24.00 %	специфичен	специфичен	
834	921	05110401	04.11.2005	16:15:00	бр. тип 500	DIANAP	парт. 1	15.00 % отговаря	24.80 %	специфичен	специфичен	
835	918	05110301	03.11.2005	15:20:00	бр. тип 500	DIANAP	парт. 1	14.70 %	24.80 %			
836	918	05110301	03.11.2005	17:00:00	бр. тип 500	DIANAP	парт. 2	14.30 %	24.80 %			
837	918	05110301	03.11.2005	20:23:00	бр. тип 500	DIANAP	парт. 3	14.70 %	25.20 %			
838	915	05110201	02.11.2005	12:00:00	бр. тип 500	DIANAP	парт. 1	14.70 % отговаря	24.00 %	специфичен	специфичен	
839	915	05110201	02.11.2005	18:00:00	бр. тип 500	DIANAP	парт. 2	14.70 % отговаря	24.00 %	специфичен	специфичен	
840	915	05110201	02.11.2005	21:00:00	бр. тип 500	DIANAP	парт. 3	14.90 % отговаря	24.00 %	специфичен	специфичен	
841	922	05110402	06.11.2005	10:51:28	бр. тип 500	DIANAP	парт. 2	15.00 % отговаря	24.80 %	специфичен	специфичен	
842	924	05110501	05.11.2005	14:59:38	бр. тип 500	DIANAP	парт. 1	15.00 % отговаря	24.80 %	специфичен	специфичен	
843	924	05110501	05.11.2005	19:52:00	бр. тип 500	DIANAP	парт. 2	15.00 % отговаря	24.40 %	специфичен	специфичен	
844	927	05110601	06.11.2005	10:53:44	бр. тип 500	LILIANA	Парт.1	15.00 %	24.40 %			
848	928	05110602	06.11.2005	11:05:05	бр. тип 500	LILIANA	Парт.2	15.20 %	24.40 %			
849	930	05110701	08.11.2005	10:33:17	бр. тип 500	DIANAP	Дафа-Вариант	15.50 % отговаря	25.20 %	специфичен	специфичен	
850	931	05110702	08.11.2005	14:35:00	бр. тип 500	DIANAP	Дафа-Вариант	15.30 % отговаря	23.20 %	специфичен	специфичен	
851	925	05110502	05.11.2005	17:15:00	бр. тип 500	EMILIA	Парт.3	15.00 %	24.00 %			
852	932	05110703	09.11.2005	11:17:58	бр. тип 500	EMILIA	парт.3	15.00 %	24.40 %			
853	933	05110801	08.11.2005	11:19:11	бр. тип 500	EMILIA	парт.1	15.00 %	24.40 %			
854	934	05110802	08.11.2005	13:20:00	бр. тип 500	EMILIA	парт.2	15.00 %	24.40 %			
855	935	05110803	08.11.2005	17:21:00	бр. тип 500	EMILIA	Парт.3	15.00 %	24.40 %			
857	936	05110901	09.11.2005	18:00:00	бр. тип 500	DIANAP	парт. 1	15.00 % отговаря	25.20 %	специфичен	специфичен	
858	936	05110901	09.11.2005	20:00:00	бр. тип 500	DIANAP	парт. 2	14.70 % отговаря	25.60 %	специфичен	специфичен	
859	939	05111001	10.11.2005	15:00:00	бр. тип 500	DIANAP	парт. 1	14.60 % отговаря	26.00 %	специфичен	специфичен	
860	939	05111001	10.11.2005	19:00:00	бр. тип 500	DIANAP	парт. 2	14.70 % отговаря	26.00 %	специфичен	специфичен	
861	939	05111001	10.11.2005	17:00:00	бр. тип 700	DIANAP	парт. 1	14.50 % отговаря	26.40 %	специфичен	специфичен	
862	942	05111101	11.11.2005	14:00:00	бр. тип 500	DIANAP	парт. 1	14.80 % отговаря	25.20 %	специфичен	специфичен	
863	942	05111101	11.11.2005	18:01:59	бр. тип 500	DIANAP	парт. 2	15.00 % отговаря	25.20 %	специфичен	специфичен	
864	942	05111101	11.11.2005	20:00:00	бр. тип 700	DIANAP	парт. 1	14.60 % отговаря	25.20 %	специфичен	специфичен	
865	945	05111201	12.11.2005	16:20:00	бр. тип 700	DIANAP	парт. 1	14.55 %	24.35 %			

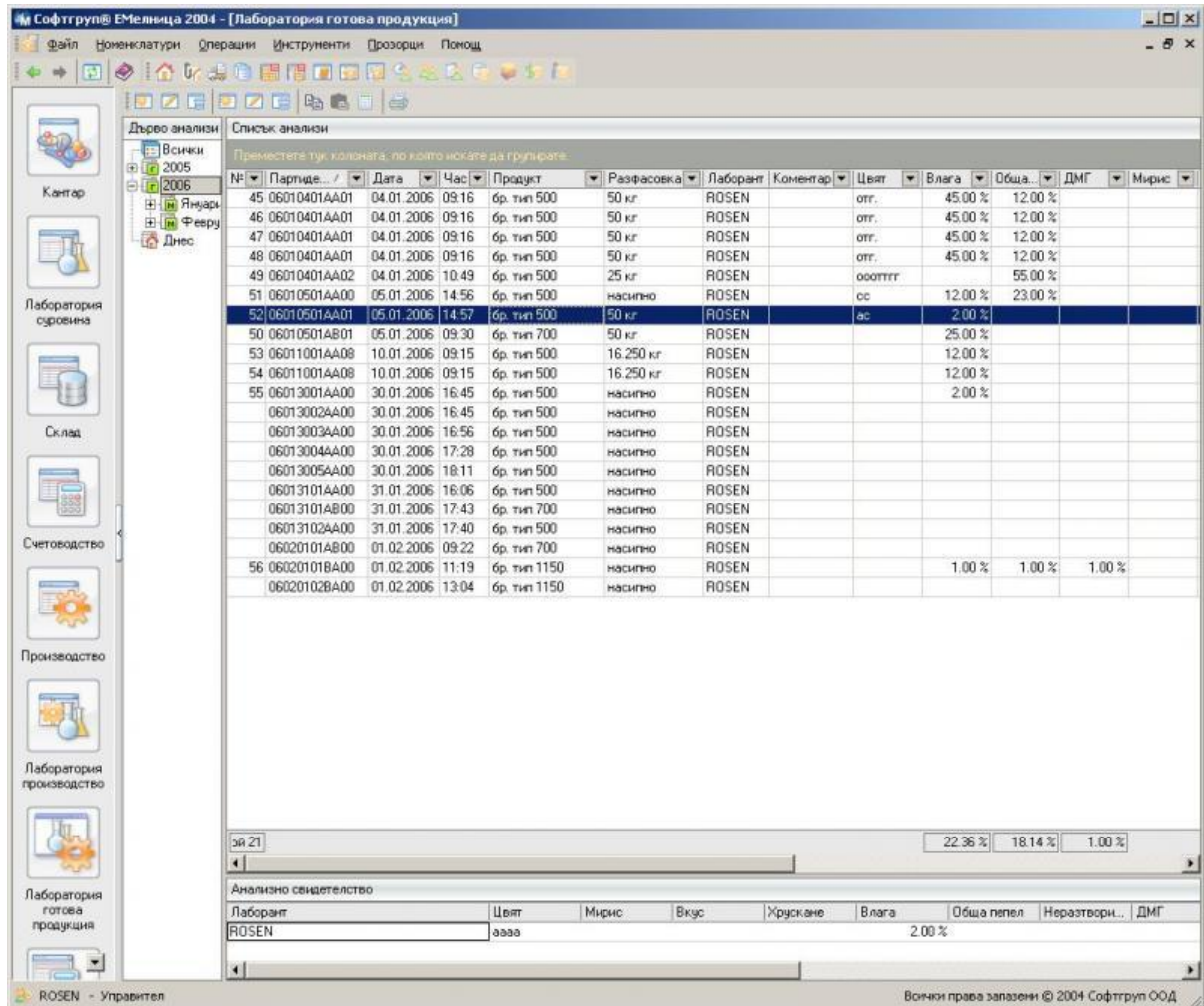
3.3. BATCHING AND REALIZATION PACKAGE

3.3.1. READY PRODUCTION LABORATORY MODULE

Frequently, due to technological specificities, the analysis values measured during the process of production are not indicative of the quality of the ready production (both packaged and bulk). The reason for this is that there is an indefinite period of time during which the ready production is left to stay. During the subsequent packaging, it is not known precisely when this production was produced (date and shift), so that to issue a quality certificate. A critical point is thus formed, which can be overcome by means of the present module.

The module performs the following operations:

- Generation of batch numbers for each product.
- Attachment of any number of laboratory analyses to the batch already formed.
- Formation of summarized analysis values, included in the quality certificate accompanying each sale.



№	Партиде...	Дата	Час	Продукт	Разфасовка	Лаборант	Концентрация	Цвет	Влага	Обща.	ДМГ	Мирис
45	06010401AA01	04.01.2006	09.16	бр. тип 500	50 кг	ROSEN		отг.	45.00 %	12.00 %		
46	06010401AA01	04.01.2006	09.16	бр. тип 500	50 кг	ROSEN		отг.	45.00 %	12.00 %		
47	06010401AA01	04.01.2006	09.16	бр. тип 500	50 кг	ROSEN		отг.	45.00 %	12.00 %		
48	06010401AA01	04.01.2006	09.16	бр. тип 500	50 кг	ROSEN		отг.	45.00 %	12.00 %		
49	06010401AA02	04.01.2006	10.49	бр. тип 500	25 кг	ROSEN		оооооооо		55.00 %		
51	06010501AA00	05.01.2006	14.56	бр. тип 500	насыпно	ROSEN		сс	12.00 %	23.00 %		
52	06010501AA01	05.01.2006	14.57	бр. тип 500	50 кг	ROSEN		ас	2.00 %			
50	06010501AB01	05.01.2006	09.30	бр. тип 700	50 кг	ROSEN			25.00 %			
53	06011001AA08	10.01.2006	09.15	бр. тип 500	16.250 кг	ROSEN			12.00 %			
54	06011001AA08	10.01.2006	09.15	бр. тип 500	16.250 кг	ROSEN			12.00 %			
55	06013001AA00	30.01.2006	16.45	бр. тип 500	насыпно	ROSEN			2.00 %			
	06013002AA00	30.01.2006	16.45	бр. тип 500	насыпно	ROSEN						
	06013003AA00	30.01.2006	16.56	бр. тип 500	насыпно	ROSEN						
	06013004AA00	30.01.2006	17.28	бр. тип 500	насыпно	ROSEN						
	06013005AA00	30.01.2006	18.11	бр. тип 500	насыпно	ROSEN						
	06013101AA00	31.01.2006	16.06	бр. тип 500	насыпно	ROSEN						
	06013101AB00	31.01.2006	17.43	бр. тип 700	насыпно	ROSEN						
	06013102AA00	31.01.2006	17.40	бр. тип 500	насыпно	ROSEN						
	06020101AB00	01.02.2006	09.22	бр. тип 700	насыпно	ROSEN						
56	06020101BA00	01.02.2006	11.19	бр. тип 1150	насыпно	ROSEN			1.00 %	1.00 %	1.00 %	
	06020102BA00	01.02.2006	13.04	бр. тип 1150	насыпно	ROSEN						

Summary row: 22.36 % | 18.14 % | 1.00 %

Анализно свидетелство

Лаборант	Цвет	Мирис	Вкус	Хрускане	Влага	Обща пепел	Неразтворн.	ДМГ
ROSEN	азва				2.00 %			

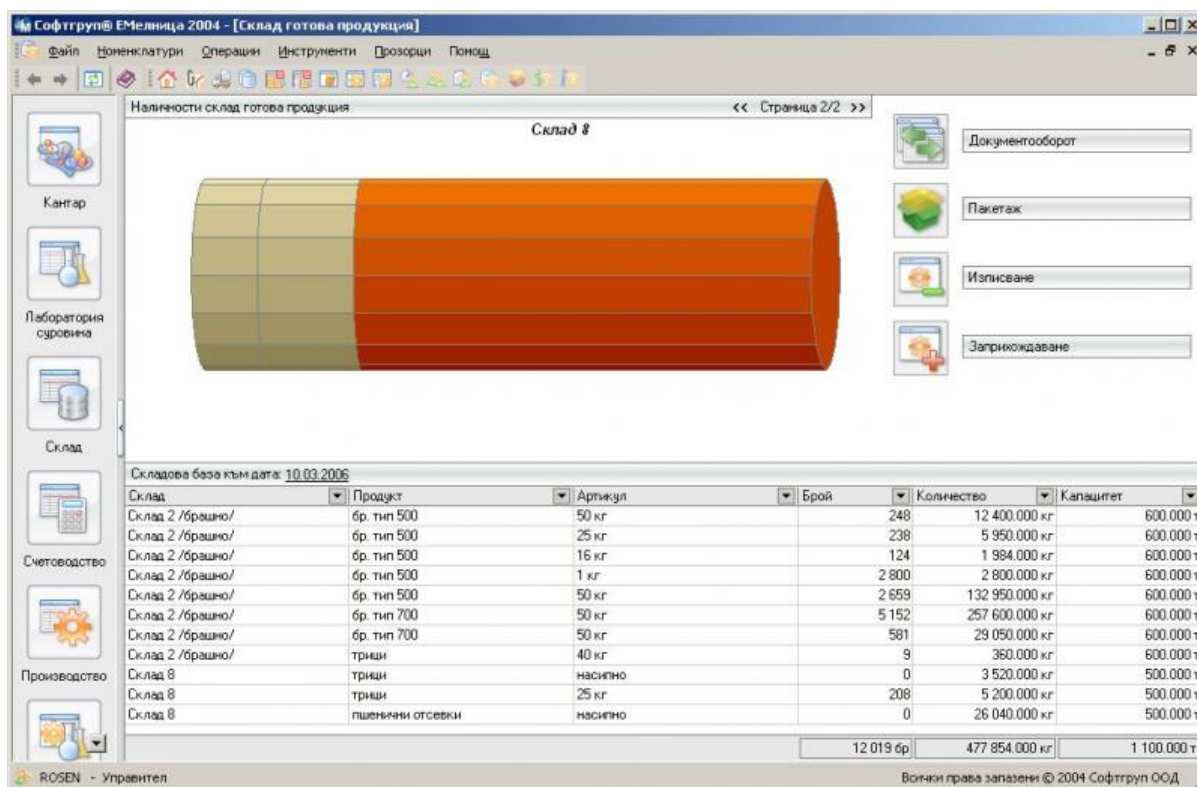
The module provides prompt and accurate information on the quality of the ready and realized production in batches. Together with the Sales Module, they are a powerful tool for making references, to which customers precisely the production with a particular batch number (i.e. with specific quality) was sold.

3.3.2. READY PRODUCTION STORE MODULE

This module deals with the available quantities on store and the movement of the ready production in batches. It performs the following operations:

- Accounts for packaged and bulk quantities at a storehouse selected by the user;
- Provides a possibility to transfer quantities of ready production among the storehouses;

- Automatically releases the quantities of ready production from the storehouse after a sale;
- Provides a possibility to package quantities of bulk production that have already been accounted for at the storehouse;
 - Creates documents subject to sale orders for selected batches (subject to the customer's requirements) which are automatically visualized in the Sales Module and stay ready for filling in the price information;
- At any moment, provides information on:
 - The available quantities by types of products;
 - The available quantities by batches;
 - The distribution of the available batches for a particular product at the storage premises.



Складова база към дата: 10.03.2006

Склад	Продукт	Артикул	Брой	Количество	Капацитет
Склад 2 /брашно/	бр. тип 500	50 кг	248	12 400.000 кг	600.000 т
Склад 2 /брашно/	бр. тип 500	25 кг	238	5 950.000 кг	600.000 т
Склад 2 /брашно/	бр. тип 500	16 кг	124	1 984.000 кг	600.000 т
Склад 2 /брашно/	бр. тип 500	1 кг	2 800	2 800.000 кг	600.000 т
Склад 2 /брашно/	бр. тип 500	50 кг	2 659	132 950.000 кг	600.000 т
Склад 2 /брашно/	бр. тип 700	50 кг	5 152	257 600.000 кг	600.000 т
Склад 2 /брашно/	бр. тип 700	50 кг	581	29 050.000 кг	600.000 т
Склад 2 /брашно/	трици	40 кг	9	360.000 кг	600.000 т
Склад 8	трици	наситно	0	3 520.000 кг	500.000 т
Склад 8	трици	25 кг	208	5 200.000 кг	500.000 т
Склад 8	пшенични отсевки	наситно	0	26 040.000 кг	500.000 т
			12 019 бр	477 854.000 кг	1 100.000 т

ROSEN - Управител Всички права запазени © 2004 Софтгруп ООД

The module's merits are related to the fact that it provides detailed information about the movement of quantities by batches.

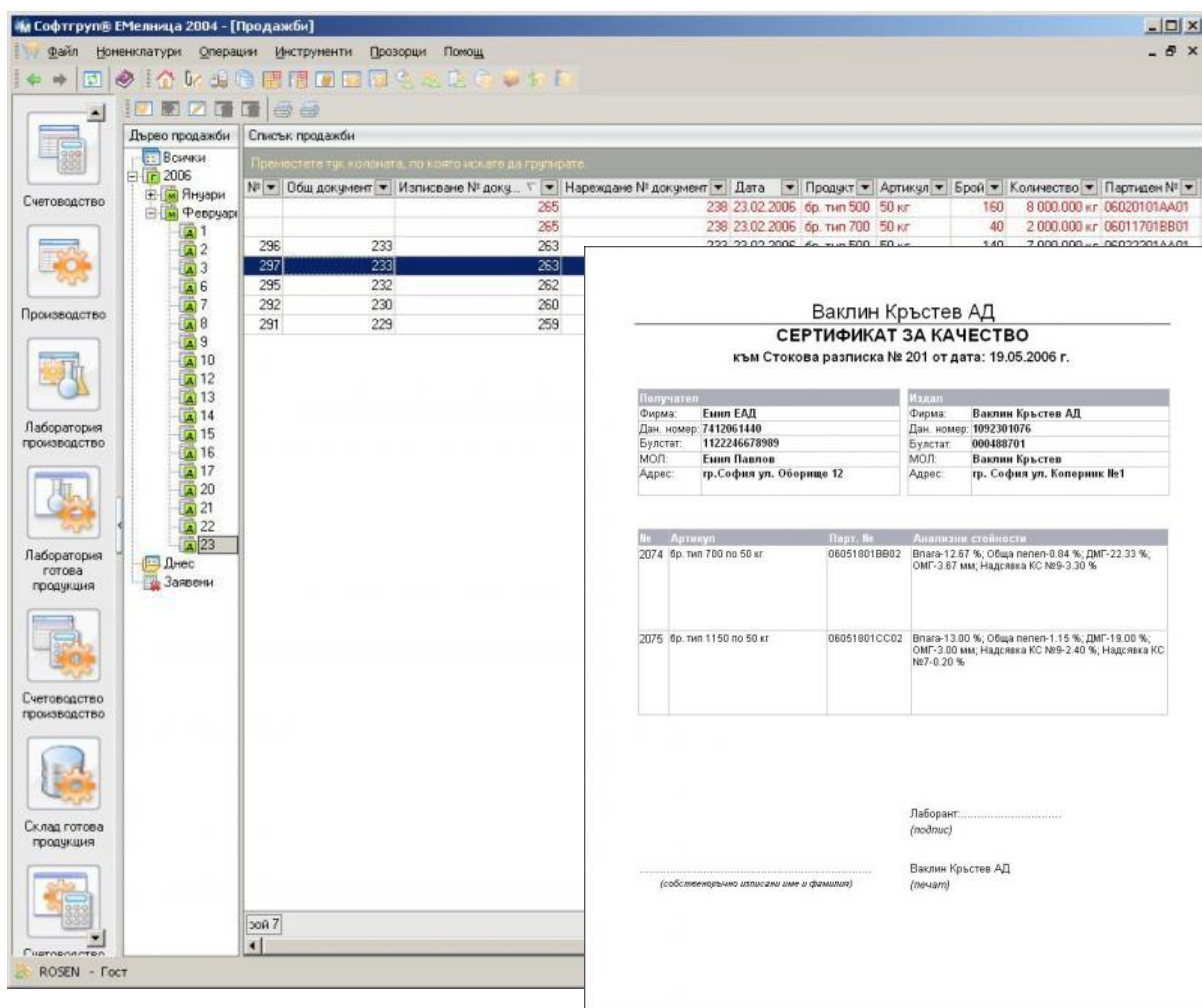
An especially useful option is the possibility to order the quantities for sale in advance. It is used when production with strictly fixed quality indicators is to be sold to a particular customer. In such cases, the relevant official can quickly refer to the numbers of batches meeting the customers' quality requirements and order the precise quantities to the sales department.

3.3.3. SALES MODULE

This module deals with the sales of ready production by means of the following operations:

- Creates sales documents;
- Processes sale order documents;
- Prints the primary document Goods Receipt for each sale;

- Prints the primary document Quality Certificate providing information on the quality indicators of the batches specified in the Goods Receipt;
- Provides a possibility to discharge the quantities of ready production with materials supplied by the customer, as a result of which the quantity balance of the particular contracting party is automatically adjusted;



Вақлин Кръстев АД
СЕРТИФИКАТ ЗА КАЧЕСТВО
 към Стокова разписка № 201 от дата: 19.05.2006 г.

Получател		Издач	
Фирма:	Емп ЕАД	Фирма:	Вақлин Кръстев АД
Дан. номер:	7412061440	Дан. номер:	1092301076
Булстат:	1122246678989	Булстат:	000488701
МОЛ:	Емп Павлов	МОЛ:	Вақлин Кръстев
Адрес:	гр.София ул. Оборище 12	Адрес:	гр. София ул. Коперник №1

№	Артикул	Парг. №	Анализни стойности
2074	бр. тип 700 по 50 кг	06051901BB02	Влага-12.67 %; Обща пепел-0.84 %; ДМГ-22.33 %; ОМГ-3.67 мм; Надсвѝка КС №9-3.30 %
2075	бр. тип 1150 по 50 кг	06051901CC02	Влага-13.00 %; Обща пепел-1.15 %; ДМГ-19.00 %; ОМГ-3.00 мм; Надсвѝка КС №9-2.40 %; Надсвѝка КС №7-0.20 %

Лаборант:.....
 (подпис)

Вақлин Кръстев АД
 (печѝт)

(собствѝствените издѝпски оми и фамилии)

3.3.4. MODULE CHECK SALES

The module's merits are related to the fact that it provides complete information on the history of sales. The user can quickly refer at any time to:

- The current sales for the day;
- The value of sales for any period;
- The value of sales according to contracting parties for a selected period;
- The value of sales according to products for a selected period.

By means of the references thus made, the managerial team is able to make a detailed and thorough analysis of the current market situation, which is a basic step in the successful management.

4. MAIN ADVANTAGES OF THE INTEGRATED SYSTEM OF MANAGEMENT AND CONTROL

By means of the references thus made, the managerial team is able to make a detailed and thorough analysis of the current market situation, which is a basic step in the successful management.

Seven main advantages of the products bearing the Softgroup trademark:

- They process and store the whole information on the work process;
- They increase considerably the productivity of all business operations;
- They lead to cost reductions and increased income;
- They can trace at any moment WHAT, WHEN, HOW and WHY is happening at the various work stages;
- They save time and help utilize adequately the resources;
- They facilitate and optimize the relations with customers, suppliers and contracting parties;
- They ensure optimum control.

Additional Options of the Softgroup® Mill 2004 and Softgroup® Granary 2004 Information Systems

- Complete automation of the production processes and elimination of the subjective factor
- Integration with electronic weighbridges, electronic laboratory equipment, scales measuring the feedstock coming into the production process, the quantities of ready production, etc.
- Generation of numerous references by means of sorting, filtering and grouping according to complex criteria
- Assistance in the preparation of the mandatory references for the National Grain and Feed Service concerning the quality and quantity of grain by groups
- Export in a format convenient for the user
- Provision of detailed auxiliary information classified by subject matter
- Support of the implementation of Good Production Practice in the processing and storage of grain – a measure constituting one of the main requirements of the Foodstuffs Act (Art. 17), as well as the implementation of the HACCP and ISO foodstuffs quality control systems.

5. THE INFORMATION SYSTEMS WE REALIZED

**M** SOFTGROUP®
MILL

SoftGroup® Mill 2007

A specialized information system designed for operating in mills, completely covering and following out the physical process of delivering and processing raw materials.

**G** SOFTGROUP®
GRANARY

SoftGroup® Granary 2007

SoftGroup® Granary 2007 is a software product designed for effective management, control and optimization of activities in grain depositories, public storehouses, and grain crops trading companies.

**S** SOFTGROUP®
SPEDITOR

SoftGroup® Sped 2006

An information system for management of transport and freightage companies

**B** SOFTGROUP®
BROKER

SoftGroup® Broker 2006

An information system for organizing and managing real estate agencies and civil engineering investment companies.

**P** SOFTGROUP®
PASSWORD

SoftGroup® Password 2006 Lite

This module enables searching the real estate database by specified criteria. The interface is especially designed to provide representative visualization of the information about each property or complex of properties. With this functionality, the program is not only a tool for optimizing the administrative processes in the company but also a professional tool for presenting the offered properties to customers.

6. CUSTOMERS & REFERENCES

SoftGroup has a large Customer list comprising public organizations, business and industrial companies from different economy sectors:

- **Astellas Pharma International BV**
- **Agrakom Ltd.**
- **Agronom Ltd.**
- **Agrotime Ltd.**
- **Balkan Dream Properties Ltd.**
- **Balkanstroy Jsc**
- **Bansko Estate Ltd.**
- **BELLA Food Industry PLC**
- **Blacksea Estate Ltd.**
- **Bo – Arch Ltd.**
- **CAP 2000 Ltd.**
- **Chepelare Municipality**
- **Dimitar Pilev Mill**
- **Elenkov & Co**
- **Exotic 2000 Ltd.**
- **Farin Ltd.**
- **Five Ltd**
- **Green Holding Jsc**
- **Hranco Invest Ltd.**
- **Interimpex Ltd.**
- **ILPA Ltd.**
- **Kristera PLC**
- **Midland Intersped Ltd.**
- **Muniz Bernuy Bulgaria**
- **Pamporovo Estate Ltd.**
- **Radina Tours Ltd.**
- **Skut Misia JSCo**
- **SofLab Ltd.**
- **Solid developments Ltd.**
- **Svilena Estate Ltd.**
- **Svilengrad Municipality**
- **Terra 2000 Ltd.**
- **Varna Estate Ltd.**

Indisputable success for SoftGroup Ltd. is customers' portfolio adding during the last year of international and public organizations, together with participation in international projects, financed by FAR /for supply and installation of computer technique and office equipment for tourist spot Chudnite Mostove.



I Generalovsko Shosse Str.
6500 Svilengrad
Haskovo Region, P.O. Box 5
Mobile Phone: 0888 803 928
0888 947 284
Phone / Fax: 0379 / 7 13 48



E-mail: office@hrancoinvest.com

L E T T E R O F R E F E R E N C E

From Eng. **BOYKO GEORGIEV YANEV**
Manager of **HRANCO INVEST LTD Svilengrad, Haskovo Region**

Referring to: The activities of SOFTGROUP LTD Sofia

HRANCO INVEST LTD – Svilengrad, is registered in 1998 as a limited liability company. The company's objects of activity include production, processing and trade with agricultural production, as well as supply and assembly of machines and equipment for the flour mills and the food and flavour industry. Since 2000, the company supplies to the Bulgarian market a wide range of products from the processing of bread wheat. HRANCO INVEST LTD also provides additional services related to the main activity of the company, such as: storage of wheat and other cereals and industrial crops; processing of wheat supplied by the client; transport services. The company is importer and distributor of machines and equipment for the flour mills, as well as of storage silos for cereals and industrial crops, produced by leading companies from the Republic of Turkey.

For the purpose of improving the organisation of work, guaranteeing the performance and meeting the customers' expectations, and for increasing our competitive capacity, it was decided to create an Information System for efficient management, control and optimization of the business processes at the mill. Aware of the complexity and specificity of such a task, the management decided to assign the development and implementation of the System to a specialized software company. Research of the conditions offered by companies in the branch lead us to the decision to work in cooperation with SOFTGROUP LTD Sofia. There were several reasons for this:

1. The company has a young, ambitious and highly qualified team of experts who have gained experience at big Western companies in the IT branch.
2. SOFTGROUP LTD designs and develops specialized information systems that are easy-to-use and entirely customer-oriented, meeting all of their requirements.
3. Short terms of execution, using state-of-the-art IT technologies.
4. Attractive price covering not only the development and implementation, but also support of the Information System.

I am pleased to point out that our choice proved extremely successful. Our assignment was performed with precision, outstanding professionalism and responsibility. SOFTGROUP LTD demonstrated excellent organisation, straightforward relations, high quality standards of the execution and fast rate of work, which allowed accurate compliance with the time terms agreed.

The modular information system developed by SOFTGROUP LTD has resulted in considerable improvement and optimization of our company's management, and has increased many times the control at the most vulnerable points at the mill. The precise training that was provided allowed acquisition of knowledge and skills to operate with the System by all employees in charge at HRANCO INVEST LTD (even those who had no computer skills). In the course of the implementation and functioning of the System, we are provided with prompt consultations on the spot and by phone, without disrupting the production cycle. We also get remote support via the Internet, which considerably reduces our costs.

In general, HRANCO INVEST LTD is already employing a new and efficient method of organizing the company information, which ensures good argumentation and consistency in the making of crucial company decisions.

Our satisfaction from the results achieved gives us grounds to recommend the services of SOFTGROUP LTD to all of its prospective customers.

Svilengrad, March 2006

MANAGER
(Eng. BOYKO YANEV)





гр. Разград 7200
ул. „Стефан Караджа“ 9А
e-mail: agrakom_rz@abv.bg
tel.: 084 660492
факс: 084 660491
GSM: 0888 460 379

RECOMMENDATION

SEMPE 2 Ltd is a Bulgarian private company, well-known trader of cereals and industrial crops on the domestic and international market. It's an owner of three grain-stores with capacity of 40 000 MT. These grain-stores are situated near European transport corridor number 70, which connects the Bulgarian ports Varna and Ruse and turns them into a suitable logistic bridge between Europe, Russia, Ukraine, Caucasus, Near and Far East. They provide possibilities for analyzing, cleaning and drying grains and two of them dispose of railway loading platforms. SEMPE 2 Ltd has a license for Public Warehouse and Grain-store.

In order to improve the organization of the company, SEMPE 2 Ltd decided to build an Information System for efficient management and control. The company made a competition and after long and attentive selection our committee chose Softgroup Ltd. The reasons for this decision were as follows:

1. The team of Softgroup LTD. is young, ambitious, well-qualified and very experienced.
2. The company makes projects and creates Specialized Information Systems that are very suitable and fully oriented to the clients.
3. The company offers attractive prices for developing, introducing and maintaining their products.

We are contented with our partnership and their correctness towards our company.

I think Softgroup Ltd. has skills and experience in a high level and it may be taken into consideration by future clients.

Owner: 
/ Vasil Petrov /



“BELLA Bulgaria” S.A.



4023 Plovdiv town, 37 “Nestor Abadzhiev” Str., P.B. 57
phone: +359 32 606 303 / 606 404, fax: +359 32 606 444
office GSM central: 0887 958 256; 0887 953 807
E-mail: bella@evrocom.net; office@bella.bg

LETTER OF REFERENCE

To whom it may concern,

We issue the present Letter of Reference to the company Softgroup Ltd. in evidence of the excellent functioning of their product and of their professional treatment of our problems and needs.

“*A mill*” as a factory in the Food and flavour Industry, is a combination of numerous sites and units (laboratory, weighbridge, silo base, production, storage premises, etc.). The specificity of work as well as the complexity of the processes in that kind of factories such as ours require information system that ensures maximum flexibility and offer multiple solutions for real cases and tasks.

After a research at Information Systems Market, our company selected Softgroup® EMill 2004 as a solution which would increase the work efficiency at our factory.

The system is at the root of the extremely important in-house control and accountancy. Thanks to it, the work efficiency of our factory has been increased and currently the normal work process seems to be difficult without the use of Softgroup EMill 2004.

Your faithfully,

Elza Markova
Executive Director





ОБЩИНСКА АДМИНИСТРАЦИЯ

4850 Чепеларе, ул. "Беломорска" 44Б, тел. (+359) - 30512004
факс (+359) - 30513475, E-mail: mail@chepelare.bg;
WEB: www.chepelare.com

Letter of Reference

Chepelare Municipality issues the present Letter of Reference to SoftGroup Ltd in its capacity of user of the said company's services.

SoftGroup Ltd is performing an order for overall hardware and software servicing of Project: *Promotion of Eco-Tourist Destination 'The Wonderful Bridges'*. The Project is financed by the European Commission under the EU PHARE Programme and amounts to EUR 200 096. A tourist information centre is under development and implementation, with a comprehensive database of the available accommodation units in Chepelare Municipality, the tourist routes and the possibilities for online bookings.

The Project management hereby expresses its satisfaction with the work and professional skills of the employees at SoftGroup Ltd. The team is capable of responding quickly and accurately to the tasks assigned, as well as of proposing good solutions in various situations.

The present Letter of Reference is issued to serve before any prospective customers of SoftGroup Ltd.

Please, feel free to contact us in case you need any further clarifications.

Dr. Plamen Barzashki,
Project Manager
Chepelare Municipality
44b Belomorska St.
4850 Chepelare, Bulgaria
Tel.: +359 (0)3051 2004
Fax: +359 (0)3051 3548
E-mail: ecotorism@chepelare.bg
Web: www.chepelare.com

7. CERTIFICATES

ISO 9001:2000 is world acknowledged model for companies' quality management. ISO 9002:2000 is an international consensus for good management practices, with the only aim to guarantee that the organization that is using it is available to a constant supply of products and services that can meet the customers' quality requirements. The standard is a tested frame for process and activities managing system, so that their result, product or service, should meet our customers' expectations.

At the moment elaborating, documenting and incorporating procedure is carried out for ISO 9001:2000.

8. CONTACT US

Please, do not hesitate to contact us for any questions concerning offered products and services.

Venelin Dimitrov **CEO**

phone: +359 2 8799577
fax: +359 2 9735730
e-mail: Venelin.Dimitrov@softgroup-bg.com
www.softgroup-bg.com

152, Prof. Tsvetan Lazarov blvd.
1582 Sofia, Bulgaria,
Techno Park Sofia 1, fl. 4

Martin Georgiev **Project Manager**

phone: +359 2 8799577
fax: +359 2 9735730
e-mail: Martin.Georgiev@softgroup-bg.com
www.softgroup-bg.com

152, Prof. Tsvetan Lazarov blvd.
1582 Sofia, Bulgaria,
Techno Park Sofia 1, fl. 4