

CENIUM

CENIUM[®]
HOSPITALITY ERP

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Dynamic Vertical Solutions

Microsoft Partner
Cloud Enterprise Resource Planning

PLATINUM PARTNER
2012



A Proven End-to-End Hospitality Solution

Introducing CENIUM



Cenium provides a cohesive PMS with a single database and a standardised user interface. It consists of modules, that work together to form a software management information suite suitable for chains and individual hotels. Cenium is optimised for Microsoft Dynamics™ NAV and provides the industry with a one-stop business solution in terms of a hospitality front office together with an accounting back office, all based on one common infrastructure.

Rich functionality includes:

- Front Desk
- Appointments
- Reservations
- Housekeeping and Maintenance
- Revenue Management
- Retail
- Restaurant /Bar
- Conference and Banqueting
- Spa Management
- CRM
- Self Checkout
- Concierge
- Membership Management
- Financials
- Stock Control
- HR

All this comes in one scalable solution, suitable for single, standalone hotels or large hotel chains.



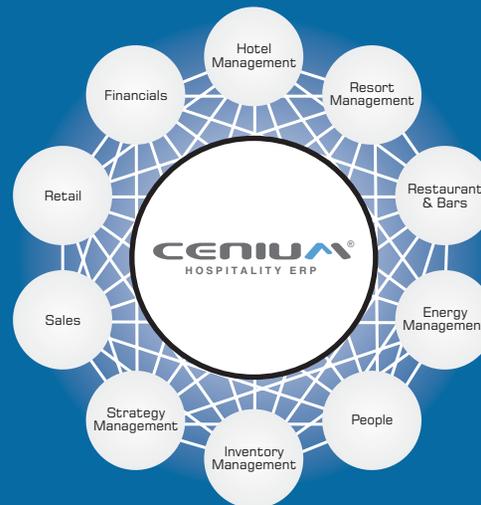
CENIUM

Cenium Hospitality solution is built as a single software package working on a single database. This results in technology that helps increase revenue and profitability through optimizing guest services and guest satisfaction while reducing property running costs. In addition, the familiarity of the user interface and the use of standard Microsoft technology significantly reduces training costs of staff.

Cenium property management software is the most comprehensive solution to meet the needs of hoteliers and hospitality executives. Hotel guests today expect excellent service delivered with speed, efficiency and courtesy. Cenium's comprehensive technology solution for the hospitality industry enables hoteliers and leisure industry executives to provide and meet, even exceed those demands.



The primary business areas addressed by Cenium



One Solution, One Database, All Microsoft

CENIUM for you

One software system for your Hotel Management - Easy Traceability

Cenium is an integrated system of modules that can be used separately or in combination to form a total information suite for all your hospitality business. Cenium is fully integrated and optimised for Microsoft Dynamics™ NAV. This unified approach to information management provides the industry with a single solution where all accounting and operational data is integrated. Information thus flows seamlessly from one module to the next and allows simultaneous access by all users through a common visual work environment.

Complete Overview & Real Data In Real Time

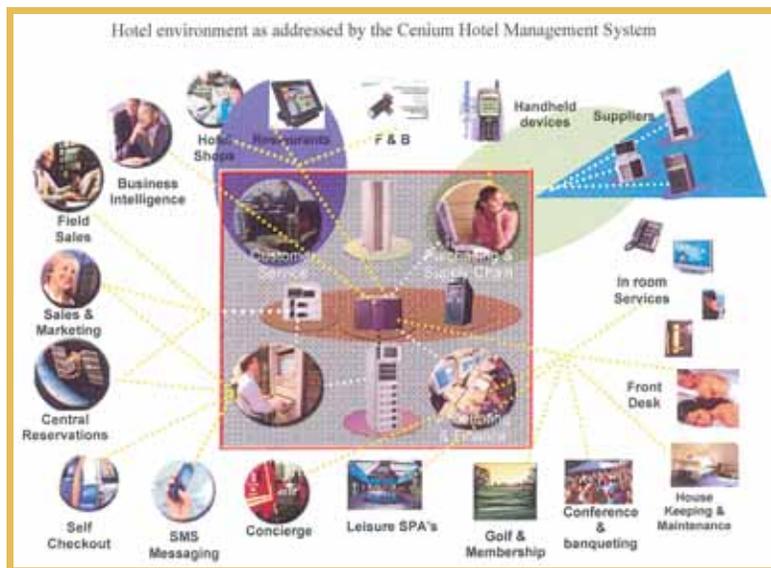
Fresh and relevant information can be a decisive factor in the survival of your company with today's ever increasing competition. Few companies can tolerate inconsistencies in their information systems and now there is no need to. Cenium guarantees fresh, relevant and up to the second information. Managers have "live" status of their business and can easily monitor what is going on in the property. Cenium offers special management overview features that helps managers run their property.

Elimination of interface issues

Today's systems can all be described as interface oriented. Most hotels are using various systems on separated databases with several interfaces so the systems can run together. This calls for several service partners and possible conflicts if something goes wrong. With Cenium you get one totally integrated system. You only need one service partner and one service number. Cenium has been certified as a Microsoft Dynamics™ NAV add-on product that assures total integration to other Microsoft Dynamics™ NAV products. 34,000 companies worldwide use Microsoft Dynamics™ NAV and more than 800 offices support Navision in 26 countries. You can therefore count on getting local support.

Customer Friendly

Your investment in training will be surprisingly low because Microsoft Dynamics™ NAV complies with the most widely accepted standard user interfaces from Microsoft. Microsoft Dynamics™ NAV carries the Designed for Microsoft Windows XP and Vista and the Designed for Microsoft Office logos. This compliance ensures your benefits from the latest technology and allows you to get started quickly. All Cenium systems are developed according to Microsoft Dynamics™ NAV standards and, therefore, customers get one unified user interface.

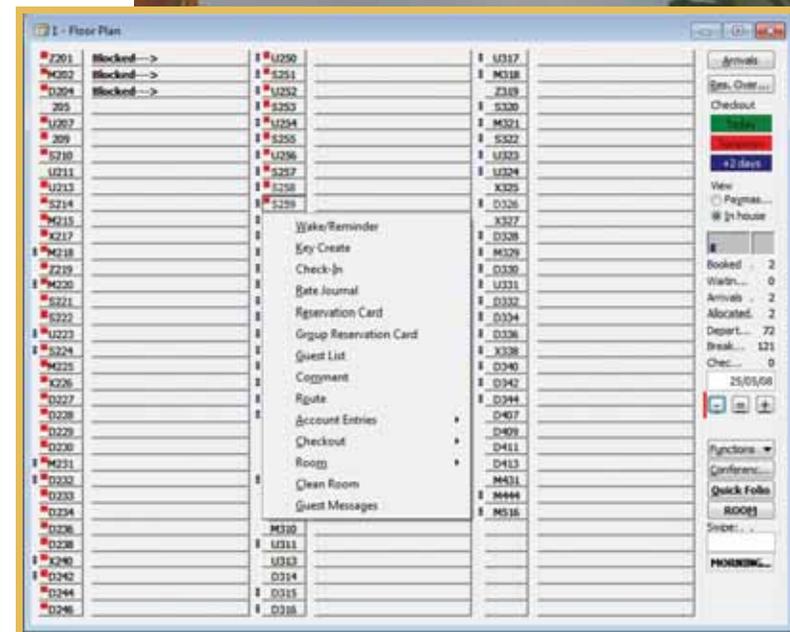
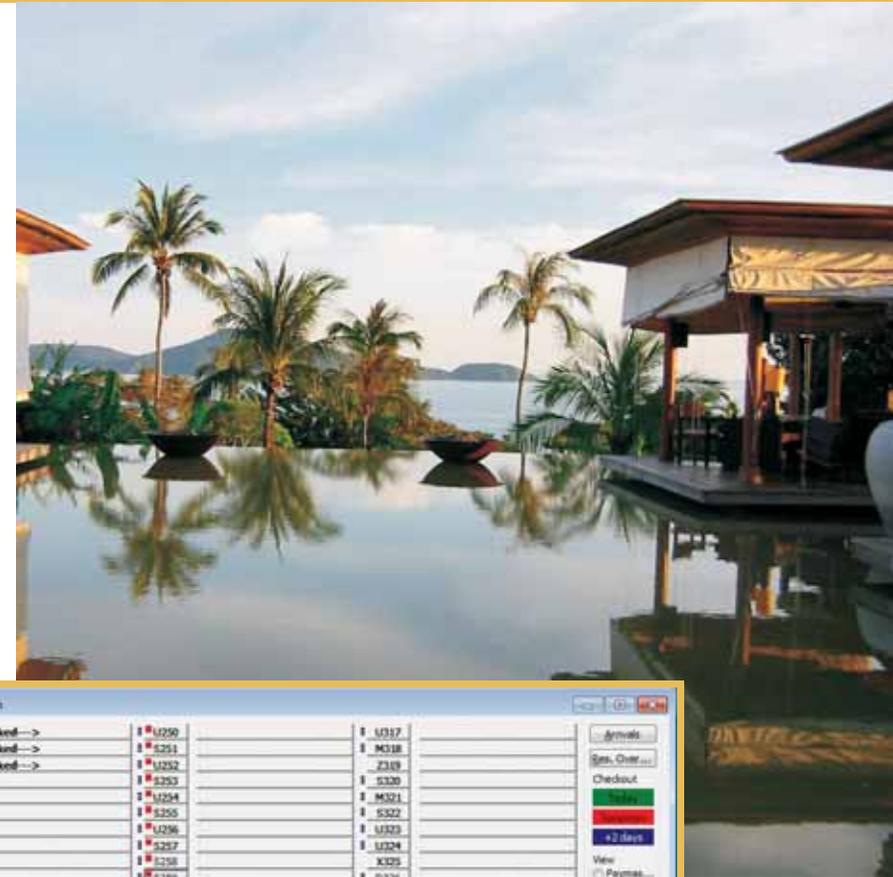


Cenium Property Management (PMS)

The Cenium Property Management system (PMS) provides managers with a new hotel system including an environment for optimizing all business processes applying to single and multi property operations. For booking, finance, front desk, housekeeping, room service, food and beverage, all daily tasks are performed within one user interface with no need for data transfer between departments.

Feature Highlights

- All in one-concept gives a unique opportunity to do all tasks from the same application
- Multiple properties managed within one system
- Customer Care functionality
- Simple and flexible user interface
- Powerful user- and access control
- All standard Microsoft Dynamics NAV functionality available at PMS level
- Powerful change log
- Role based menu system
- Simple but flexible reservation
- Fast and easy check-in, check-out
- Simple "at a glance" overview of the complete hotel status
- Efficient Housekeeping control
- Comprehensive Room inventory management
- Invoicing and accounting
- Chain control for multiple site hotels
- POS (Point of Sale and Restaurant functionality)
- Conference Management
- Statements
- Resource Planning
- Change Management
- Status reporting via TV/Phone system
- Concierge



Cenium Revenue Management



The Revenue Management module is built in to give the Revenue Managers as well as the reservation department a tool and first step to better control room inventory and rates at the hotel. By grouping rate codes into so called 'yield buckets' the users can easily control the inventory.

The module consists of three parts:

Dashboard: A summary screen that shows reservation activity so that the correct adjustments can be made.

Scratchpad: The Revenue Manager screen where restrictions and control is defined.

Reservation screen: That allows the booking department to make reservations according to the strategies defined by the Revenue department.

The tool is to help the organization to focus on the decided strategies for the correct type of day. So on high demand days the focus should be on increasing the average room rates and on low demand dates focus on the occupancy.

A screenshot of the Microsoft Dynamics NAV Yield Overview interface. The window title is "CENIUM Cenium India Ltd. - Microsoft Dynamics NAV - [Yield Overview (R)]". The interface displays a grid of monthly calendars for October 2008, November 2008, December 2008, January 2009, February 2009, and March 2009. Each calendar shows dates and corresponding yield values. To the right of the calendars, there is a "PROPERTY:SOUTH" section with various controls, including a legend for "Day High", "Day Low", "Normal", and "Double". Below the legend, there are fields for "Day Price: 10/25/08", "Rate", "Day Type", "Event/Dept", "OC%", "Forecasted O...", "Rate", and "Details". At the bottom of the interface, there are buttons for "Room Type Scratchpad", "Rate Scratchpad", "Create days", and navigation arrows. The status bar at the very bottom shows "Page 20", "Page", and "Home".

Cenium Conference

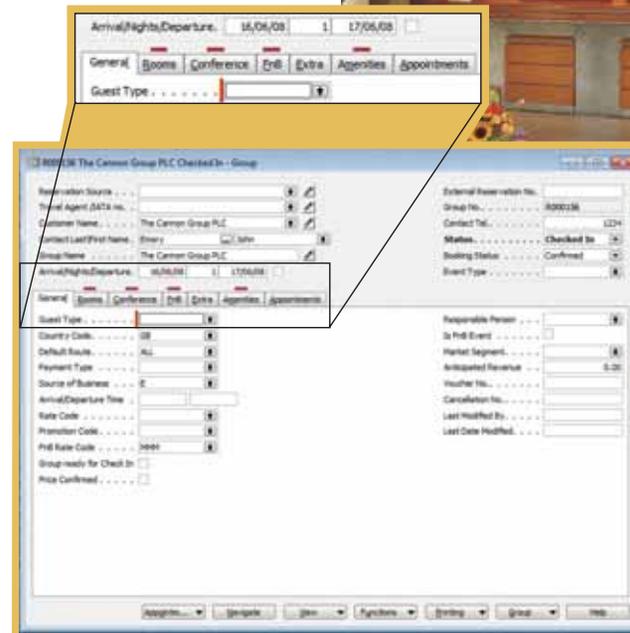
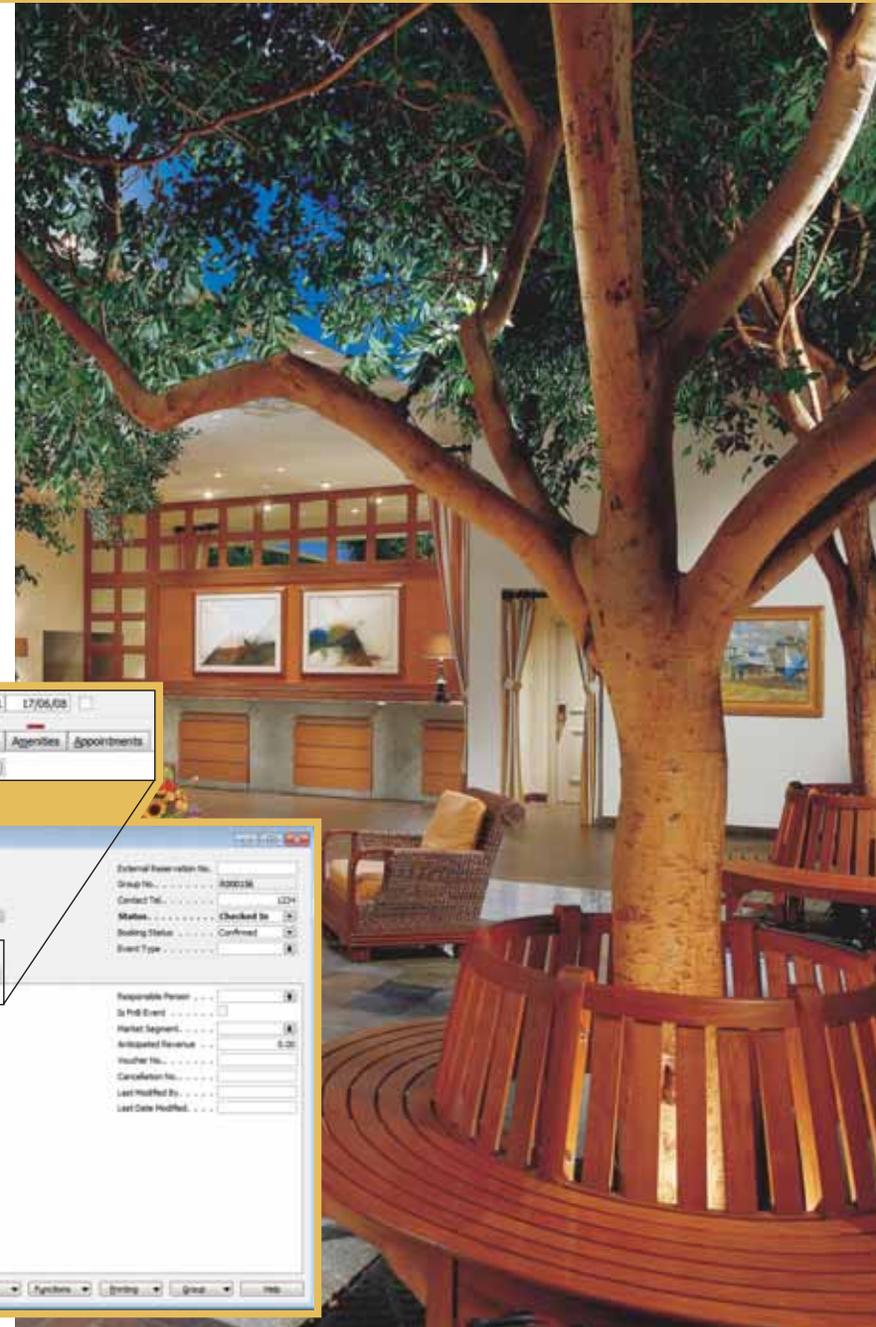
From one single view the user can work with conference rooms, food and beverage, equipment, setup and billing.

The Cenium Conference system is designed to increase customer satisfaction through all phases of a conference; booking, scheduling, re-scheduling, execution and billing. Automated coordination between conference and kitchen ensures availability of F&B. Simultaneous booking of hotel rooms, conference rooms and meals secures availability from every department playing part in the complex process of arranging a conference.

The Cenium Conference System gives managers a unique way of controlling all processes required for their properties. At the same time, the system allows all conference personnel to do their daily work within one uniform application. Cenium Conference is created entirely within the Microsoft Dynamics™ NAV (formerly called Microsoft Navision) development environment.

Feature Highlights

- A unique all in one-concept allowing all tasks to be performed in the same application
- Multi properties support
- Change control for F&B personnel
- Simple and flexible user interface
- Powerful user- and access control
- All standard Microsoft Dynamics NAV functionality available at Conference level
- Powerful change log
- Role based menu system
- All menus can be designed to fit special needs and to optimize daily work



Cenium SPA Management



Cenium SPA management software to ensures the health and fitness of your leisure business

Cenium Spa software handles the appointment entry & scheduling of therapists, rooms and equipment. Setting up appointments can be a complex process in a busy spa environment, thus requiring simple and efficient access to the schedule view from various angles. This management software module can handle 'multi resource' scheduling for each appointment, multiple number of therapists, rooms and equipment can be set for each individual appointment as required by the chosen modality.

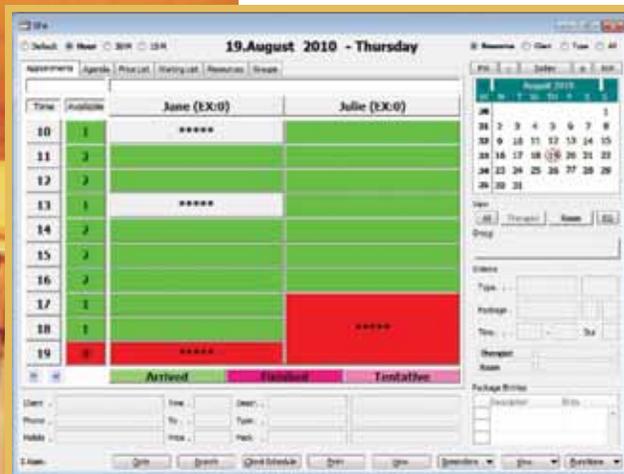
Therapist availability and priority can be set for each modality, as their room preferences.

All functionality for the appointment scheduling is accessed from a single matrix form where the user can format the view on resource availability. Single key stroke or mouse click can change the view from seeing the therapist or room availability, the level of time interval or the scheduled appointment details.

The user can have immediate view of customer, therapist or room agenda for any given period and on-screen calendar places the user swiftly on selected dates.

Payments handled through fully integrated Hotel Management Software Point of Sale

The customer pays for their appointment using the standard POS of the Cenium Hospitality software so there is full security and control of payment handling. This ensures that no appointments are left unbilled and matching appointment history with posted financial information is a simple task. Retrieving appointment information, entering appointments or changing an appointment status can be performed at any point of sale station.



Leisure Centre Course Administration

Course management is also handled efficiently, where courses are pre-scheduled and participants are added as they book. Resources can be assigned to each course and this automatically adds the time to their individual schedules. The module keeps track of course charges and the payment status of each participant.

Once again payments can be handled using the fully integrated Point of Sale.

Membership Management



The Cenium membership module is based on the standard NAV CRM and Accounts Receivable granules but adds functionality needed for Membership management. Each member can belong to one or several membership types, which might give different accesses and/or prices and discounts for each member. The solution keeps track of visits, sales, appointments and membership fees by each member and gives a simple access and view to related information, gathered from the various modules within the Cenium hospitality solution. Members can prepay various services and the module handles the calculation of visits or minutes left at various point of services.

The standard NAV Accounts receivable handles periodic invoicing and payment tracking, and the CRM functionality can be used for marketing and Follow-up activity.

A screenshot of the Cenium membership management software interface. The window title is "27/08/19 AERO" and the date is "Friday 06:33". The interface includes a user profile picture of a man with glasses, a numeric keypad (7-9, 4-6, 1-3, 0), and function keys (Esc, Enter, C, Reset). Below the keypad are buttons for "POS", "Appointments", "Use Services", "Classes", "New Membership", "Members Card", "In house List", and "Logoff". A table with columns for "Membership Type", "Description", "Access Valid", and "Membership Status" is visible. The bottom of the window displays "The Cannon Group PLC".

Other unique features

Cenium Staff Management

The Staff management system module handles the cost and role planning of staff, time registration & approval, roster scheduling and general employee cost management.

It is based on the standard Microsoft Dynamics™ NAV Human Resource module and can collect information from the Cenium PMS module and the Hospitality Restaurant module. Hour and salary code entries can be exported to 3rd party salary systems or to NAV based salary systems.

Role and labour cost planning

Each location: Hotel, Restaurant or Retail outlet, can budget the roles and cost generally and to certain dates if needed. This is then used as a guideline for the roster scheduling.

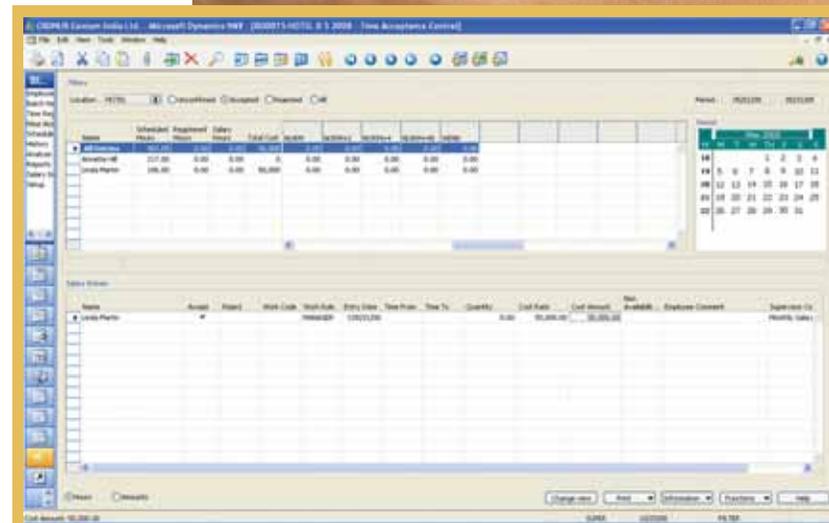
The Staff Roster is a simple one form view with access to a one month period at a time. Role plan is compared instantly and cost estimates are done as well. Access to hotel occupancy or sales estimates during scheduling is available.

Cenium Energy Efficiency / Automated room allocation

The Cenium Energy Efficiency software will help you reduce energy consumption, increase profit and reduce greenhouse emissions. It also calculates the future occupancy and generates an energy optimized allocation order of rooms and will also during check in suggest the most energy efficient way of allocating the guest in the hotel.

Automated climate control

According to check in times, the heating / cooling is automatically switched on at a pre-set time interval before the guest's arrival.



Finance and Back Office



General Ledger in Microsoft Dynamics™ NAV

Streamline accounting processes and strengthen control of your organization's finances with General Ledger in Microsoft Dynamics™ NAV.

Benefits:

- Gain efficiency and boost productivity
- Make informed, data-based decisions
- Capitalize on global opportunities
- Improve data integrity
- Achieve financial transparency

Receivables in Microsoft Dynamics™ NAV

Optimize your cash flow position by accelerating accounts receivable processes and tracking customer payment activities.

Benefits:

- Increase sales process efficiencies
- Build better customer relations
- Reduce your backlog of receivables
- Enhance business productivity
- Get business insight to enhance sales

Payables in Microsoft Dynamics™ NAV

Maximize your cash resources and simplify payment processes with flexible, integrated accounts payable operations.

Benefits:

- Control your payables
- Optimize your financial status
- Improve purchasing power
- Simplify expense allocation
- Streamline common tasks

Inventory Management in Microsoft Dynamics™ NAV

Tighten inventory management processes to help increase operational efficiency across your business, improve customer service, and reduce inventory and distribution costs with Inventory Management in Microsoft Dynamics™ NAV.

Benefits:

- Help reduce purchasing and inventory costs
- Gain visibility into inventory processes
- Improve customer satisfaction
- Reduce time to market

Fixed Assets in Microsoft Dynamics™ NAV

Control and manage the entire life cycle of your fixed assets - from acquisition to disposal - to maximize the value of your business investments.

Benefits:

- Make depreciation work for you
- Save time managing changes
- Take control of costs
- Gain a more comprehensive perspective

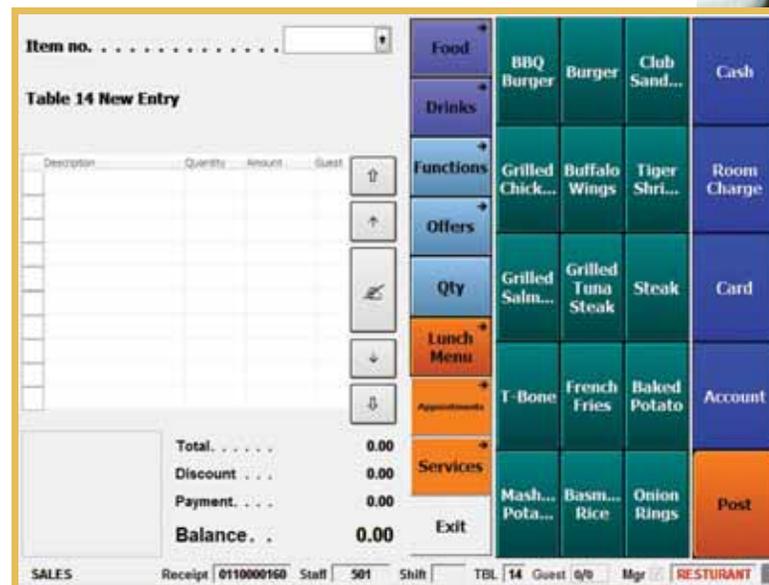
Easy Integration: LS Hospitality

LS Hospitality is a focused, flexible solution for the F&B industry written in Microsoft Dynamics™ NAV. It provides a complete end-to-end solution from POS to Head Office with full integration with Financials and stock control and of course links back to Cenium PMS for guest invoicing.

Regardless of market niche or service, restaurant managers must continually be alert for ways to increase customer satisfaction to ensure repeat business and streamline their operations. LS Hospitality recognizes the importance of these success factors in today's fierce market environment.

LS Hospitality's fully integrated, multilingual POS and back-office solution has been designed to handle many different types of F&B environments:

- Dine-in
- Table service – fine dining
- Take-out
- Pubs/bars
- Delivery businesses
- And indeed a mixture of all types in one organization



Easy Integration: LS Retail



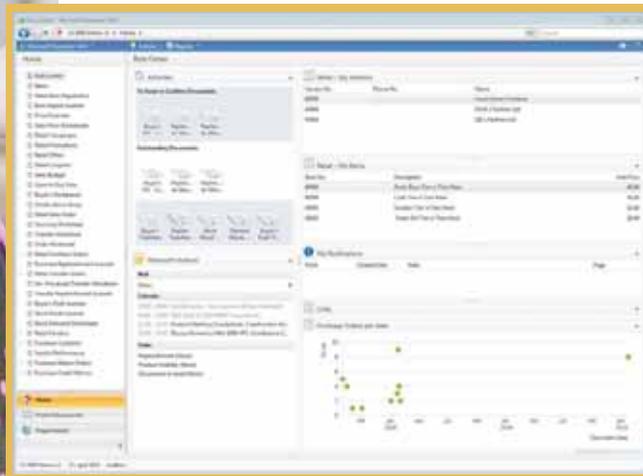
LS Retail is an end-to-end retail solution, powered by Microsoft Dynamics™ NAV

LS Retail is built on Microsoft Dynamics™ NAV; therefore, the POS, back office, head office all use the same application. This makes it possible to track individual transactions from the POS to the General Ledger, which maximizes your business value. This also means that users have access to other parts of the Microsoft Dynamics™ NAV applications, such as Finance, Sales and Marketing, Warehousing and Services. As a result of the integration between LS Retail and Microsoft Dynamics™ NAV, users need only become familiar with one interface and the same logic applies to usage at all levels.

Why LS Retail-Retail depth & expertise

Since 1988, LS Retail has been singularly focused on providing solutions to meet the needs of the demanding retail environment on the Microsoft Dynamics™ platform. The LS Retail solution has been translated into 33 languages and is distributed through a global partner network of more than 120 certified partners in over 60 countries. With over 1800+ companies, 28,500+ stores and 58,000+ POS terminals, LS Retail is the global leader for retail solutions for Microsoft Dynamics™.

For hoteliers looking to run their retail outlets on an integrated platform LS Retail, Cenium and Microsoft Dynamics™ NAV is the perfect, end to end solution offering for their requirements.



Localization

Operate Globally, Act Locally

To succeed on a global scale, enterprises must understand and swiftly adjust to changes in local conditions. Global success depends on an organization's awareness of each country's business requirements and its ability to comply with local laws and regulations. At the same time, it requires implementing effective local processes that collectively generate effective global results.

One of the greatest challenges for international enterprises is compliance with the laws and regulations of the countries in which they operate. Organizations must be able to comply – and document their compliance – with a range of country-specific financial reporting standards, tax calculations, and other statutory requirements.

We at DVS understand how the right business application will improve your Return on Investment and streamline your business processes. We specialize in localizing our product portfolio for our respective territories through our expert resources, ensuring each product suits the country based business operating environment. Statutory requirements like VAT, Sales tax, Service tax etc are imperative to operate in some territories like India. Our industry specific software adheres to each country's regulations, enabling businesses to meet the tax requirements of their operations in an integrated manner with the standard functionalities.

DVS understands the typical needs of the Indian market in terms of localization and has localized LS Hospitality. The following functionalities have been built into the system to address localization needs.

- Luxury Tax
- Value Added Tax
- Sales Tax
- Service Tax
- Excise

The offering is in alignment with the complete localization development done by Microsoft India in Microsoft Dynamics™ NAV. Important aspects of localization development done at DVS are:

- Validation of terminologies and phrases used
- Consistency in analysis, designing and development
- Testing of the local localization features
- Validation of the local localization features



About Dynamic Vertical Solutions

Dynamic Vertical Solutions (DVS) is a leading provider of end-to-end integrated and adaptable business management applications, for organizations of various sizes across various Industry sectors. With international solutions catering to industries varying from Retail, Hospitality to Real Estate Management, DVS brings together a portfolio of internationally proven, fully integrated business solutions.

As an organization we identify focus areas based on thorough research and a deep understanding of the needs and requirements of the industry. Consequently we select a portfolio of products based on their referenceability and long term sustainability, so that our customers need not reinvest in business applications in the future, thereby allowing them to focus on their core business using IT as a key facilitator in their growth.

The solutions we provide are based on a Microsoft Dynamics platform supported through a global partner network that spans across geographies.

Our range of services, categorized under the following heads, are designed to help organizations scale in size & business, reduce total cost of ownership, increase efficiency & productivity, improve data integrity, gain better control and ensure a fast exchange of data to enable quick decision making of the highest quality.

CONSULTING | TRAINING
IMPLEMENTATION | LOCALIZATION
DEVELOPMENT | OUTSOURCING



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