



HANMAK TECHNOLOGIES LIMITED

Innovation to your rescue!

PRODUCT INFORMATION

HOTEL AND RESTAURANT MANAGEMENT SYSTEM (LOYONERP)

This document provides an overview of the features, functionalities and modules provided in the software and illustrates how the product assists you in the day to day management of your business.

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PREFACE

This is an integrated new generation Hotel and Restaurant Management System which converges latest technologies with your business process.

It is the ideal software for a hotel, travel agent, restaurant, bar & lounge, café, co-working space, serviced offices, serviced apartments and any other hospitality and property management business.

The software is developed to be intuitive, always available and 100% customizable to YOUR business processes and specific roles. The system works as a solution to ease the management of front office operations, purchases, sales, inventory, suppliers, customers, and accounts.

The software is divided into several integrated modules, each addressing a specific activity and all working together to facilitate better management of your business.

The system is modular in design, object oriented and based on the Software as a Service (SaaS) delivery model. It is built on Microsoft ASP Dot Net Core Framework and written in C# programming language. It runs on PostgreSQL, a robust open-source object-relational database. The overall design of the system makes it customizable, versatile, flexible and stable while meeting the present and future requirements of the business and therefore growing and evolving with the business into the future.

The Hotel and Restaurant Management System (H/RMS) function is highly simplified making it easy and fast to track and control business processes. Where necessary, search engines have also been included to facilitate the process of finding data and information. Moreover, alerts have also been integrated in the system to remind and alert users on critical events such as stock levels, expiry dates, invoices and so for forth.

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1.0 INTRODUCTION

LoyonERP is created to solve complex business challenges by focusing on the user. It provides a great user experience through easy to use panels and great visibility into business operations. It is intuitive, always available and customizable to your business processes and specific roles. The system is core to your business, with the critical objective of ensuring sufficient oversight and control of transactions & operations. LoyonERP offers robust features and multilayered security features to manage your business data.

The system provides you visibility into key business insights including front office operations, yield management, dynamic pricing, housekeeping, budget control, tracing stock movements, supply chain performance and financial reporting. These insights are configurable as required by your business operations. With its depth of functionality and the best practices incorporated into its implementation, LoyonERP is a full business solution, not just a software.

LoyonERP can easily adapt and scale as required by changes in your business and processes. It is designed to be agile, responsive and highly customizable. The system is designed to be modular allowing you to deploy only what you need upfront. You can add functionality as you grow since the solution is extensible. It also provides the flexibility for you to deploy in the cloud via Software as a Service (SaaS) reducing your capital expenditure in acquiring the solution. The customer's individual business requirements and IT infrastructure are accommodated in the deployment of the system.

The system is tailor-made to address operations throughout the organization including reservations, purchases, finance, IT (Information Technology) and the executive level. LoyonERP's product roadmap is guided by customer focus. This means continuous improvement in the system's development based on customer feedback.

LoyonERP has a solid, single-code base which provides a unified, tightly knit platform. Information flows seamlessly between departments in your organization. It is developed from the ground-up on Microsoft's C# and ASP .NET Core platform. With these technologies you can easily connect existing systems and infrastructure to maximize productivity. The system is built as a mobile-first solution to provide our customers on-demand access to their information and give them a competitive edge in their markets.

2.0 SYSTEM OVERVIEW

- ✓ *Streamline your operations:* Track business processes from the shop floor to delivery. Get products to market faster, while minimizing costs and supply chain liability.
- ✓ *Advanced scheduling:* Incorporate constraints to reduce Work-in-Progress and improve time performance.

- ✓ *Optimize Production:* Improved capacity planning allows you to gain control over scrap, yield and rework metrics.
- ✓ *Enhance warehouse productivity:* Access business data via mobile devices, reduce lead times and improve customer service with quicker delivery
- ✓ *Engineering Change Control:* Eliminate paper work and minimize human error
- ✓ *Product Configuration:* Rules-based options to improve your whole Product Lifecycle Management. Integrated with automated Bill of Materials to minimize rework.
- ✓ *Financial Management:* Designed to help financial leadership analyze their performance and make innovative changes to improve operations, cut costs and increase their returns.
- ✓ *Boost Customer Service:* Get a single view of customers, contracts and orders with integrated computerized maintenance management module
- ✓ *Customer Relationship Management:* Get powerful sales automation, marketing automation and customer service capabilities. Integrated with your Customer Billing Process to improve margins with more accurate quoting and manage special customer pricing
- ✓ *Traceability of inventory:* Maintain audit trails with serial control and traceability of parts by lot number
- ✓ *Quality Control:* Obtain greater efficiency in handling defective material issues
- ✓ *Reliability Management and Maintenance Scheduling:* Determine work needs (labor, materials inventory, materials requisition), control the work and measure effectiveness in carrying out maintenance work. Confirm the validity of actions taken and measure their effectiveness.
- ✓ *Shorten decision cycle times:* Get accurate and valuable insights on-demand. Empower decision-makers with real-time visibility into business performance data. Monitor all operations remotely from a smartphone, tablet, laptop and desktop computer and keep track of every concern in your business operations. Allows for proactive adjustments to strengthen your business across the value chain.
- ✓ *Intuitive user dashboards* with drilldowns into particular business insights
- ✓ Secure and fail-over system for all business data.
- ✓ Save on infrastructure set-up and maintenance cost - you only need a device with access to the internet to use the application and hence no need for expensive servers and other hardware.

The application is offered as SAAS (Software as a Service): This implies a subscription model where the pricing is based on modules, storage used and number of users accessing the application.

2.1 UNIQUE VALUE OFFERED BY THE SYSTEM

With LoyonERP, you will:

Seal revenue leakages: Eliminate errors in customer billing and eliminate the possibility of invoices being rejected by your customers.

Reduce inventory shrinkages: Keep track of all stock and other materials from the time items are procured, to where they are stored and how they are sold and consumed. Get alerts on stock expiry dates. Never run out of critical stock: Get alerts on stock reorder levels.

Get daily revenue reports for the different departments on your mobile phone – Easily access daily revenue reports for all customer bills and services you may offer

Achieve seamless and real-time collaboration in service delivery – Allow your business team to share customer and agree on the best intervention.

Streamline the business workflow – use the integrated billing module to track customer engagements from prospecting through quotation, invoicing and service delivery. Enforce the most efficient and effective business workflow.

Streamline administrative workflow – enforce business rules, standards and regulations throughout the organization. Application provides enforcement capabilities for the most efficient and effective administrative workflow

Achieve accountability – use the integrated audit trail to track all user actions and also identify deviations, omissions, and errors to mitigate various operational risks.

Have secure storage and retrieval of business data – end-to-end encryption of transmission of business data that is stored in a secure cloud. Set data access rights to prevent unauthorized access to business data. You are guaranteed to have an updated backup of the business data.

Have both operational and managerial decision support tool right in your palm – Access operational and financial reports on your mobile phone. Access informative and well organized dashboards for operational, financial, process, inventory, procurement and human resource KPIs (Key Performance Indicators). Get alerts on critical events right on your mobile phone or any internet enabled device.

3.0 SYSTEM FEATURES AND MODULES

3.1. Cashier / Point of Sale

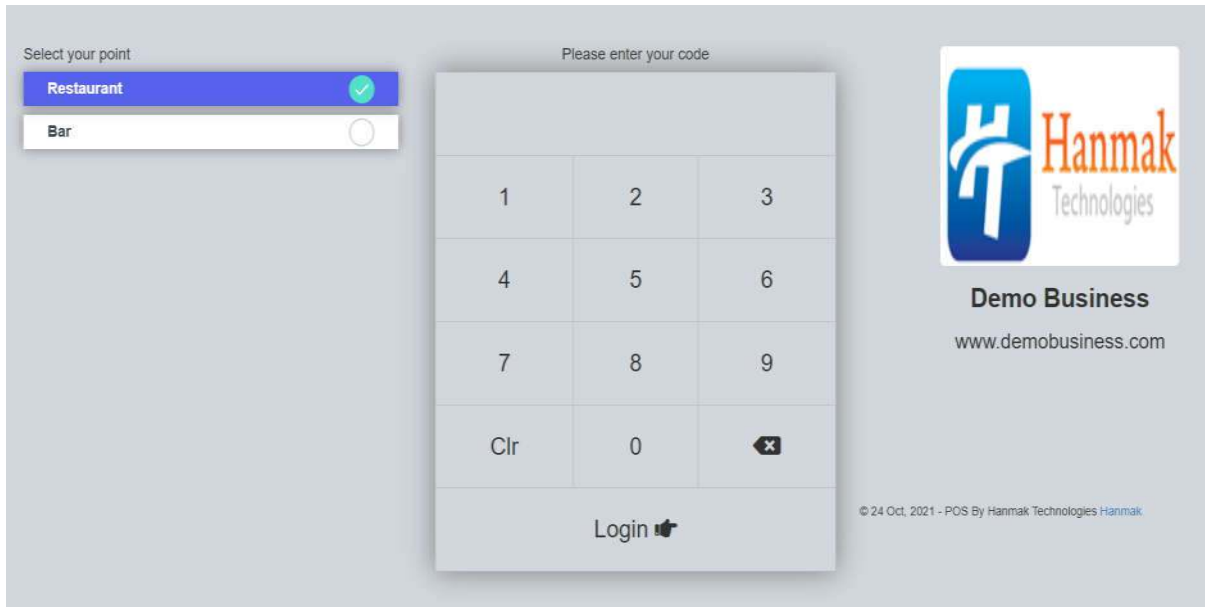


Fig 3.1a Point of Sale Login screen

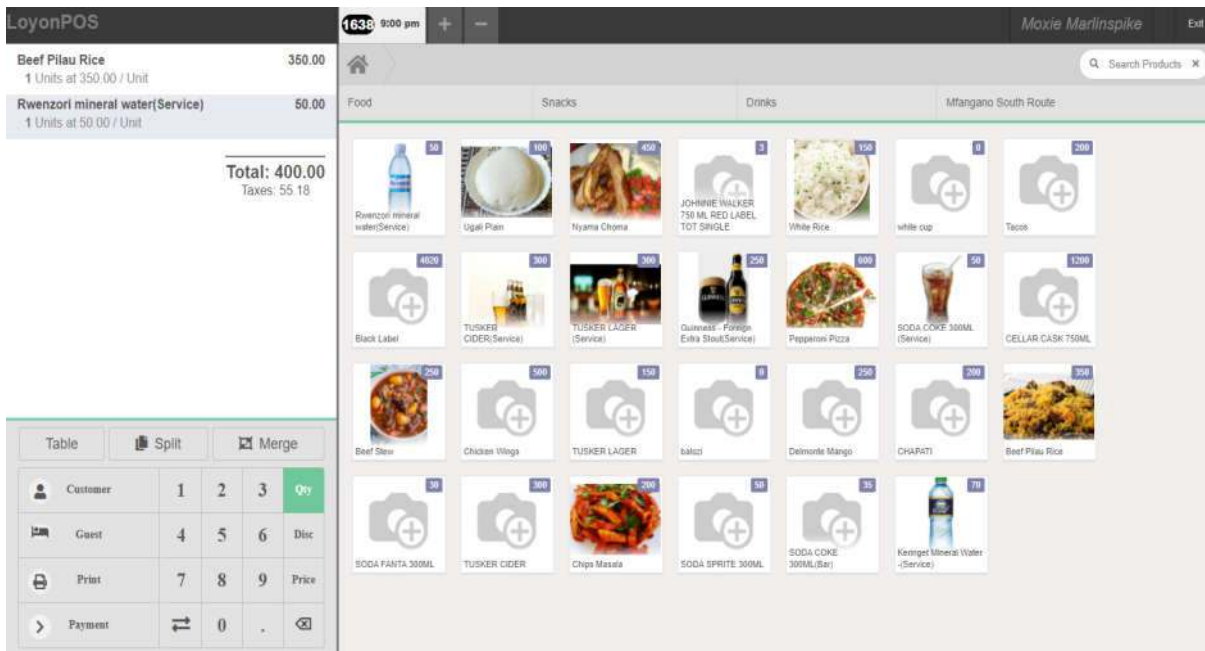



Fig 3.1b Waiter Point of Sale

- Touchscreen point of sale.
- Supports multiple points of sale and cashier points
- Provides a simple menu from which to create orders
- Raise sales orders and send them to stores/cashier/kitchen
- Provides creation of different types of categories for customers

- Provides options for cash and credit transactions
- Easy to use user interface
- Provision for item codes
- Generate quotations
- Generate delivery notes
- Create customer accounts
- Generate receipts for cash paying customers and invoices all credit sales.
- Generate receipts for debtor payment
- Offers various payment schemes (cash, cheque, mobile money, EFT, credit cards and debit cards – with an option of creating more schemes)
- Automated VAT analysis
- Reports indicating all sales done by every user/cashier/waiter

Cash Sale Receipt

Main Branch
 **Hanmak** +254 721 232 213,
 www.demobusiness.com

Print Date: 24-Oct-2021 09:04 PM
 Sales Date: 24-Oct-2021 09:04 PM
 Pmnt Mode: Cash
 Issued To: Cash
 Order No: 1639
 Receipt No: 710
 Reference No:

Rate	Qty	%Disc	%Vat	Amount
African Tea				
200.000	1.0	0.000	16.00	200.000
Total Amount				200.000
Amount Paid				Ksh 200.00
Amount Tendered				Ksh 200.00
Change Amount				Ksh 0.00

Value Added Tax	16.000 %	27.590
Catering Levy	0 %	0.00
Total Tax Amount		27.590
Total Without Tax		172.410

Paid In By: Cash
 Served By: admin

Excellent Service

Fig 3.1c Cash sale receipt

3.2. End of Shift Cash Reconciliation

- Automatic user register (when user begins and ends shift)
- Generate End-Of-Shift Cash reconciliation summary report
- Generate cash receipts and payment schemes summary report (includes revenue units summary)

Hanmak Technologies

Demo Business Main Branch
 +254 721 232 213,
 main@demo.com

Check In Voucher

Guest: Mwanaidi Chitembwe **Voucher #:** 165

Telephone: - **Nationality:** Kenya

Email: - **Town:** Nairobi

ID #: - **Arrive(d) On:** 22-Oct-2021 09:17 AM

Address: - **Depart(ed) On:** 26-Oct-2021 03:00 AM

Adult(s): 1 **Child(ren):** 0

Booked Through: Mwanaidi Chitembwe **Room #:** Tent 1

.....
Guest Signature **Front Office**

Date Signature

Fig 3.3b Check-in Voucher

Mwanaidi Chitembwe: Oct Guest Folios

Reservation Details
 Reservation #: 174 - Mwanaidi Chitembwe
 Owner:
 Type:
 DateTime Reserved:
 Expected Check-In Date:
 Expected Check-Out Date:

View: Guests

Room #
 Tent 1

Date: 10/24/2021 10:08:00 PM Type: Comments:
 Reference: Rate: 0 **Post**

View: Transactions Search:

<input type="checkbox"/>	Date	Reference	Particulars	Description	Amount
-	Oct 22, 2021 9:26 am		Cash Payment		- 3,000.00
-	Oct 22, 2021 9:27 am		Discount Given to Mwanaidi Chitembwe		- 100.00
<input type="checkbox"/>	Oct 22, 2021 9:26 am		Breakfast	[Qty: 1.000]	1,400.00

Void Change Currency Split Folio New Folio Cut Folio Bill To Print **Balance:** -1700.00

Fig 3.3c Guest folio with posted guest charges

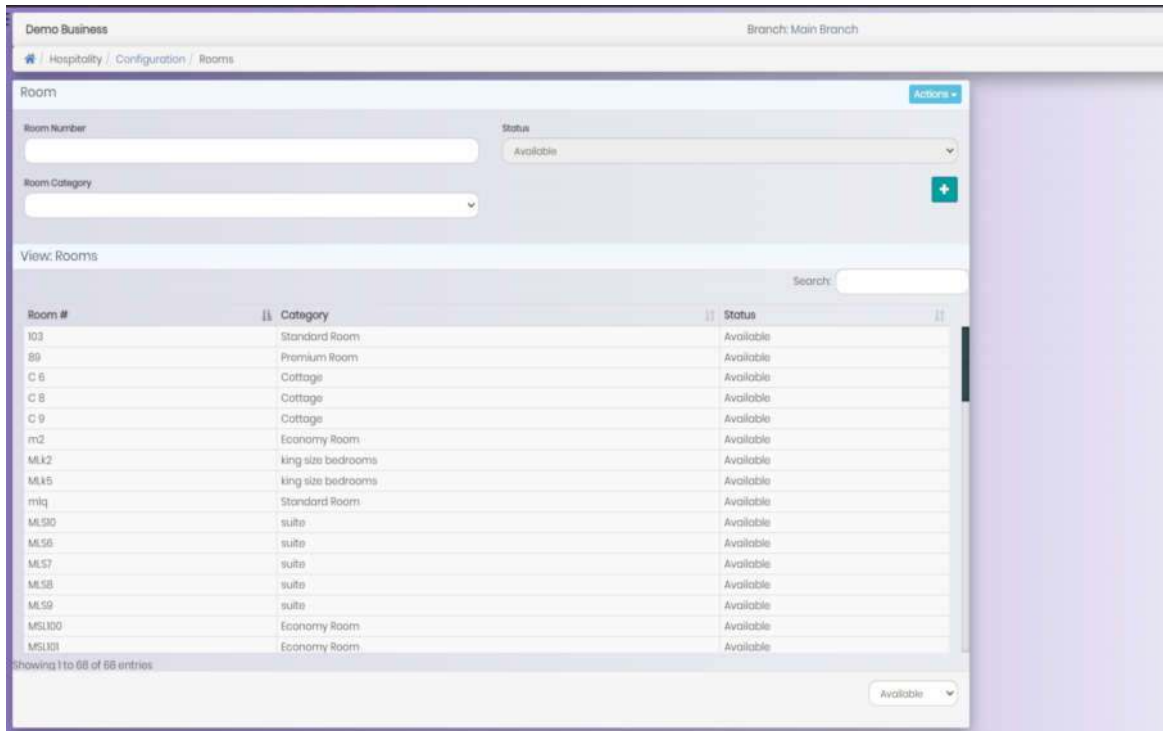


Fig 3.3d Set up guest room details

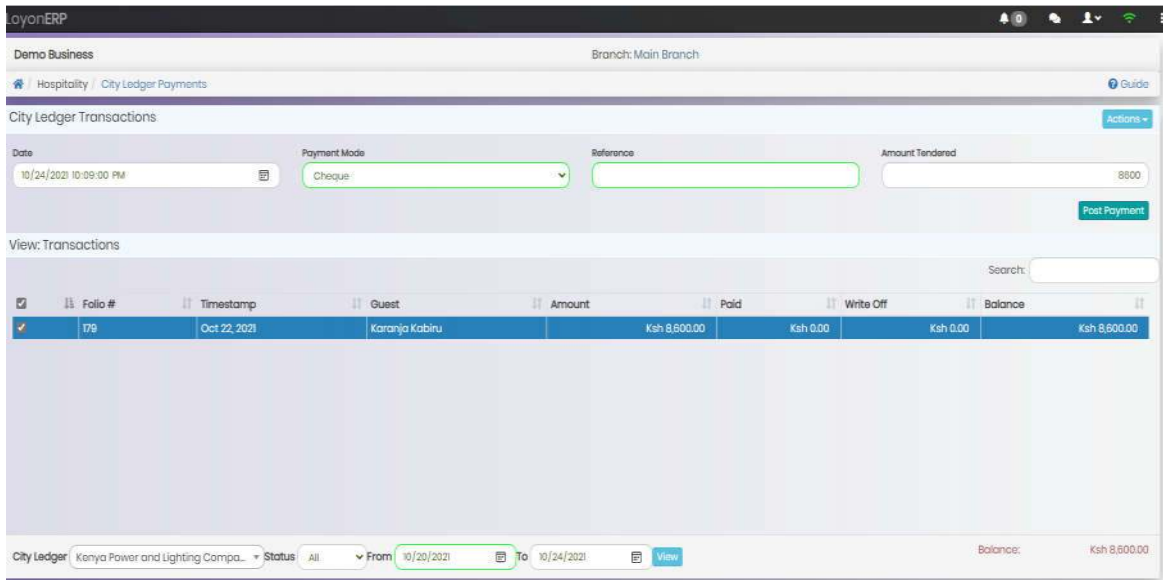


Fig 3.3e City Ledger Payments

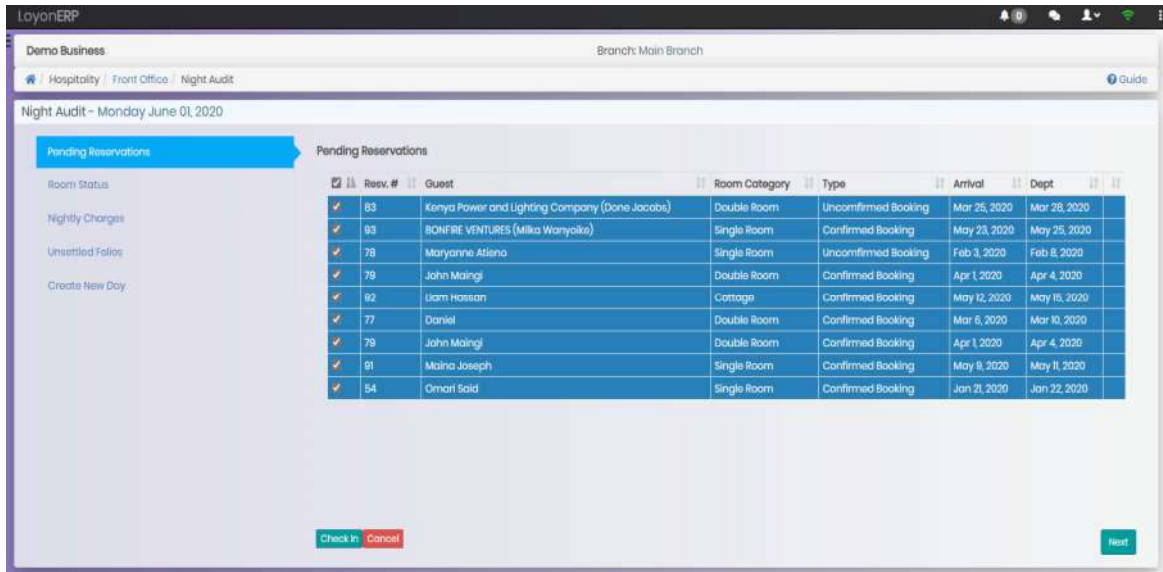


Fig 3.3f Night Audit

3.4. Procurement

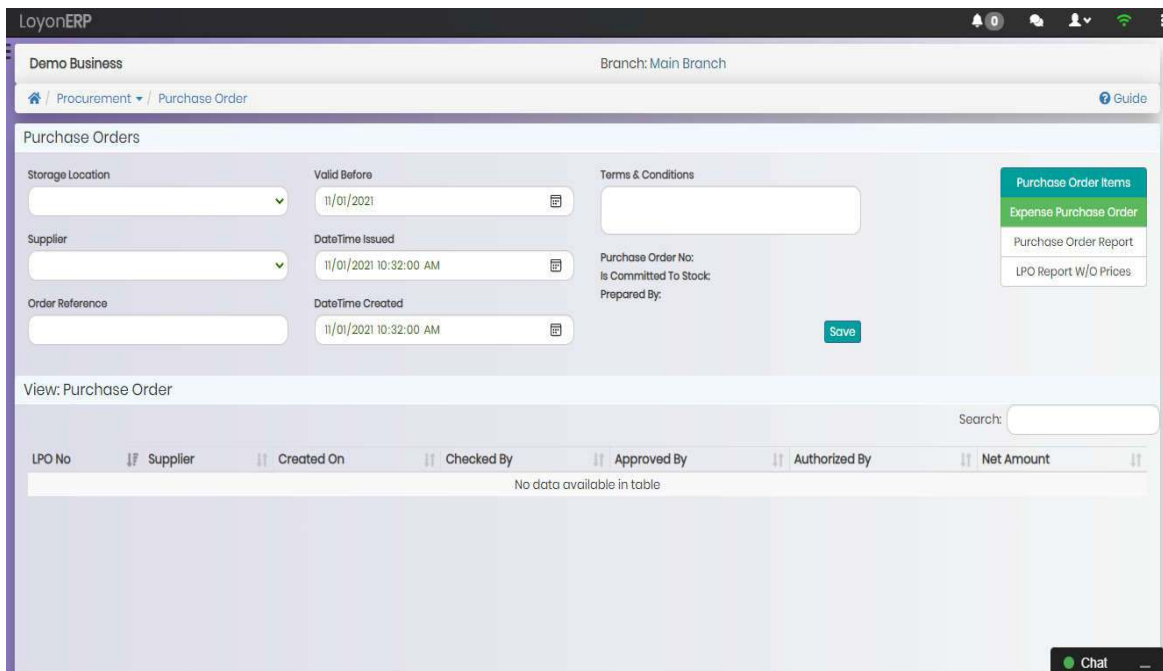


Fig 3.4a Purchase Orders Panel

Purchase Order Items [Purchase Order No. 108] Actions

Is New Item Item Type: Inventory Item Expense Sub-Account: Item Code: Barcode: Purchasing Quantity: Receiving Quantity:

Select Item: Select an Item Income Sub-Account: % Discount: 0 Rate per Measure (VAT Excl): Unit Cost (VAT Inclusive):

Item Name: Department: VAT Type: Rate per Measure (VAT Incl): Other Tax: Net Amount:

Asset Sub-Account: Item Category: Item Class: Purchasing Unit Of Measure: Receiving Unit Of Measure: +

View: Purchase Order Items

Search:

Item ID	Name	Is stock item	Rate	Purchasing Quantity	Purchasing Units	% VAT	% Disc	Net Amount
163	Beef Fillet	Yes	Ksh 500.00	5	Kg	16	0	Ksh 2,500.00
164	Pork Chops	Yes	Ksh 700.00	5	Kg	16	0	Ksh 3,500.00
165	Potatoes	Yes	Ksh 100.00	3	Kg	16	0	Ksh 300.00

Chat

Fig 3.4b Purchase Order Items

Share

Purchase Order

Hanmak Demo Business
www.demobusiness.com

Branch: Main Branch

Address: Located at Mburu Gichua Maralal Road Behind Kamini Wholesalers Opp. Olenguruone Stage, P.O. Box 1535, NAKURU

Telephone: +254 721 252 215

Email: main@demo.com

PIN: -

Supplier: Naivas Supermarket

Address: Mara

Telephone: 07252434

Email: -

Town: Narok

Country: Kenya

Printed On: 01-Nov-2021 10:34 AM Order No:

Purchase Order No: 108 Created On: 22-Oct-2021 10:45 AM

Order Ref: Authorized Valid Until: 21-Oct-2021

No	Name	Units	Qty	Rate	%Vat	%Disc	Amount	Net Amount
1	Potatoes	Kg	3.00	100.00	16.00	0.00	300.00	300.00
2	Pork Chops	Kg	5.00	700.00	16.00	0.00	3,500.00	3,500.00
3	Beef Fillet	Kg	5.00	500.00	16.00	0.00	2,500.00	2,500.00
Total:							6,300.00	

Prepared By: whitfield Date: 22 Oct, 2021 10:45 AM Sign: _____

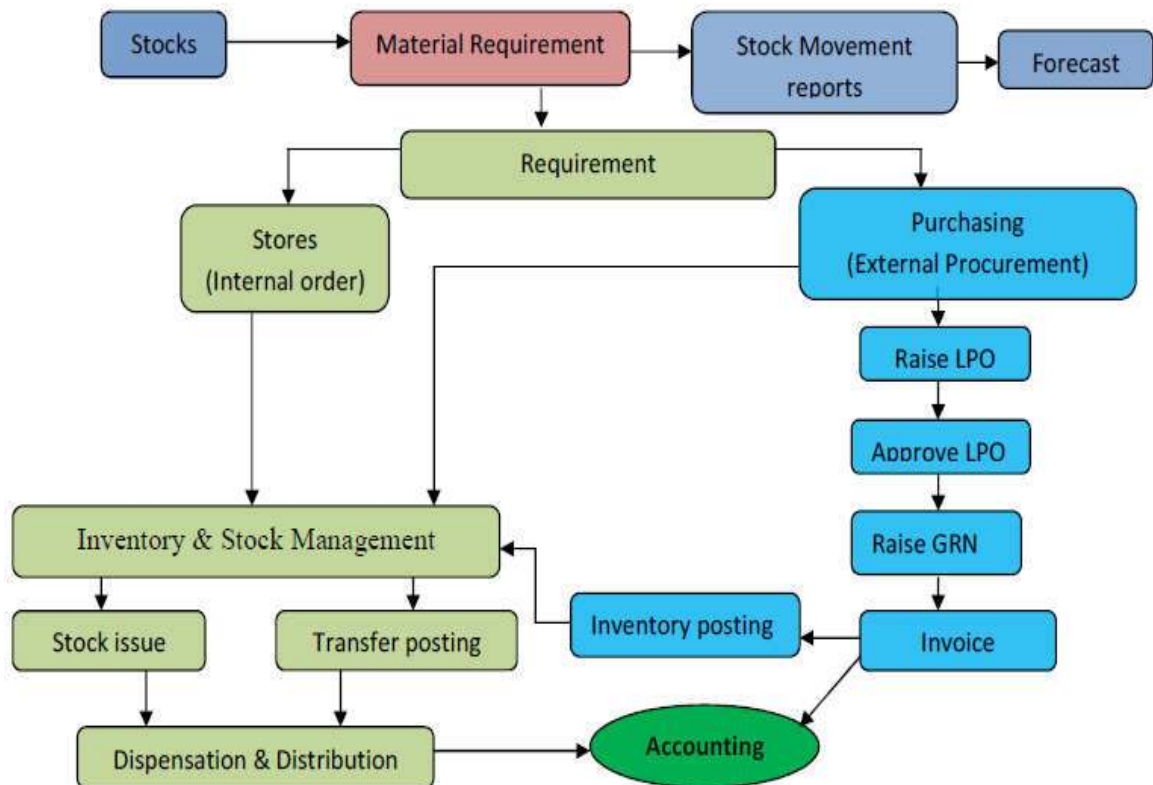
Authorized By: whitfield Date: 22 Oct, 2021 10:46 AM Sign: _____

Fig 3.4c Purchase Order (Printable)

- Raise LPO for stock items and services

- View pending and unauthorized orders/LPO
- Automatically update stock with Goods Delivered Note
- Automatically create supplier invoice upon receiving goods.
- Merged LPO-GRN-A/P Invoice reports
- Automatic alerts when supplier bills are due
- Pay supplier invoices and bills
- Automatically generate supplier statements
- View supplier payment history

3.5. Procurement Process Flow chart



3.6. Stores / Kitchen & Inventory Management

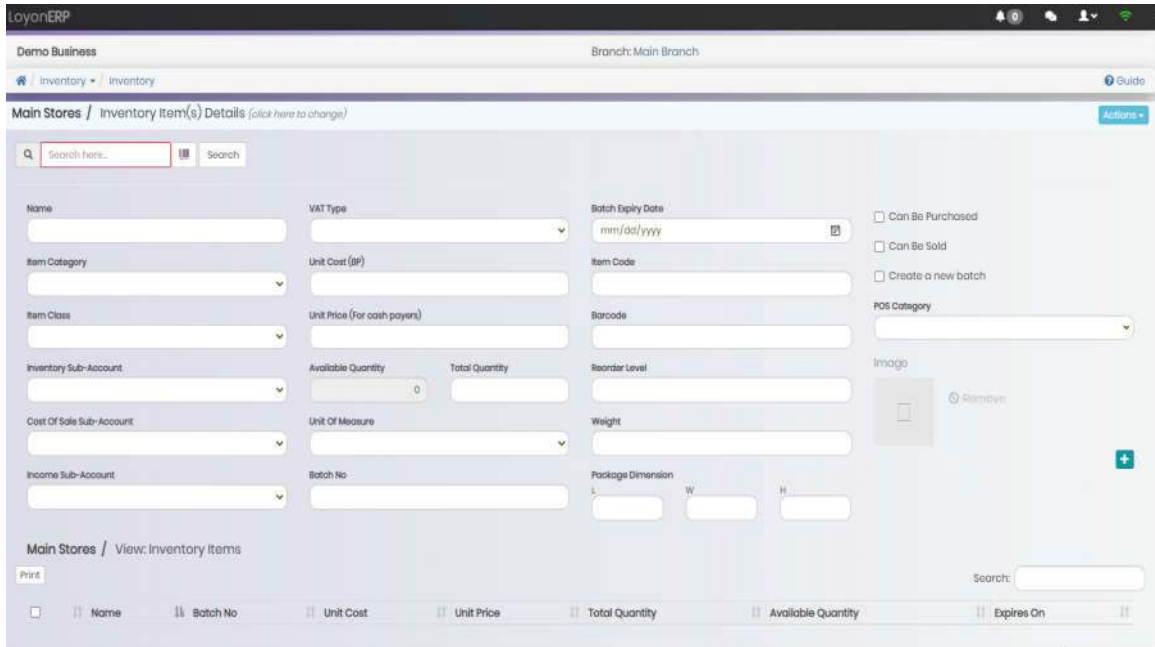


Fig 3.5a Inventory Panel

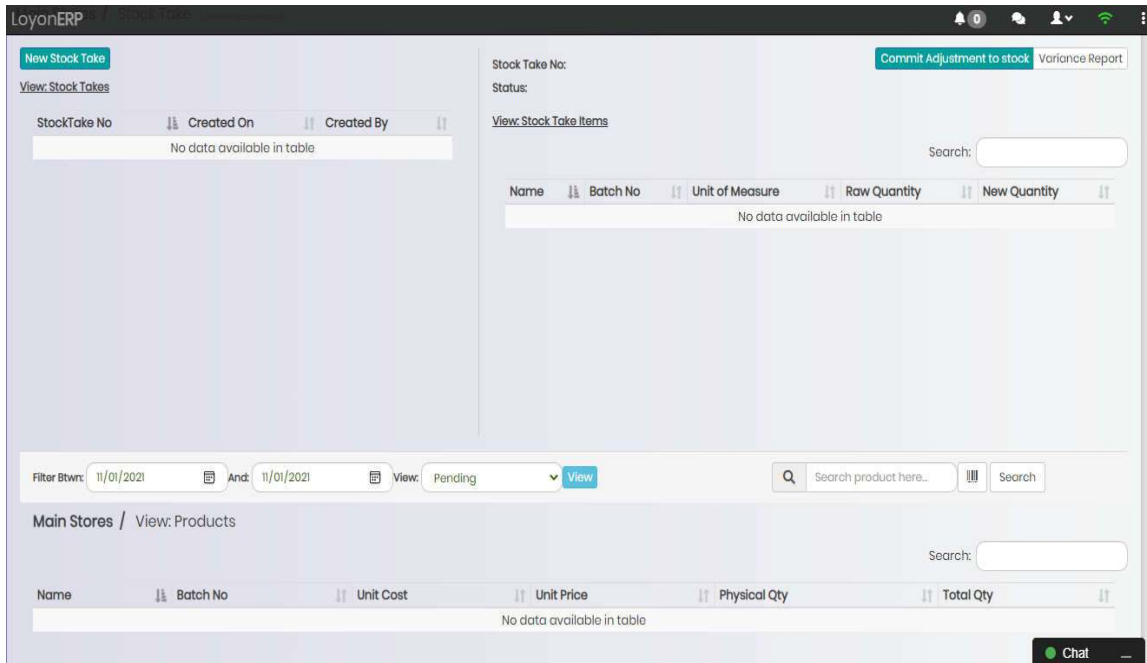


Fig 3.5b Stock Take Panel

- Supports multiple storage locations
- Create different categories and sub-categories for all items

- Add new and update existing stock items
- Alerts and reports for items with short expiry dates (where applicable)
- Alerts and reports for stock levels
- Track stock movement from purchases, return outwards, sales, return inwards, internal consumption and stock adjustments.
- Adjust stock when necessary
- Inter-departmental (and branch) stock orders (issue items between storage locations and departments)
- Automatic mark up on unit cost
- Stock take functionality with variance reports
- Handheld support for inventory tracking/ordering helps you maintain a paperless kitchen

3.7. Menu Planning

- Efficient menu analysis. Drive profitability through food costing
- Categorize menu items to maintain an optimal yield on your cost/price matrix by lowering overall fixed costs
- Determine the contribution of your recipes and sub-recipes to the gross margin
- Maintain competitive uniqueness through dynamic pricing for automatic offers and happy hours
- Integration with online food ordering platforms

3.8. Table Reservations

- Configure tables for all locations in the restaurant
- Define tables to indicate minimum and maximum number of guests

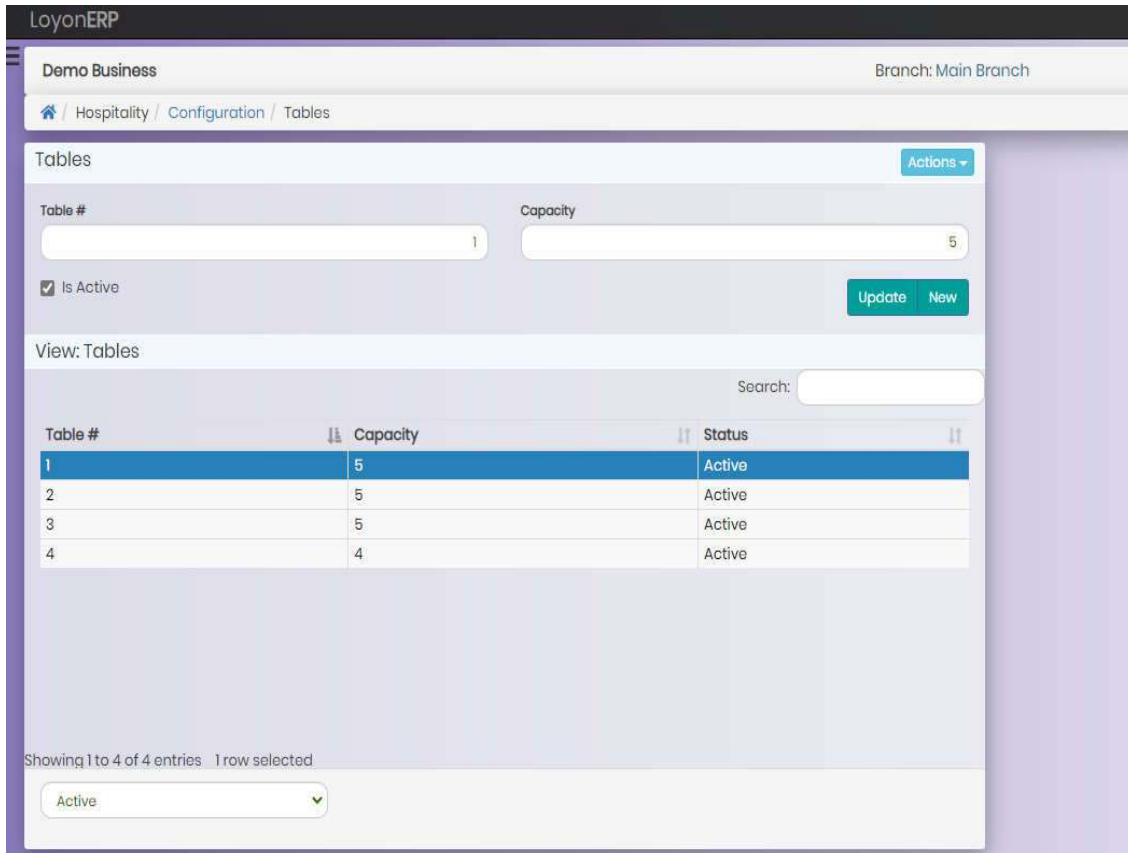


Fig 3.7 Table Capacity Configuration

3.9. Customer Relationship Management

- RFP Management/opportunity management
- Lead management
- Pricing and Discount Matrix
- Account Management
- Track sales campaigns
- Contract Management
- Customer Portal
- Customer Releasing
- Sales Orders, entry, tracking
- Sales Quotes & Estimating, Entry, Tracking
- Engage with guests through automated, customizable emails, specific discounts and packages, before and after stay
- Send push notifications with special offers to guests during stay
- Reuse content (emails, text)
- Schedule emails on mobile friendly templates
- Drive guest loyalty through gift cards

3.10. Integrated Accounts Module

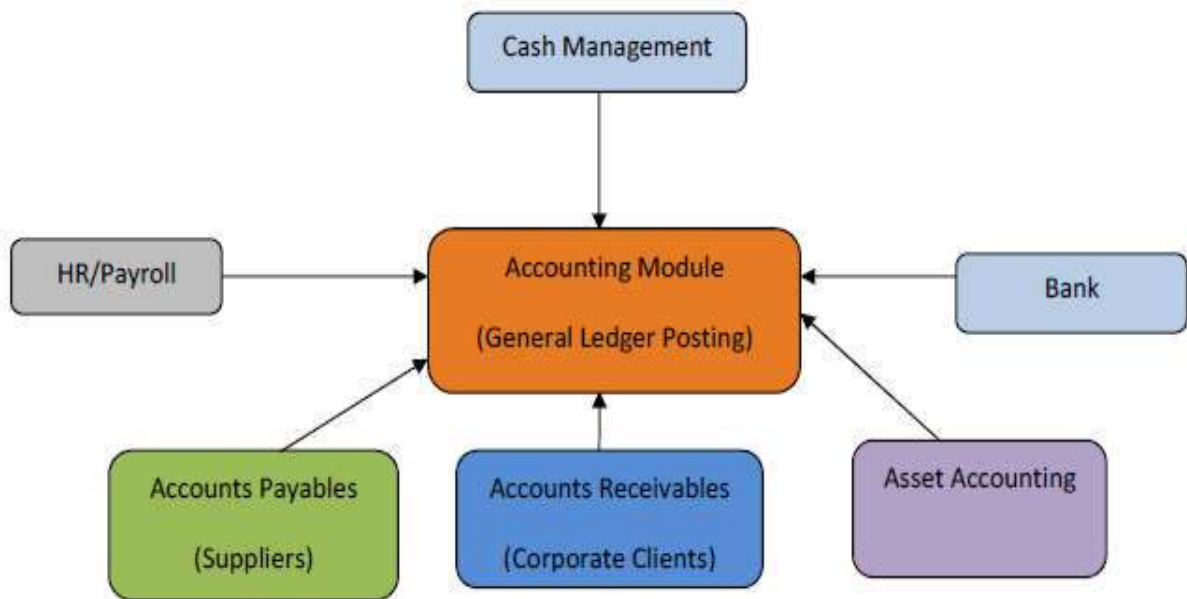


Fig 3.9a Integrated Accounting Function

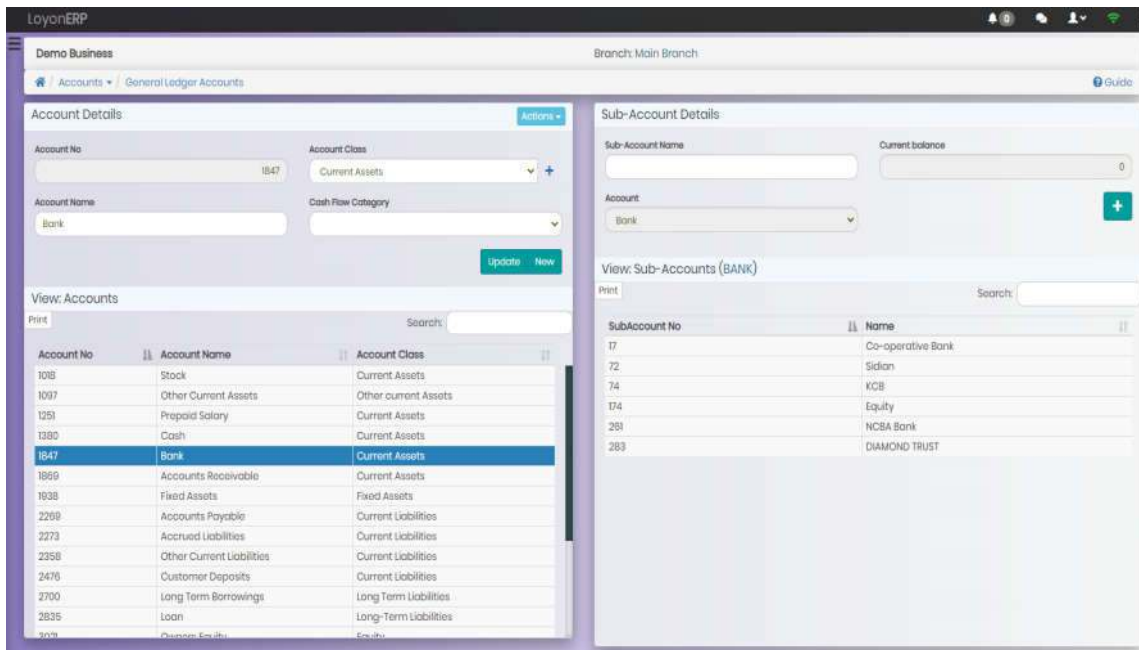


Fig 3.9b Ledger Accounts and Sub-Accounts - Configuration

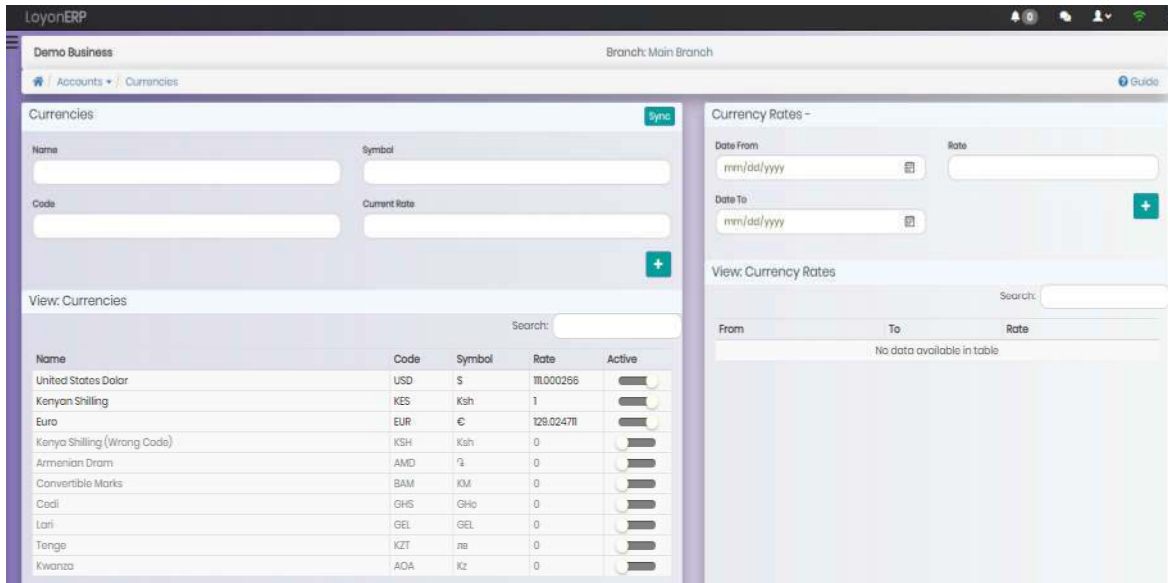


Fig 3.9c Manage Trading Currencies and Rates of Exchange

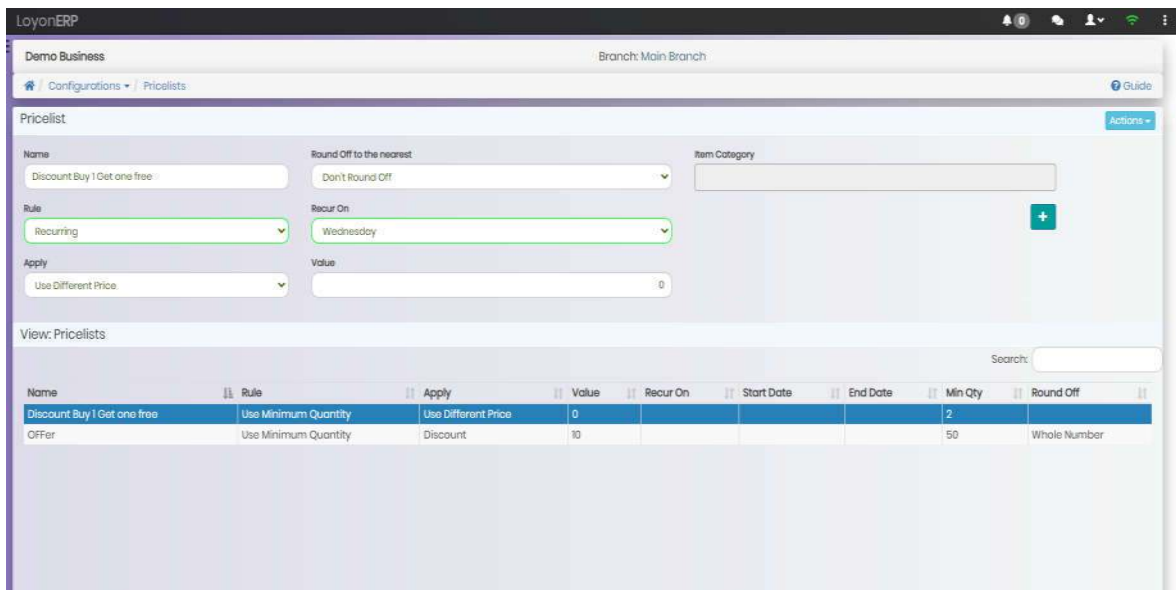


Fig 3.9d Pricelist – Set Up Rules for Different Pricelists

- An extensive, flexible and well organized chart of accounts to support all accounting needs for your business. Informed by IFRS (International Financial Reporting Standards)
- Asset Management – Automated depreciation, asset maintenance
- Accounts Receivable - for individual and corporate customers
- Accounts Payable – for all suppliers
- Aging schedules for both payables and receivables
- Automatically generate corporate statements

- View statement per company at a click of a button
- Allocate invoices once payment is received and automatically remove them from pending
- invoices.
- Cash management (Petty cash, cash transfers, banking)
- Create and monitor bank deposits
- Write cheques to suppliers and also for other payments
- Budgeting – Automated budget schedule for monthly, quarterly and yearly periods
- Bank reconciliation and reconciliation report
- Multi-currency support

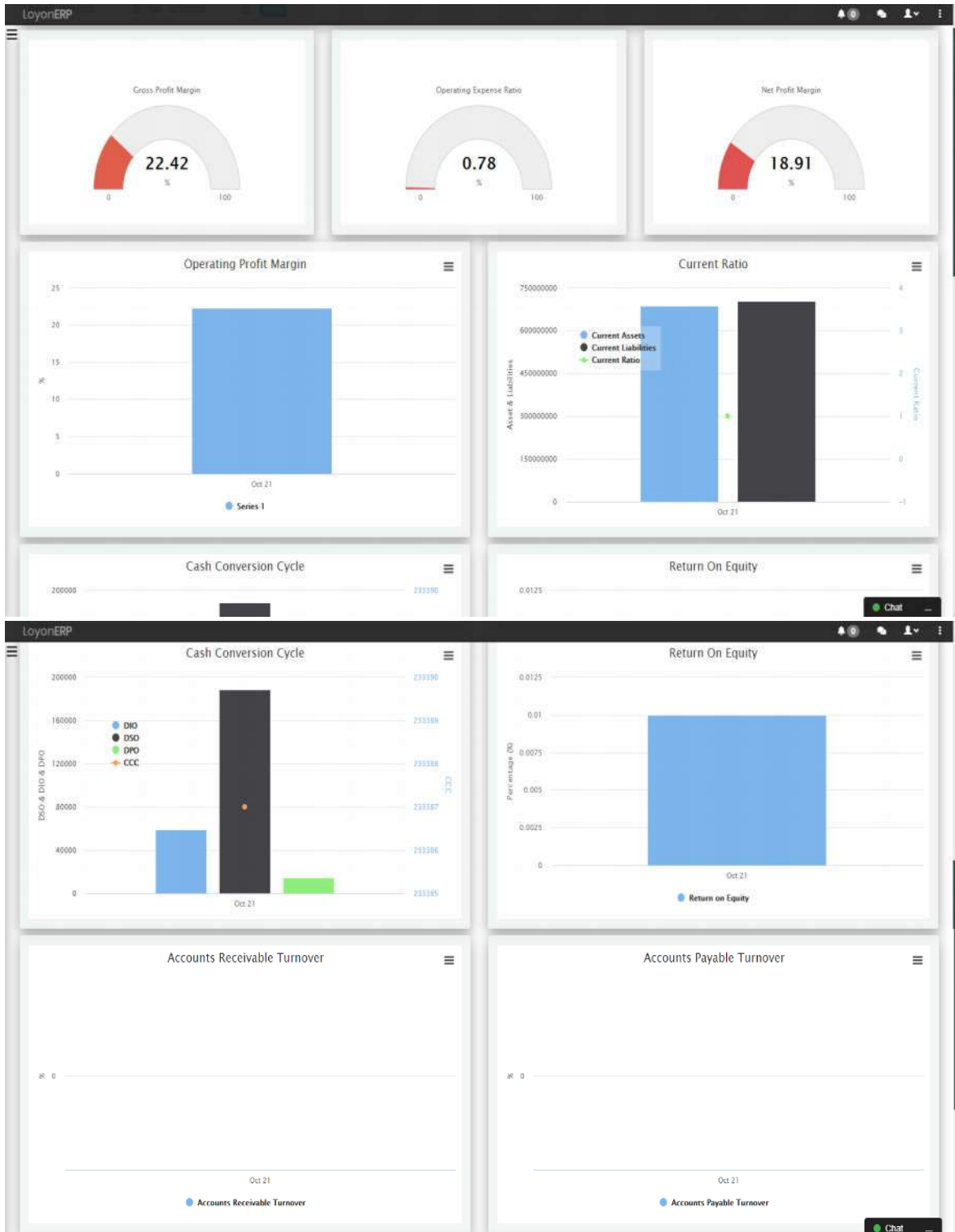


Fig 3.9e Financial Dash Board

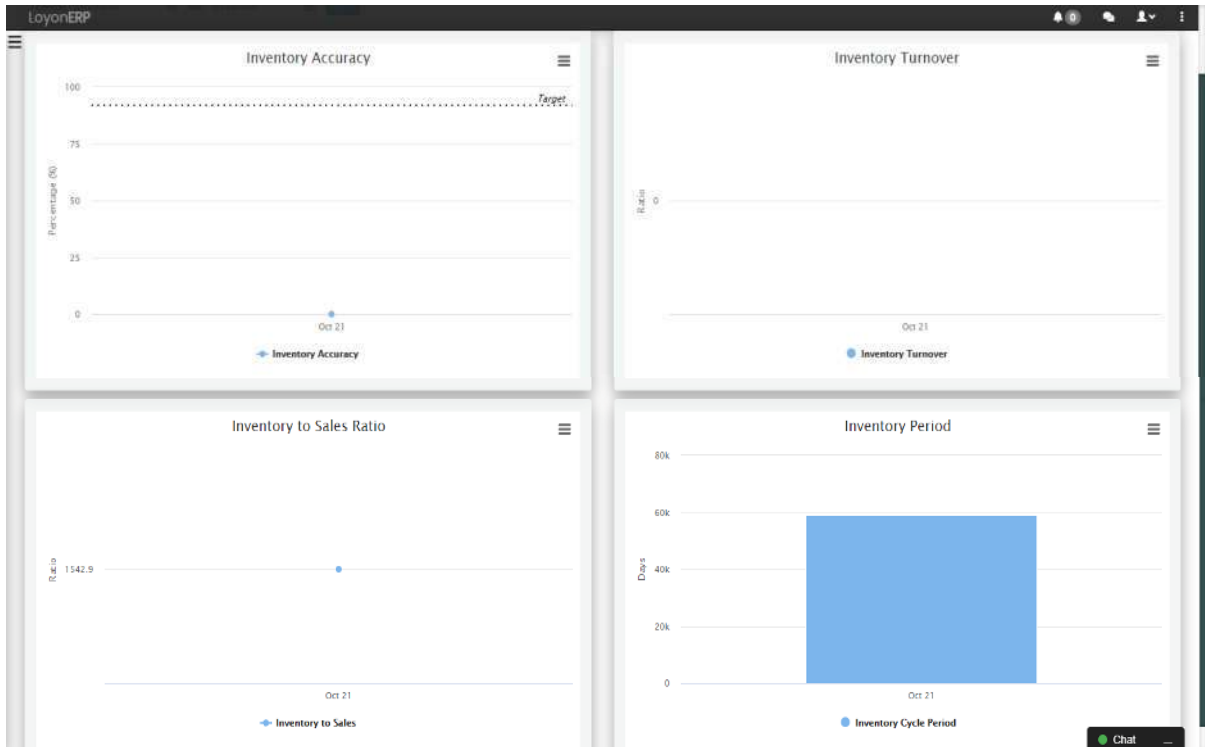


Fig 3.9f Inventory Dash Board

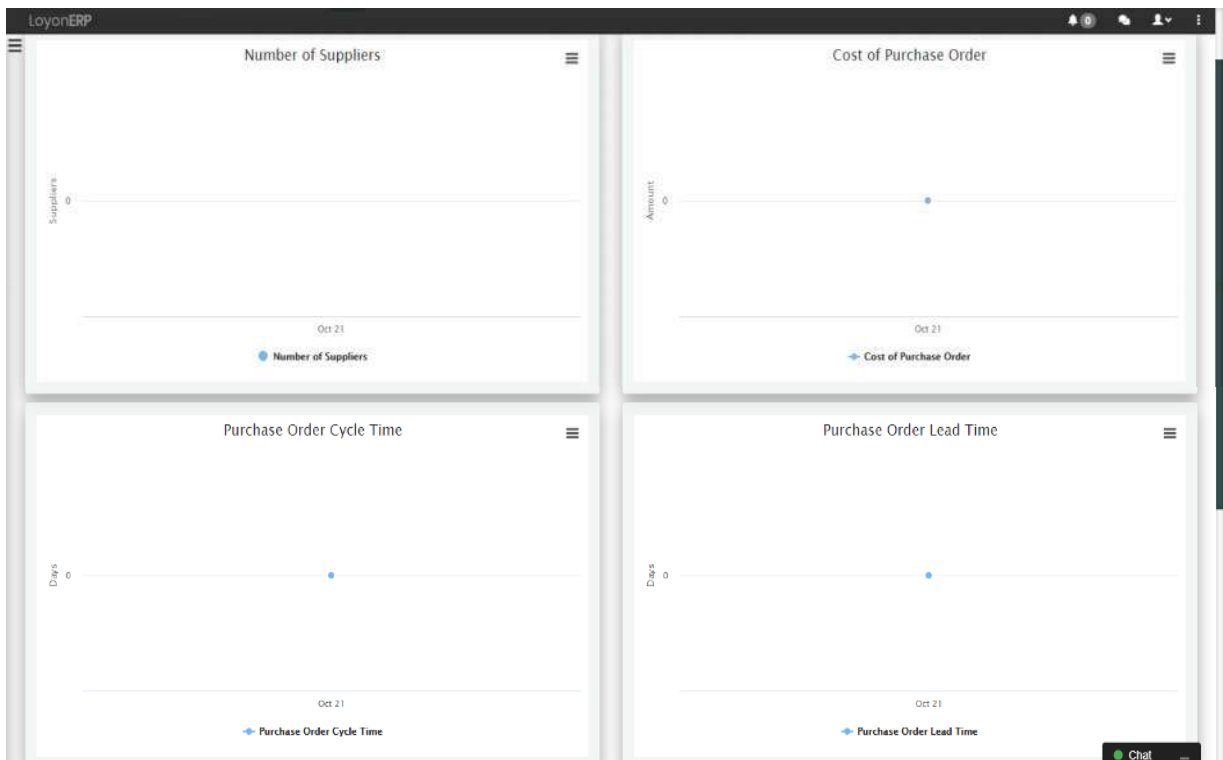


Fig 3.9g Procurement Dash Board



Fig 3.9h Hospitality Dashboard

3.11. Accounts Payable

- Accounts payable ledger
- Supplier ledger
- Supplier bills report
- Supplier aged analysis report by month. Provides an option of matching the invoices against the payments
- General ledger accounts
- Automated payment vouchers & remittance for payments
- Merge GRNs, LPOs, delivery notes and the invoices
- Batch supplier bills (A/P invoices) payments.
- Partial A/P invoice payments

3.12. Accounts Receivable

- Accounts receivable ledger
- Corporate statements
- Accounts receivable aging analysis (summary / per customer / per organization)
- Batch payments for A/R Invoices.
- Partial A/R invoice payments

3.13. Accounts Reports

- Revenue ledger report
- Revenue Reports (Outlet/Branch, Department)
- Revenue graphs (daily/weekly/monthly)
- Aging Analysis (Schedule) for both payables and receivables
- Reports for Cash receipts, Cheque payments and other payment modes
- Bank reconciliation reports
- Ledger account statements
- Financial Statements - Trial Balance, Income Statement, Balance sheet, Budget, Cash-flow Statement and Budget

3.14. Asset Management

LoyonERP

Demo Business Branch: Main Branch

Accounts > Fixed Asset Management

Fixed Asset Management

Asset Name: Compressor Manufacturer: Atlas Quantity: 1 Date Of Acquisition: 09/11/2020

Asset Sub-Account: Buildings and Structures Make: Initial Rate Per Unit: 650000 Asset Location:

Income Sub-Account: Gains on Sale of Fixed Assets Model: Initial Value: 650000 Employee in charge:

Expense Sub-Account: Loss of Sale of Fixed Assets Serial Number: Current Value: 650000

Asset Class: Plant and Equipment Barcode: Salvage Value: 102500

Update New

View: Fixed Assets

Name	Class	Initial Value	Current Value	Salvage Value	Useful Life	Depreciation Method
Compressor	Plant and Equipment	Ksh 650,000.00	Ksh 650,000.00	Ksh 162,500.00	48 months	Straight Line (Use Depr Rate)
HP Probook						
Mazda Demio KBB 122B	Motor Vehicles	Ksh 550,000.00	Ksh 280,500.00	Ksh 137,500.00	60 months	Straight Line (Use Depr Rate)
Toyota Harrier KCL 965J	Motor Vehicles	Ksh 4,700,000.00	Ksh 4,089,000.00	Ksh 1,175,000.00	60 months	Straight Line (Use Depr Rate)
Vipingo Ridge 35 Acre-Beach Plot	Buildings	Ksh 44,065,000.00	Ksh 41,130,271.00	Ksh 17,626,000.00	120 months	Straight Line (Use Salvage Value)

Fig 3.13a Asset Management Module

Asset Servicing

Name: Maintenance Done On: 10/22/2021

Description: Next Service Date: 10/22/2021

Done By: Amount Paid:

View: Asset History *Hover For Additional Info*

Search:

No	Type	Done By	Amount Paid	Done On	Next Date	Recorded By
1	Maintenance	XYZ Garage	Ksh 5,000.00	Nov 11, 2019	Jun 11, 2020	admin

Fig 3.13b Asset Servicing and Maintenance

- Asset capitalization: track cost of asset acquisition
- Track depreciation, transfer, revaluation, and disposal
- Record asset insurance policy details and keep track of premium payments
- Preventative Maintenance: track technical servicing scheduled for the asset
- Asset tagging

Asset Depreciation Runs

Auto-Generated / Filtered Runs

Search:

Asset	Method	From	To	Cost	Depreciation Amount	Valuation
<input checked="" type="checkbox"/> Vipingo Ridge 35 Acre-Beach Plot	Straight Line (Use Salvage Value)	Apr 16, 2021	Oct 22, 2021	Ksh 44,065,000.00	Ksh 1,374,828.00	Ksh 41,130,271.00
<input type="checkbox"/> Mazda Demio KBB 123B	Straight Line (Use Depr Rate)	Apr 16, 2021	Oct 22, 2021	Ksh 550,000.00	Ksh 71,500.00	Ksh 280,500.00
<input type="checkbox"/> Toyota Harrier KCL 965J	Straight Line (Use Depr Rate)	Sep 11, 2020	Oct 22, 2021	Ksh 4,700,000.00	Ksh 1,304,250.00	Ksh 4,089,000.00
<input type="checkbox"/> Compressor	Straight Line (Use Depr Rate)	Sep 11, 2020	Oct 22, 2021	Ksh 650,000.00	Ksh 180,375.00	Ksh 650,000.00

Execute

Fig 3.13c Automated Asset Depreciation

3.15. Budgeting

Sub Account	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bad Debt Expense	0	1000	2000	3000	4000	5000	6000	7000	8000	9000	10000	11000
Cash Short	200	100	100	100	100	100	100	100	100	100	100	100
Consultant Fee	200	200	200	200	200	200	200	200	200	200	200	200
Cost Of Goods Sold - Drugs	0	0	0	0	0	0	0	0	0	0	0	0
Cost Of Goods Sold - Products	0	0	0	0	0	0	0	0	-4598	13514	88943	0
Depreciation Expense	0	0	0	0	0	0	0	0	0	0	0	0
Gains on Sale of Fixed Assets	0	0	0	0	0	0	0	0	0	0	0	0
Import Duty Expense	0	0	0	0	0	0	0	0	0	0	0	0
INSURANCE	0	0	0	0	0	0	0	0	0	0	0	0
Loss of Sale of Fixed Assets	0	0	0	0	0	0	0	0	0	0	90	0
NHIF	0	0	0	0	0	0	0	0	0	0	17450	0
Other Income	0	0	0	0	0	0	0	0	0	0	0	0
Project Cost-Built	0	0	0	0	0	0	0	0	0	0	0	0
Repairs and Maintenance	0	0	0	0	0	0	0	0	0	0	0	0
Salaries and Wages	0	0	0	0	0	0	0	0	0	0	26300	0
Sales - Drugs	0	0	0	0	0	0	0	0	0	0	0	0
Sales - Products	0	0	0	0	0	0	0	0	6749.99	184593504.36	45113923	0
Sales - Services	0	0	0	0	0	0	0	0	0	0	0	0
Sales Discount	0	0	0	0	0	0	0	0	0	0	0	0
Transportation	0	0	0	0	0	0	0	0	0	0	0	0
Withholding Tax Expense	0	0	0	0	0	0	0	0	0	0	0	0

Fig 3.14a Budgeting Module


Budget Vs Actual													
 Demo Business www.demobusiness.com		Branch: Main Branch		Report DateTime: 22-Oct-2021 07:35 AM									
Budget Yr 2020													
Jan 2020 - Dec 2020													
Sub Account	Overall Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Revenue													
Other Income													
Other Income	Budget:	0	0	0	0	0	0	0	0	0	0	0	0
	Actual:	0	0	0	0	0	0	0	0	0	0	0	0
	% of Budget:	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
Overall Budget for Other Income:													0.00
Revenue													
Gains on Sale of Fixed Assets													
	Budget:	0	0	0	0	0	0	0	0	0	0	0	0
	Actual:	0	0	0	0	0	0	0	0	0	0	0	0
	% of Budget:	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
Sales - Drugs													
	Budget:	0	0	0	0	0	0	0	0	0	0	0	0
	Actual:	0	0	0	0	0	24,835	7,997	0	340	0	20,235	0
	% of Budget:	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
Sales - Services													
	Budget:	0	0	0	0	0	0	0	0	0	0	0	0
	Actual:	0	11,096,768	12,431	8,340	59,379	464,825	231,212	8,818	3,114	4,208	3,119	27,973
	% of Budget:	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
Sales - Products													
	Budget:	185,051,394	0	0	0	0	0	0	0	6,750	184,593,504	451,139	0
	Actual:	0	758,489	72,704	223,453	199,198	219	28,163	4,800	1,556	11,904	31	132
	% of Budget:	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	176.4%	.0%	.0%

Fig 3.14b Budgeting Variance Report

- Generate and adjust budgets easily monthly/quarterly/yearly
- Pre-fill newly generated budgets with data from a previous budget summary
- Obtain budget variance reports for analysis of your spending
- Assess favorable and unfavorable variances against Standards
- Assess the efficiency of organizational spending across departments

3.16. Business Intelligence Dashboard

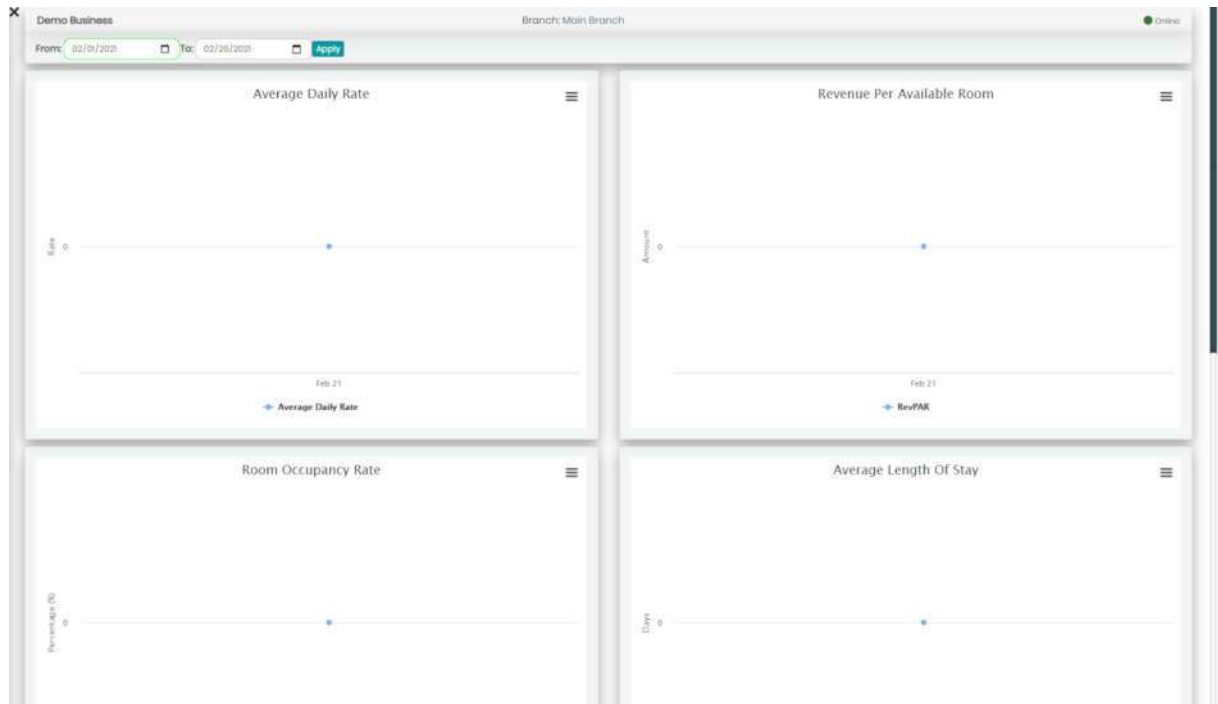


Fig 3.15 Business Intelligence Dashboard - Provides Important Metrics on Performance

- Provides insights on business KPI's
- Metrics displayed on Hospitality section: Average Daily Rate, Revenue Per Available Room, Room Occupancy Rate, Average Length of Stay, etc
- Metrics displayed on Financial section: Gross Profit Margin, Operating Expense Ratio, Current Ratio, Operating Profit Margin, etc
- Metrics displayed on Inventory section: Inventory Turnover, Inventory Period, Inventory to Sales Ratio, etc

3.17. Housekeeping

The screenshot shows the 'House Status' panel in the LoyonERP system. The interface includes a search bar and a table with the following columns: Room/Unit, Type, Status, Availability, Remark, and Housekeeper. The table lists various rooms with their respective statuses and assigned housekeepers.

Room/Unit	Type	Status	Availability	Remark	Housekeeper
Tent 1	Double Room	Clean	Booked	Cleaned	Kelvin
Tent 2	Double Room	Clean	Booked		Mvurumo Ndeyi
Tent 3	Double Room	Unset	Occupied		Alice Njoru
Tent 4	Double Room	Clean	Occupied	Okay	Mvurumo Ndeyi
Tent 13	Double Room	Unset	Occupied		
Tent 6	Double Room	Unset	Occupied		
Tent 7	Double Room	Unset	Booked		
Tent 8	Double Room	Unset	Occupied		
Tent 9	Double Room	Unset	Booked		
Tent 10	Double Room	Unset	Occupied		
Tent 11	Double Room	Unset	Occupied		
Tent 12	Double Room	Unset	Occupied		
Tent 5	Double Room	Unset	Booked		
Tent 1	Single Room	Unset	Occupied		
Tent 2	Single Room	Unset	Booked		
3B	Premium Room	Unset	Booked		

Fig 3.16 Housekeeping Panel

- Delegation of work to specific housekeeping staff
- Track room status against assigned housekeeping staff
- Track consumable inventory, equipment and operations
- Block room for maintenance where required

3.18. Human Resource Reports

- Employee registration
- Ledger integrated pay slip generation
- Leave management
- Automated master payroll reports
- Payroll analysis (PAYE, NHIF, NSSF, Loan and other payroll parameters)
- Ledger integrated pay slip generation
- Leave and off-duty management
- Scheduling and Duty Roster
- Diary

LoyonERP

Demo Business

HR / Payslips

Payslips

Pay Periods (Selected)

Show 10

No	Surname
16	Kihiu
15	Mwaura
14	Udoh
13	Otieno
12	Gatoto
11	Kadima
10	Okware

View: Payslips For

Mode: Cash

Payslip

Hanmak Main Branch

+254 721 232 213,

Print Date: 22-Oct-2021 05:46 AM

Name: Kihiu Kelvin Doe
 Department: SCM
 Designation: -
 Payslip No: 65
 Pay Period: August, 2021
 Bank: Sidian
 A/C No: 03993939
 KRA PIN: A0002556
 NSSF No: 0367888
 NHIF No: 356456787

Earnings

Basic Pay	100,000.00
Over Time	0.00
Gross Earnings	100,000.00

Pre-Tax Deductions

NSSF	1,080.00
Sacco	1,000.00
Taxable Pay	97,920.00
Tax Chargeable	24,159.00

Tax Relief

Personal Relief	1,408.00
PAYE	22,751.00

Post-Tax Deductions

Fig 3.17a Employee Payslip

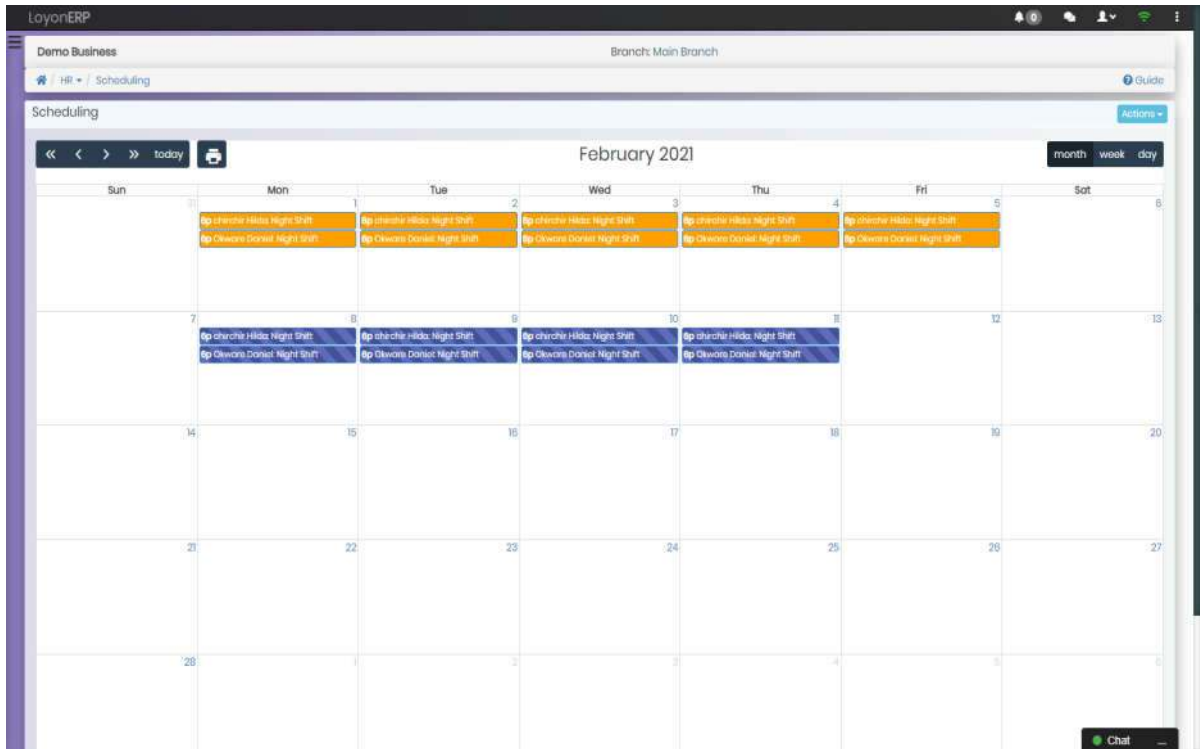


Fig 3.17b Scheduling

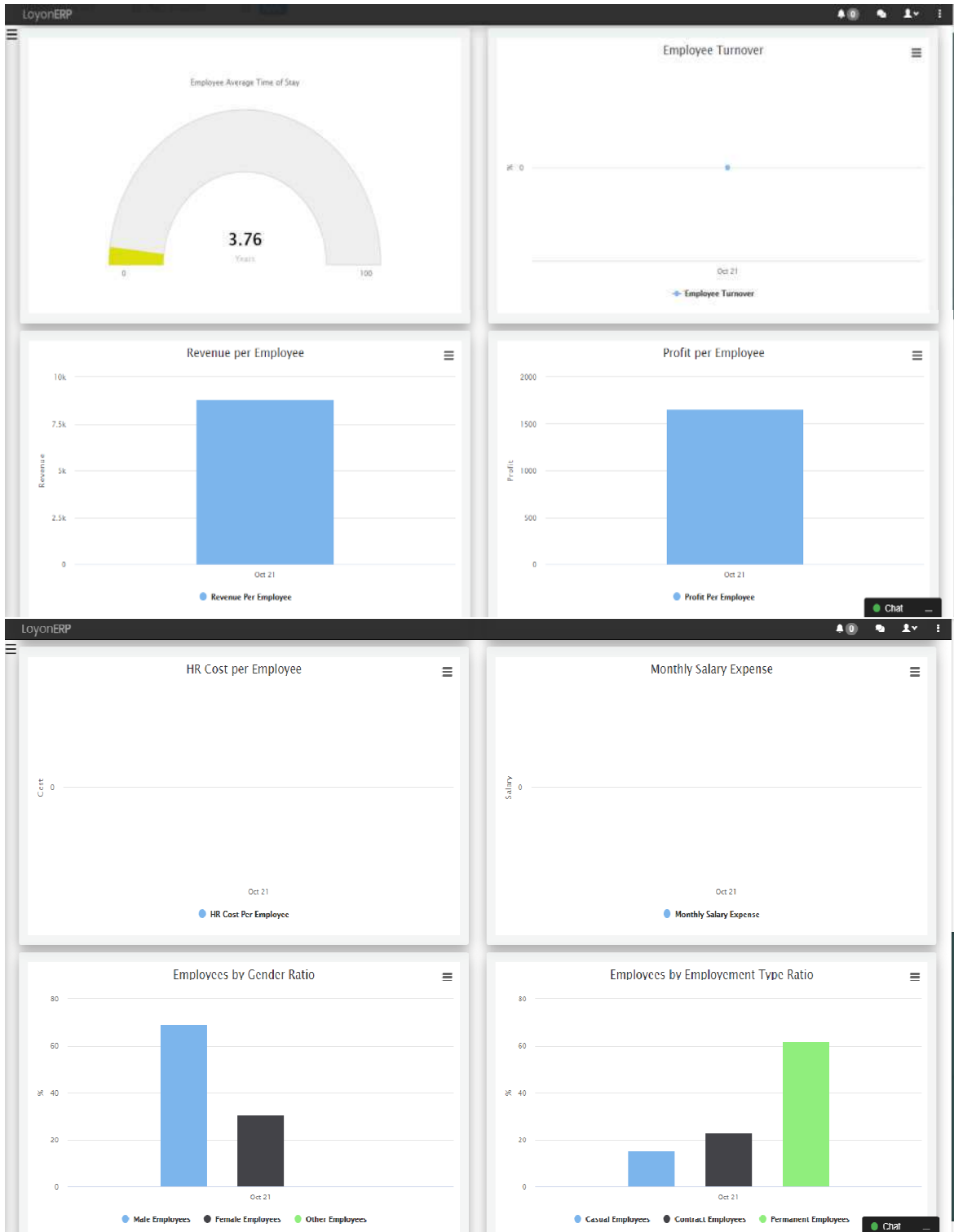


Fig 3.17c HR Dashboard

3.19. Employee Portal

- Request for leave
- View approved leaves
- View pay slips
- View diary for scheduled tasks
- View Income Tax Deduction Card

3.20. Communication

- Schedule and send important reports to emails and smart devices
- Automated alerts notifications
- Online access over any internet enabled device

3.21. Integrations

- Integration of POS with I-Pay payment gateway for seamless recording of payments from customers through mobile money and payment cards

3.22. Administration and Security

- Each user has their own username and password
- Unlimited user groups within distinct privileges
- Assign user privileges according to group role
- Centralized administration and set ups
- Supported by high performance Object-Relational Database Management System
- Automated backups and fail over of the system

3.0. OVERALL BUSINESS BENEFITS

- Maintain a totally secure database for business information.
- Achieve accountability in all business operations.
- Orderliness and standardization of the business records and procedures, increasing accuracy and completeness of business data.
- Improve efficiency on incurred business cost.
- Gather information to meet management challenges.
- On-demand access to your business reports for faster decision-making.
- Use LoyonERP to get a grip of your business, save money and boost efficiency in your day to day business operations with great satisfaction to your esteemed customers.

3.23. TECHNOLOGY USED

3.23.1. Application Framework

- Microsoft Dot Net Core Framework

3.23.2. Application Architectural Model

- Onion Architecture

3.23.3. Application Programming Style

- Object Oriented Programming (OOP)

3.23.4. Application Internal Organization

All the components in the system are designed around a four-layer structure, namely:

- Presentation (GUI) Layer – provides the user with interaction interface
- Business Logic Layer – all business rules and computations run in this layer.
- Data Access Layer – facilitates communication between the underlying database and the business layer
- Database – all data is stored in this layer

3.23.5. Web Server (Technologies Used)

- C#, Microsoft ASP.Net Core
- SQL (Structured Query Language)
- Nginx

3.23.6. Graphical User Interface (GUI)

The graphical user interface is designed on:

- HTML5/Javascript/CSS
- Bootstrap
- JQuery

3.23.7. Database

- PostgreSQL (default database)
- Oracle
- MS SQL
- MySQL
- MariaDB

3.23.8. Reporting

- FastReport

3.24. SYSTEM REQUIREMENTS

3.24.1. Devices Supported

- Desktops Computers
- Laptops
- Smart phones
- Tablets & Phablets

3.24.2. Browsers Supported

- Google Chrome
- Chrome for Android
- Mozilla Firefox
- Microsoft Edge
- & Internet Explorer
- Safari
- Opera
- Opera mini