

# **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 ondemand 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.

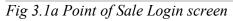
**Have secure storage and retrieval of business data** – end-to-end encryption of transmission of business data that is stored in a secure cloud. Set data access rights to prevent unauthorized access to business data. You are guaranteed to have an updated backup of the business data.

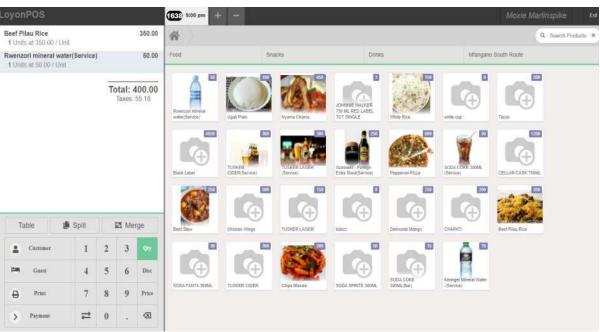
Have both operational and managerial decision support tool right in your palm – Access operational and financial reports on your mobile phone. Access informative and well organized dashboards for operational, financial, process, inventory, procurement and human resource KPIs (Key Performance Indicators).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

### **3.0 SYSTEM FEATURES AND MODULES**

Select your point	F	Please enter your coo	le	and the second se
Restaurant				
Bar				Hanmak
	1	2	3	
	4	5	6	Demo Business
	7	8	9	www.demobusiness.com
	Clr	0	Ø	
		Login 🖝		© 24 Oct, 2021 - POS By Hanmak Technologies Hanmak.
			_	

### 3.1. Cashier / Point of Sale





### 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

	Main Bra	inch		
Hanmak		232 213,		
1		obusiness.	com	
		lobusiness.	C.VIII	
Print Date:	24-Oct-2	2021 09:04	PM	
Sales Date:	24-Oct-	20 <mark>21 0</mark> 9:04	PM	
Pmnt Mode:	Cash			
Issued To:	Cash			
Order No:	1639			
Receipt No:	710			
Reference No:				
Rate	Qty	%Disc	%Vat	Amour
African Tea				
200.000	1.0	0.000	16.00	200.00
To	tal Amoun	t		200.00
A	nount Paid	ĺ.		Ksh 200.0
A	nount Tend	lered		Ksh 200.0
C	nange Amo	unt		Ksh 0.0
× m				
Value Addee		16.000		27.590
Catering Lev	10	0 %		0.00
Total Tax Ar				27.590
	it Tax			172.410
Total Without				
- <u>k</u>	0			
- <u>k</u>	Cash			

### Fig 3.1c Cash sale receipt

Excellent Service

### 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)

> Generate sales and cash reports for every cashier/user

# 3.3. Front Office

- > Create facilities e.g. Rooms, conference halls, gardens etc
- > Set rates for all facilities and services offered.
- > Check facility (rooms, conferences) availability.
- > Booking calendar displays occupancy with predictive data on peaks
- Guest registration
- Guest items registration
- Track city ledgers and registered guests
- > Allocate guest packages and additional charges to folio
- Split guest folios
- > Track commissions paid against travel agents
- Review daily financial activities through Night Audit
- > Track status of each room against housekeeping
- > Generate reports for capacity utilization and facilities occupation rates
- > Dynamic rates. Optimize rates for peaks, holidays and weekends
- > Interact with guests pre-arrival, during stay and post-departure

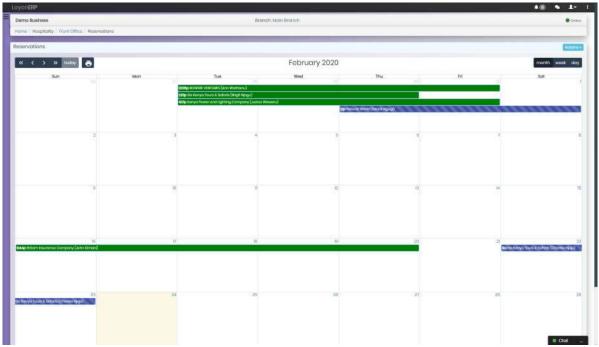


Fig 3.3a Guest Reservations Calendar

Share 👻			
2 ≱ ⊖ €	٤.		
Hanna Ferringe	ık	Demo Business Main B +254 721 232 213, main@demo.com	Iranch
		Check In Vouch	er
Guest:	Mwanaidi Chitembwe	Voucher #:	165
Telephone:	8	Nationality:	Kenya
Email:		Town:	Nairobi
ID #:	Ξ.	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 Throu	gh: Mwanaidi Chitembwe	Room #:	Tent 1
	Guest Signature		Front Office
Date			Signature

Fig 3.3b Check-in Voucher

Reservation Details Reservation #: Owner: Type:	Date				17 Type	4 - Mwanaidi Chitembwe 🗸	Corr	nments			
DateTime Reserved: Expected Check-In Date: Expected Check-Out Date:			021 10:08:00 PM	E		~				)	
iew: Guests	Refer	nce			Rate	0			Post		
] ↓ <b>k</b> Room # ↓1	View	: Tri	ansactions					Search:		) n	tt tt
		11	Date 1	Reference	11	Particulars	lt D	Description	Amount It		
	-		Oct 22, 2021 9:26 an			Cash Payment			- 3,000.00		
	-		Oct 22, 2021 9:27 am			Discount Given to Mwanaidi Chitembw		,	- 100.00		
			Oct 22, 2021 9:26 an			Breakfast	IC	Qty: 1.000]	1,400.00		

Fig 3.3c Guest folio with posted guest charges

A Discount of the second	12			Branch: Main Bra	nun
# Hospitolity / Configuration	/ Rooms	_		_	_
Room					Actions -
Room Number			Stohus		
			Avaliable		*
Room Category					•
		×			
view: Rooms					
				Search	
Room #	Lik Category			Status	14
103	Standard Room			Available	
89	Promium Room			Available	
C6	Cottage			aldoliovA	
C 8	Cottage			Available	
C 9	Cottage			Available	
m2	Economy Room			Available	
MLk2	king size bedrooms			Available	
M9,85	king size bedrooms			Available	
pim	Standard Room			Available	
MUSIO	suito			Available	
ML56	suite			Available	
MES7	suto			Available	
MISB	suto			Available	
MES9	entre			Available	
MSU00	Economy Room			Available	
MSU01	Economy Room			Available	

Fig 3.3d Set up guest room details

LoyonERP						40 4	1 · 💎
Demo Business			Branch: Ma	in Branch			
🕷 / Hospitality / City Ledger	r Payments						0 Guide
City Ledger Transactions	3						Actions +
Date		Payment Mode	Reference		Amo	int Tendered	
10/24/2021 10:09:00 PM		Cheque	• (				8600
							Post Payment
View: Transactions							
						Search.	
🖾 🏦 Folio #	11 Timestamp	11 Guest	31 Amount	II Paid	1) Write Off	11 Balance	11
179	Oct 22, 2021	Karanja Kabiru		(sh 8,600.00	Ksh 0.00	Ksh 0.00	Ksh 8,600.00
City Ledger Kenya Power an	d Liahting Compa_ + Status	All - From 10/20/2021	To 10/24/2021	View		Balance:	Ksh 8,600.00

Fig 3.3e City Ledger Payments

Hospitality / Front Office / Night Audit ht Audit - Monday June 01, 2020							
Audit - Monday, June 01 2020		_					00
The Head to Monitorial y dance of, 2020							
Panding Reservations	Pending	Reservatio	ana				
Room Status	E2 11.	Reav.#	Guest	Room Category	Туре	Arrival	Dopt II II
And the second		83	Kenya Power and Lighting Company (Done Jacobs)	Double Room	Uncomfirmed Booking	Mar 25, 2020	Mor 28/2020
Nightly Charges	2	88	BONFIRE VENTURES (Milko Warryoiko)	Single Room	Confirmed Booking	May 23, 2020	May 25, 2020
Unsettled Folios	2	78	Maryanne Atieno	Single Room	Uncomfirmed Booking	Feb 3, 2020	Feb 8, 2020
Create New Day		79	John Maingi	Double Room	Confirmed Booking	Apr 1 2020	Apr 4, 2020
Create new bay		92	Uam Hassan	Cottage	Confirmed Booking	Mitty 12, 2020	May 15, 2020
	1	77	Daniel	Double Room	Confirmed Booking	Mar 6, 2020	Mar 10, 2020
	2	79	John Maingi	Double Room	Confirmed Booking	Apr 1 2020	Apr 4, 2020
	2	91	Maina Joseph	Single Room	Confirmed Booking	May 9, 2020	May 11, 2020
		54	Omarl Said	Single Room	Confirmed Booking	Jan 21, 2020	Jan 22, 2020

Fig 3.3f Night Audit

# 3.4. Procurement

Loyon <b>ERP</b>							🖡 💽 💩 🚺 🕈
Demo Business					Branch: Main Branch		
😭 / Procurement 🗸 / Purchas	e Order						🕜 Guide
Purchase Orders							
Storage Location		Valid Before			Terms & Conditions		Purchase Order Items
	•	11/01/2021					Expense Purchase Order
Supplier		DateTime Issue	bd				Purchase Order Report
	~	11/01/2021 10	0:32:00 AM		Purchase Order No: Is Committed To Stock:		LPO Report W/O Prices
Order Reference		DateTime Crea	ited		Prepared By:		
-		11/01/2021 10	0:32:00 AM			Save	
View: Purchase Order							
							Search:
LPO No	It Cre	ated On	Checked By		Approved By	11 Authorized By	11 Net Amount
			No	o data av	ailable in table		
							Chat _

Fig 3.4a Purchase Orders Panel

is New Iten	n	Item Type		Expense	Sub-Account		Item Code	Barcode	Purchasi	ng Quantity		Receiving Quan	tity
13 140 14 1601	10.	Inventory Ite	em 🔻			~							
ect Item				Income S	ub-Account		% Discount		Rate per	Measure (VAT Ex	ol.)	Unit Cost (VAT Ir	nclusive)
elect an Ite	m		•			<b>~</b>		0					
m Name				Departm	ent		VAT Туре		Rate per	Measure (VAT In	a.)	Other Tax	Net Amoun
						•		~				•	
et Sub-Acco	unt			Item Cate	agory	Item Class	Purchasing Ur	nit Of Measure	Receiving	g Unit Of Measun			
			~		~	<ul> <li>•</li> </ul>		~			~		
View: Pur	cha	se Order Iten	ns								Searc	h:	
View: Pur			ns		Rate	Purchasina Quantity	11	Purchasina Units	It	% VAT		h:	unt It
	11			11	Rate Ksh 500.00	Purchasing Quantity	11	Purchasing Units	lt	% VAT 11	Searc % Disc 0	1 Net Amo	unt [] sh 2,500.00
Item ID	17	Name 🍂	Is stock Item	.11		5	It		11		% Disc	Net Amo	
Item ID 163	11	Name It Beef Fillet	Is stock Item Yes		Ksh 500.00	5	11	Kg	11	16	% Disc	II Net Amo	sh 2,500.00

Fig 3.4b Purchase Order Items

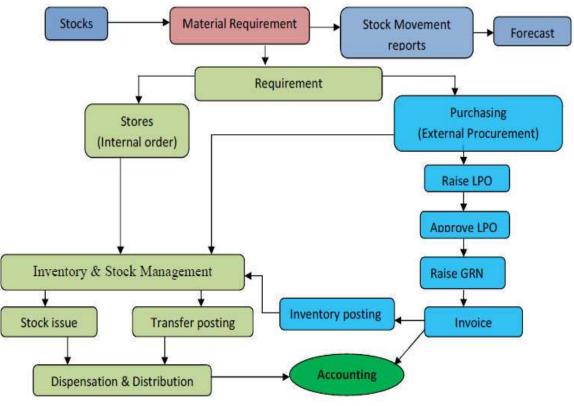
With Hannak     www.demobusiness.com     Address:     Mara       Branch:     Main Branch     Telephone:     072324       Address:     Located at Mburu Gichua/Maralal Road Behund Kamin Wholesalers     Email:     -       Olenguruone Stage, P.O. Box 1535, NAKURU     Telephone:     +254 721 232 213,     Town:     Narok	434
Branch:     Main Branch     Telephone:     072324       Address:     Located at Mbrur Gichua Maralal     Email:     -       Road Behind Kamin Wholesalers     Opp. Olenguruone Stage, P.O. Box 1535, NAKURU     Telephone:     12324       Telephone:     +254 721 232 213,     Town:     Narok	434
Address:     Located at Mburu Gichua Maralal Road Behind Kamini Wholesalers Opp. Olenguruone Stage, P.O. Box 1535, NAKURU     Email:       Telephone:     +254 721 232 213,     Town:	
Road Behind Kanini Wholesalers Opp. Olenguruone Stage, P.O. Box 1535, NAKURU Telephone: +254 721 232 213, Town: Narok	
Email: main@demo.com / Country: Kenya	. )
PIN: -	
Printed On: 01-Nov-2021 10:34 AM Order No: Purchase Order No: 108 Created O Order Do: Authorized United Uni	On: 22-Oct-2021 10:45 AM
Order Kei: Valid Citt	til: 21-Oct-2021 Disc Amount NetAmount
	.00 300.00 300.00
	00 3,500.00 3,500.00
	00 2,500.00 2,500.00
-	Total: 6,300.00

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



oyonERP						40 •	1 I 🤋
Demo Business				Branch: Main Branch			
A / Inventory • / Inventory	_						O Guide
Main Stores / Inventory Item(s) I	Details (olick here	r to change)					Actions -
Q Secreti hore	Search						
Name		VAT Туре		Batch Expiry Date		Can Be Purchased	
				mm/da/yyyy		Can Be Sold	
Bam Cotegory	•	Unit Cost (BP)		Item Code		Create a new batch	
Rem Class		Unit Price (For cash payors)		Barcode		POS Cotegory	
Inventory Sub-Account	Ť	Available Quantity	Total Quantity	Reorder Level		Image	
	*	0				O Remove	
Cost Of Sole Sub-Account		Unit Of Measure		Weight			
	*						
Income Sub-Account	~	Botch No		Package Dimension	н		
Main Stores / View: Inventory	Items						
Print						Search:	
C Il Nome Il Bo	tch No	Unit Cost	Unit Price	Total Quantity	Available Quantity	Expires On	18

3.6. Stores / Kitchen & Inventory Management

Fig 3.5a Inventory Panel

yon <b>ERP</b>	101/0/## 1000000000000000000000000000000				40 & Lv	(î-
New Stock Take			Stock Take No: Status:		Commit Adjustment to stock Variance	ce Report
StockTake No	11 Created On	11 Created By	View: Stock Take Items			
	No data available in	table			Search:	
			Name 👫 Batch No	11 Unit of Measure	aw Quantity 11 New Quantity	41
				No data available in	table	
Filter Btwrx 11/01/2021	1 🗊 And: 11/01	1/2021 🔄 View: Pending	View	Q Search	rproduct here	
Filter Btwr: 11/01/2021 Main Stores / V		1/2021 Diew. Pending	View	Q Search	product here	
		1/2021 E View: Pending	View I Unit Price	Q Search		

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

tbles Actions - tble # Capacity Is Active Update New Ew: Tables Capacity Search: Capacity Capacity Search: Capacity Capacity Capacity Search: Capacity Capacity Capacity Search: Capacity	/ Hospitality / Configuration /	Tables				
able # Capacity  I Sactive Update New iew: Tables  Table # Lagacity Search:  Capacity Search:  Capacity Search:  Capacity Search:  Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Search: Capacity Capacity Search: Capacity Capacity Capacity Search: Capacity Capacity Capacity Search: Capacity Capacit				-		
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	3	5			Active	
4 Active	4	4			Active	

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

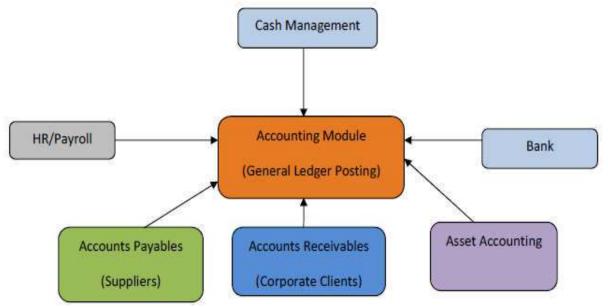


Fig 3.9a Integrated Accounting Function

Demo Business				Branch: Main Branch		
🕷 / Accounts 🔹 / Gor	nerol Ledger Accounts					9 Guid
Account Details			Actions -	Sub-Account Details		
Account No		Account Class		Sub-Account Name	Current bold	ance
	1847	Current Assets	× +			
Account Name		Cash Rew Category		Account		
Bank			<b>U</b>	Bank	<i></i>	
			Update New	View: Sub-Accounts (BANK)		
View: Accounts				Print		Search
Print		200000				
1115		Search		SubAccount No	11 Nome	
Account No	11 Account Name	Account Class	11	17	Co-operative	Bank
1018	Stock	Ourrent Assets		72	Sidian	
1097	Other Current Assets	Other current Assets		74	KCB	
1251	Prepaid Salary	Current Assets		174	Equity	
1380	Cash	Current Assets		263	NCBA Bank	
1847	Bank	Current Assets		283	DIAMOND TRU	ST
1869	Accounts Receivable	Current Assets				
1938	Fixed Assets	Fixed Assets				
2269	Accounts Payable	Current Liabilities				
2273	Accrued Liabilities	Current Liabilities				
2358	Other Current Liabilities	Current Liablities	1			
2476	Customer Deposits	Current Liabilities	_			
2700	Long Term Borrowings	Long Term Liobilities				
2835	Loan	Long-Term Liabilities	_			
2021	Oursen Envitu	Ecultu				

Fig 3.9b Ledger Accounts and Sub-Accounts - Configuration

Demo Business				Branch: Main Br	anah			
Accounts + / Currencies								0 Guide
Currencies				Sync	Currency Rates -			
Nome	Symbol				Date From		Rate	
					mm/dd/yyyy	8		
Code	Current Rate				Date To			+
					mm/dd/yyyy	2		
					View: Currency Rates			
View: Currencies							Search	
			Search:		From	То	Rate	
Name	Code	Symbol	Rate	Active		No data ava	ilable in table	
United States Dolar	USD	s	m.000266					
Kenyan Shilling	KES	Ksh	1					
Euro	EUR	€	129.024711	-				
Kenya Shilling (Wrang Code)	KSH	Ksh	0					
Armenian Dram	AMD	Ĵ.	0					
Convertible Marks	BAM	KM	0					
Cedi	GHS	GHo	0	-				
Lari	GEL	GEL	0	5				
Tenge	KZT	ле	0	-				
Kwanza	AOA	KZ	0					

Fig 3.9c Manage Trading Currencies and Rates of Exchange

oyon <b>ERP</b>									40 • L-	?
Demo Business				Bro	nch: Main Branc	h				
🐐 🕴 Configurations 🔹 🕴 Pricelists									110	0 Guide
Pricelist										actions -
Name		Round Off to the ne	crest		n	em Category				
Discount Buy 1 Get one free		Don't Round Of	t.		~					
Rule		Recur On							+	
Recurring	~	Wednesday			~					
loply		Value								
Use Different Price	*				0					
View: Pricelists										
								S	earch:	
Name	↓i. Rule		II Apply	Value	I Recur On	Start Date	End Date	II Min Qty	Round Off	
Discount Buy 1 Get one free	Use Minimu	m Quantity	Use Different Price	0				2		
		m Quantity	Discount	10				50	Whole Number	

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
- $\succ$  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

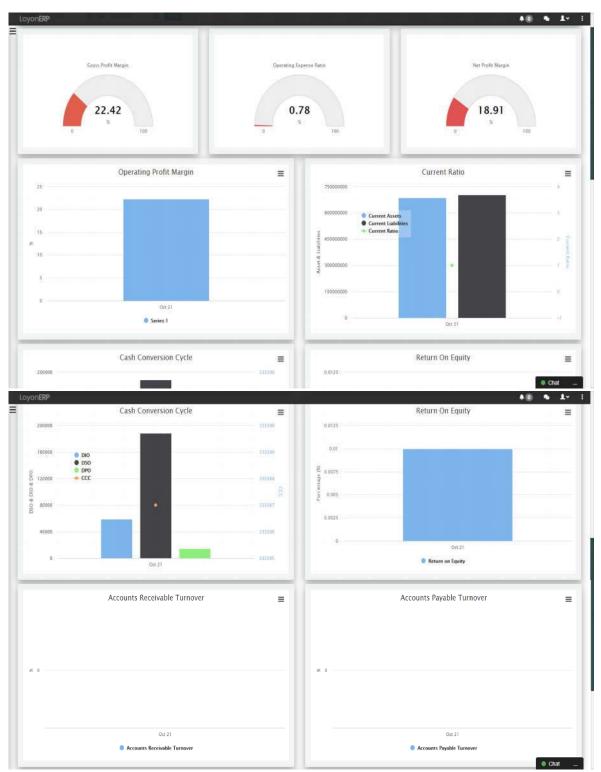
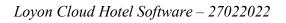


Fig 3.9e Financial Dash Board



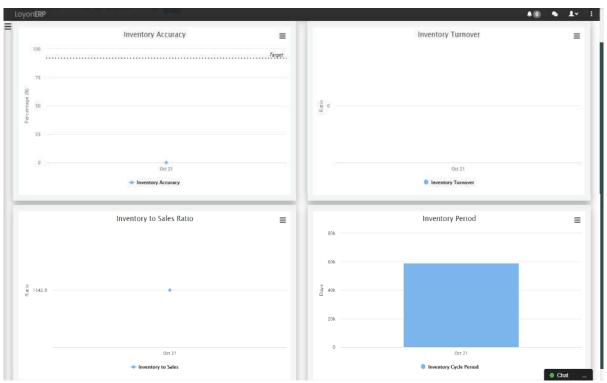


Fig 3.9f Inventory Dash Board

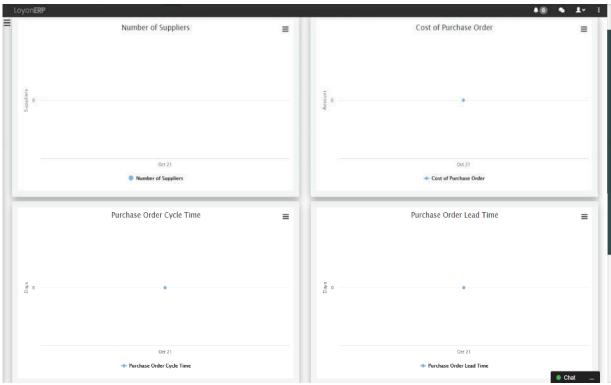


Fig 3.9g Procurement Dash Board

Page 21 | **35** 



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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

LoyonERP							- <b>40</b> • <b>1</b> • ?
Demo Business				Branch: Main Br	anch		
😭 / Accounts 🕶 / Fixed Asset Manage	ment						😡 Guide
Fixed Asset Management							Actions -
Asset Name		Manufacturer		Quantity			Date Of Acquisition
Compressor		Atlos				1	09/11/2020
Asset Sub-Account		Make		Initial Rate Per Unit			Asset Location
Buildings and Structures	~					650000	· ·
Income Sub-Account		Model		Initial Value			Employee in charge
Gains on Sale of Fixed Assets	~					850000	C
Expense Sub-Account		Serial Number		Current Value			Update New
Loss of Sole of Fixed Assets	~					650000	
Asset Class		Barcode		Salvage Value			
Plant and Equipment	*					162500	
View: Fixed Assets							
							Search
Name	IL Class		11 Initial Value	Current Value	Salvage Value	Useful Life	Depreciation Method
Compressor	Plant a	nd Equipment	Ksh 650,000.00	Ksh 650,000.00	Ksh 162,500.00	48 months	Straight Line (Use Depr Rate)
Mazda Demio KBB 123B	Motor \	/ehicles	Ksh 550.000.00	Ksh 280 500.00	Ksh 137 500.00	60 months	Straight Line (Use Depr Rate)
Toyota Harrier KCL 965J	Motor \		Ksh 4,700,000.00	Ksh 4,089,000.00	Ksh 1175,000.00	60 months	Straight Line (Use Depr Rate)
Vipingo Ridge 35 Acre-Beach Plot	Building	gs	Ksh 44,065,000.00	Ksh 41,130,271.00	Ksh 17,626,000.00	120 months	Straight Line (Use Salvage Value)

# 3.14. Asset Management

# Fig 3.13a Asset Management Module

Name			Dor	ne On			
Mainte	enance		<b>v</b> (10	0/22/2021			
Descriptio	n		Nex	t Service Date			
			J.	0/22/2021			
			Am	ount Paid			
Done By							
							-
/iew: A	sset History <i>Hover I</i>	For Additional Info			Search:		
/iew: A			Amount Paid	Done On 11		Recorded By	1
			Amount Paid Ksh 5,000.00	Done On 11 Nov 11, 2019		Recorded By admin	1
No ↓	Туре	Done By			Next Date 11		li
No ↓	Туре	Done By			Next Date 11		Ľ
No ↓	Туре	Done By			Next Date 11		1
No ↓	Туре	Done By			Next Date 11		Ľ
No ↓	Туре	Done By			Next Date 11		1

### 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

set	Depreciation Runs						
uto-	-Generated / Filtered Runs						Actions
						Search:	
Ξ	Asset	Method 4F	From	To 👘	Cost 11	Depreciation Amount	Valuation
<	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
	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
	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
	Compressor	Straight Line (Use Depr Rate)	Sep 11, 2020	Oct 22, 2021	Ksh 650,000.00	Ksh 180,375.00	Ksh 650,000.00

Fig 3.13c Automated Asset Depreciation

# 3.15. Budgeting

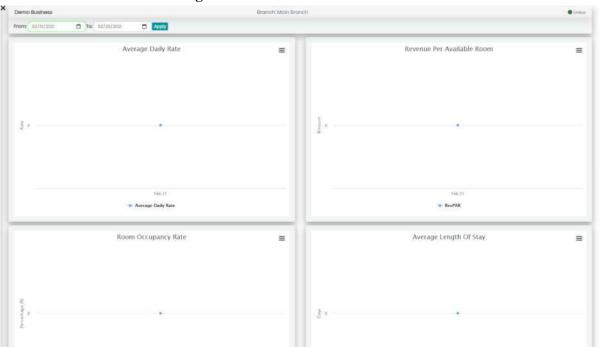
	🎼 Jan 🔢	Feb 📑	Mar 👫	Apr	May 📋	Jun []	Jul 👔	Aug 👔	Sep []	Oct	Nov	Dec
Bod Debt Expense	0	1000	2000	3000	4000	5000	6000	7000	8000	9000	10000	11000
Cash Shat	200	100	100	100	100	100	100	100	100	100	100	100
Consultant Fee	200	200	200	200	200	200	200	200	200	200	200	200
Cost Of Goods Sold - Drugs	0	0	0	0	0	0	0	0	0	0	0	0
Cost Of Goods Sold - Products	0	0	0	0	0	0	0	0	4698	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-Bulto	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	
Salaries and Wages	0	0	0	0	0	0	0	0	0	0	263100	
Sales - Drugs	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	451139.23	
Sales - Services	0	0	0	0	0	0	0	0	0	0	0	
Sales Discount	0	0	0	0	0	0	0	0	0	0	0	
Transportation	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							
			Business			Branch:	Main	Branch			)		
	1 to 1	lanmak www.	demobusiness	.com		Report I	DateTime:	22-Oct-2021	07:35 AM				
					Budget Y	(r 2020					/		
					Jan 2020 - 1	Dec 2020							
Sub Account	Overall Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	De
Revenue	2-2-200 April 1972	90300		10,2347455			6(9)(2)	8270 E		•		(2627) M	
Other Income													
Other Income													
Budget:	0	0	0	0	0	0	0	0	0	0	0	0	21
Actual:	0	0	0	0	0	0	0	0	0	0	0	0	13
% of Budget:	.0 %	.0%	.0 %	.0 %	.0%	.0%	.0%	.0 %	.0%	.0%	.0 %	.0 %	.0 %
Overall Budget for Othe	er Income:												0.00
Revenue											1		
Gains on Sale of Fixed Ass	ets												
Budget:	0	0	0	0	0	0	0	0	0	0	0	0	3
Actual:	0	0	0	0	0	0	0	0	0	0	0	0	3
% of Budget:	.0 %	.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	1
Actual:	0	0	0	0	0	0	24,835	7,997	0	340	0	20,235	1
% of Budget:	.0 %	.0 %	.0 %	.0 %	.0 %	.0 %	.0%	0%	.0 %	.0%	.0 %	.0%	.0%
Sales - Services	82	7953	02	230		0323	30	516%5		33.77	65	12	
Budget:	0	0	0	0	0	0	0	0	0	0	0	0	1
Actual:	0	11,096,768	12,431	8,340	59,379	464,825	231,212	8,818	3,114	4,298	3,119	27,972	
% of Budget:	.0 %	.0 %	.0 %	.0 %	.0 %	.0 %	.0%	.0 %	.0%	_0.%	.0%	.0 %	.09
Sales - Products	105 051 004		~	~	~			1941	~	6.750 14	1 502 504	201120	24
Budget: Actual:	185,051,394 0	0 758,489	0 72,704	0 225.453	0 199 198	0 219	0 28.163	0 4.800	0	6,750 18	34,593,504 <i>31</i>	451,139 132	1
% of Budget:	.0 %	/38,489	.0 %	223,433	.0 %	.0 %	.0%	4,800	1,550	176.4 %	.0 %	0%	.0%
A of Dudger:	.0.70		ige 1	.4.70	.0 20		lanmak Tec		.9 /8	3/0.470	.0 10	10	

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
-------	--------------

Demo 8	lusiness		Branch: Main Branch					
🗌 / Hos	apitality / FrontOffice / Housekeeping					0 Guide		
fouse \$	Status						Actions -	
						Search		
0	II. Room/Unit	11 Type	11 Status	11 Availability	11 Remark	11 Housekeeper		
	Tent I	Double Room	Clean	Booked	Cleaned	Kolvin		
0	Tont 2	Double Room	Cloan	Bookod		Mvurumo Ndoyi		
	Tent 3	Double Room	Unset	Occupied		Alice Njeru		
0	Tent 4	Double Room	Clean	Occupied	Okay	Mvurumo Ndeyi		
	Tont 13	Double Room	Unset	Occupied				
D	Tont 6	Double Room	Unset	Occupied				
D	Tont 7	Double Room	Unsot	Bookod				
	Tent 8	Double Room	Unset	Occupied				
	Tent 9	Double Room	Unset	Booked				
	Tent 10	Double Room	Unset	Occupied				
0	Tent II	Double Room	Unset	Occupied				
	Tont 12	Double Room	Unset	Occupied				
	Tent 5	Double Room	Unset	Booked				
D	Tont 1	Single Room	Unsat	Occupied				
D	Tent 2	Single Room	Unset	Booked				
Ò	38	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

	usiness				
☆ / HR ·	- / Paysli	0 1 6	) Q		
Payslips	5		Payslip		
		Hanmak N	Main Branch		
Pay Per	riods (Selec		254 731 323 313		
Show 1	0 ~ 0	8	+254 721 232 213,		
		Print Date:	22-Oct-2021 05:46 AN	A	
No	1₹ E	Name:	Kihiu Kelvin Doe		
16	4	Department:	SCM		
15	N	Designation:	19		
14	F	Payslip No:	65		
13	J	Pay Period: Bank:	August, 2021 Sidian		
12	E	A/C No:	03993939		
		KRA PIN:	A0002556		
		NSSF No:	0367888		
View» De	u tolino Et	NSSF No: NHIF No:	0367888 356456787		
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⊡li su ■ Ki	umame	NHIF No: Earnings Basic Pay Over Time Gross Earni	356456787	0.00	
III SI	umame hiu	NHIF No: Earnings Basic Pay Over Time	356456787	0.00	
	umame hiu waura	NHIF No: Earnings Basic Pay Over Time Gross Earni Pre-Tax Deduct NSSF	356456787	0.00 100,000.00 1,080.00	
	umame hiu waura doh tieno	NHIF No: Earnings Basic Pay Over Time Gross Earni Pre-Tax Deduct NSSF Sacco	356456787	0.00 100,000.00 1,080.00 1,000.00	
	<b>Jimame</b> hiu waura doh tieno atoto	NHIF No: Earnings Basic Pay Over Time Gross Earni Pre-Tax Deduct NSSF	356456787	0.00 100,000.00 1,080.00	
	umame hiu waura doh tieno atoto adima	NHIF No: Earnings Basic Pay Over Time Gross Earni Pre-Tax Deduct NSSF Sacco	356456787	0.00 100,000.00 1,080.00 1,000.00	
	<b>Jimame</b> hiu waura doh tieno atoto	NHIF No: Earnings Basic Pay Over Time Gross Earni Pre-Tax Deduct NSSF Sacco Taxable Pay Tax Chargeab	356456787	0.00 100,000.00 1,080.00 1,000.00 97,920.00	
III         SL           I         Ki           I         Mi           I         Uc           I         O           I         Gi           I         Kc	umame hiu waura doh tieno atoto adima	NHIF No: Earnings Basic Pay Over Time Gross Earni Pre-Tax Deduct NSSF Sacco Taxable Pay	356456787	0.00 100,000.00 1,080.00 1,000.00 97,920.00	
Ki     Ki	umame hiu waura doh tieno atoto adima	NHIF No: Earnings Basic Pay Over Time Gross Earni Pre-Tax Deduct NSSF Sacco Taxable Pay Tax Chargeat Tax Relief Personal Relie	356456787	0.00 100,000.00 1,080.00 1,000.00 97,920.00 24,159.00 1,408.00	
Ki     Ki	umame hiu waura doh tieno atoto adima kware	NHIF No: Earnings Basic Pay Over Time Gross Earni Pre-Tax Deduct NSSF Sacco Taxable Pay Tax Chargeab Tax Relief	356456787	0.00 100,000.00 1,080.00 1,000.00 97,920.00 24,159.00	

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Fig 3.17a Employee Payslip

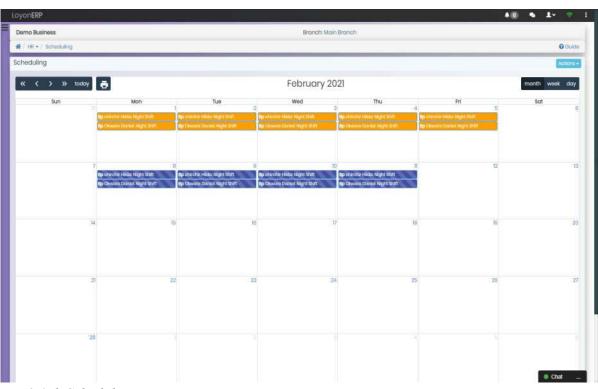
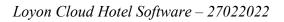


Fig 3.17b Scheduling



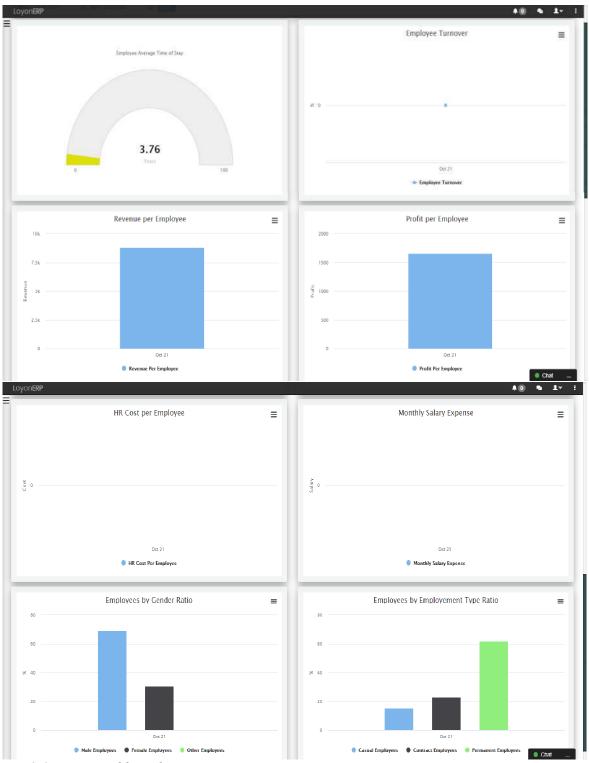


Fig 3.17c HR Dashboard

### 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
- o Mozilla Firefox
- Microsoft Edge
- & Internet Explorer
- o Safari
- o Opera
- Opera mini