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PriTo

Integrated information system for business management

TECHNICAL AND COMMERCIAL OVERVIEW

ERP • MRP • MES

PriTo 3.0: enterprise architecture, API integration and AI Ready capabilities

Priority Tools for Management

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1. What is PriTo

PriTo (Priority Tools for Management) is an integrated information system of the ERP (Enterprise Resource Planning) type, designed to manage and coordinate business processes and operations within a company.

Although developed with a strong focus on the needs of manufacturing companies, PriTo can also be used by organizations in other industries by adapting the modules and functions implemented.

The system brings together information on procurement, inventory, production, sales, business partner relationships, financial accounting activities and company management in a shared database. This integration enables information to flow consistently between departments, reduces repetitive data entry and ensures the traceability of operations.

PriTo is the result of more than 22 years of continuous development, during which its functions and architecture have evolved in line with company requirements and technological and legislative changes.

2. Purpose of the PriTo system

The main purpose of PriTo is to provide company management with accurate, up-to-date and relevant information to coordinate activities and support decision-making.

By integrating processes and automating information flows, the system aims to:

- Increase visibility into the company's activities and resources.
- Improve the planning and use of material, human and financial resources.
- Reduce repetitive administrative tasks and the risks arising from manual information processing.
- Monitor costs, revenue and business performance.
- Improve the traceability of operations and process control.
- Support decisions through reporting, analysis and forecasting tools.

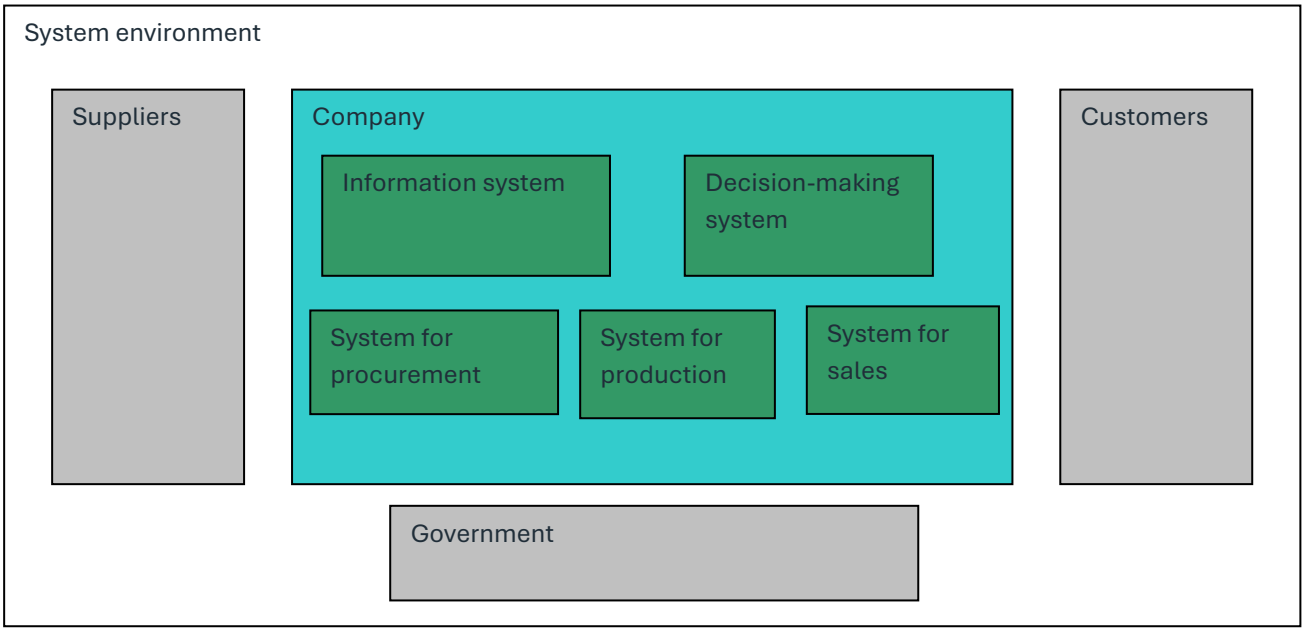
Through these functions, PriTo helps improve operational efficiency and competitiveness and creates the conditions for increased company profitability.

3. PriTo's position within the company system

PriTo is a central component of the company's information system, integrating and automating information flows between its main business areas.

The system connects procurement, production, inventory management, sales, accounting and management processes, providing a consistent view of operations.

At the same time, PriTo facilitates the exchange of information and documents with external entities relevant to the company's activities, such as suppliers, customers, financial institutions and public authorities. Integrating these flows makes it possible to link information generated by different departments and reduces data fragmentation across standalone applications and records.



PriTo's position within the company's information system

4. How PriTo achieves its purpose

PriTo integrates information and puts it to use through three complementary processes.

Recording information. Data is entered as close as possible to the place and time at which operations occur. Information recorded in one module becomes available to the other functions that use it, reducing repetitive entry and inconsistencies.

Processing information. The system applies the business rules and control mechanisms needed to process operations correctly, ensuring data consistency and integrating their effects into related processes.

Reporting and analysis. Recorded and processed information is put to use through reports, analyses and monitoring tools that can be adapted to the company's operational and management requirements.

This approach transforms data generated by day-to-day activities into relevant information for coordinating processes and supporting decisions.

5. Key features

Multiuser operation. PriTo allows users from different departments and locations to use the system simultaneously, with centralized data administration.

Access control. Access to functions and information is managed through permissions and roles assigned to users. Where multiple restrictions apply, the most restrictive permission takes precedence.

Distributed access. The system can be used on local networks or in configurations that support remote access, including cloud database hosting infrastructures.

Multilingual interface. PriTo allows the user interface to be translated, facilitating use in organizations that work in multiple languages.

Multicurrency operation. The system supports recording and processing business transactions in different currencies, according to the nature of the transactions.

Managing multiple companies. PriTo allows multiple companies to be managed within the same installation, with their respective records kept separate.

Cost centers and profit centers. Business information can be associated with analytical dimensions, such as cost centers and profit centers, to support accounting records and management analysis.

Traceability and integration. Operations are linked to the documents and processes that generate them, making business and operational flows easier to track.

6. PriTo functional structure

PriTo has a modular structure that allows the functions needed by each company to be implemented and integrated into a unified information system. The modules cover the main operational, commercial, financial and management processes, using shared information and interconnected document flows.

6.1. Inventory Control

The Inventory Control module maintains quantity and value records for materials, products and merchandise, and manages the operations and documents associated with warehousing and inventory movements.

Key functions

- Inventory records by warehouse, item and batch, with traceability.
- Managing batches and batch-splitting operations.
- Managing storage locations (Bin Management), including integration with the mobile application.
- Reserving inventory for orders, estimates and other operational needs, with support for different reservation types.
- Managing packaging and units of measurement, including conversions between them.
- Recording costs and duties associated with import operations.
- Valuing inventory issues using methods such as FIFO, LIFO or batch depletion.
- Processing receipts, issues, transfers, returns and stocktaking operations.
- Managing inventory transactions in a buffer within workflows that require this approach.
- Retaining an inventory transaction history that identifies users and recording times, without retroactively modifying transactions; corrections are made through reversal transactions.

Documents and operations managed

The module integrates documents such as goods receipt notes, material issue notes, transfer notes, inventory discrepancy reports, delivery notes, production reports and customer invoices. It also manages reservations associated with purchase orders, vehicle service estimates and installation work estimates, as well as batch-splitting operations.

Reporting and analysis

PriTo supports analysis of current and historical inventory, inventory age and turnover, consumption and material movements, including classification tools and Pareto analysis.

6.2. Supplier Management

The Supplier Management module manages financial and commercial relationships with suppliers, from recording documents and payment obligations to tracking settlements and analyzing balances.

Key functions

- Recording and managing supplier invoices.
- Tracking payment obligations, due dates and balances.
- Managing advances, partial payments and offsets.
- Managing invoices with multiple due dates.
- Managing import-related documents and costs.
- Integration with the national RO e-Factura system to retrieve electronic invoices.
- Defining estimated payment dates, separate from the original due dates, for use in cash flow forecasts.

The module provides reports for tracking obligations, payments made, balances and developments in financial relationships with suppliers.

6.3. Customer Management

The Customer Management module manages sales documents, receivables and payment collections, and is integrated with inventory management, sales orders and financial accounting.

Key functions

- Issuing and managing customer invoices.
- Tracking receivables, due dates and balances.
- Managing partial collections, advances and offsets.
- Managing trade credit limits and discount policies.
- Warnings about commercial terms and transaction profitability.
- Integration with RO e-Factura and RO e-Transport.
- Automating invoicing according to the workflows implemented.
- Generating notifications for overdue payment obligations.
- Defining estimated collection dates without changing the original contractual due dates, for use in financial forecasts.

Reporting and analysis

The system supports tracking of receivables, aging of balances, collections and the financial position of customer relationships.

6.4. Production Control

The Production Control module is one of PriTo's central components for manufacturing companies. By integrating ERP, MRP (Material Requirements Planning) and MES (Manufacturing Execution System) functions, PriTo supports production planning, procurement, release, execution and tracking through to cost evaluation and recording operations in the accounts.

Defining manufacturing processes

- Managing product structures and bills of materials (BOM).
- Defining routings and manufacturing operations.
- Dynamically generating component requirements based on product configurations and manufacturing requirements.
- Using production strategies for stock (Make to Stock) or to order (Make to Order).

Production planning

- Material requirements planning through MRP functions.
- Forward or backward scheduling, according to production requirements and deadlines.
- Finite capacity scheduling, taking into account actual resource availability and work center calendars.
- Viewing and adjusting schedules using dedicated graphical tools.
- Analyzing production capacity loading and utilization.

Production execution and tracking – MES

- Releasing and tracking production orders and operations.
- Recording the start and completion of operations.
- Reporting actual execution times and equipment downtime.
- Recording quantities produced and nonconforming quantities.
- Identifying and recording materials used, including through scanning.
- Managing material consumption, including backflush mechanisms.
- Generating and printing labels.
- Integrating information collected from industrial equipment where such functions have been implemented.

Costs and analysis

PriTo supports the recording and analysis of standard and actual production costs by linking information on the materials, operations and resources used. The system also supports activities organized by project or job, including repairs, construction and services. By integrating planning with execution and financial records, PriTo provides visibility into the manufacturing process and resource utilization.

6.5. Purchase Orders

The Purchase Orders module manages procurement from identifying requirements and requesting quotations to issuing orders and tracking receipts.

Key functions

- Generating purchase proposals.
- Preparing and sending requests for quotation to suppliers.
- Recording and analyzing quotations received.
- Issuing purchase orders and managing supplier confirmations.
- Tracking quantities ordered, confirmed, received and outstanding for delivery, including partial receipts.
- Linking documents associated with the different stages of procurement.
- Checking consistency between prices on purchase orders and supplier invoices.
- Managing reservations associated with production requirements.
- Importing multiple line items into procurement documents at the same time.

By linking orders to receipts and financial documents, the system ensures traceability throughout the purchasing process.

6.6. Sales Orders

The Sales Orders module supports commercial processes from the customer's initial request through to delivery and invoicing, linking them to procurement, inventory management and production.

Key functions

- Recording requests for quotation and preparing sales quotations.
- Analyzing the availability of requested products.
- Managing sales orders and order confirmations sent to customers.
- Managing information on customer relationships through CRM functions.
- Tracking outstanding orders (Order Backlog).
- Generating repeat orders based on recurrences defined in the separate Contract Management module.
- Linking customer orders to procurement and production requirements.
- Tracking quantities ordered, confirmed, delivered, invoiced and outstanding for delivery, including partial deliveries.
- Automating invoicing within the commercial workflows implemented.

Traceability of the sales process

PriTo can track relationships between requests for quotation, supplier quotations, customer quotations, sales orders, purchase orders, confirmations, receipts, deliveries and the corresponding invoices. This integration makes it possible to identify the source of procurement requirements and track how customer orders are fulfilled.

6.7. Cash Management

The Cash Management module records cash transactions and manages cash handling activities.

Key functions

- Managing multiple cash accounts and cashiers.
- Recording cash receipts and payments.
- Tracking cash balances.
- Generating the cash book.
- Integration with fiscal cash registers in configurations where they are used.

Transactions are linked to the system's financial accounting records.

6.8. Banking

The Banking module manages financial transactions conducted through the company's bank accounts.

Key functions

- Managing bank accounts.
- Recording and managing bank payments and receipts.
- Generating payment files for integration with banking systems, including SEPA and AFB320 formats.
- Using the integrations implemented for CitiBank and BRD.
- Managing deferred payment instruments, such as checks and bills of exchange, including endorsements.
- Defining estimated settlement dates for deferred payment instruments, separate from the original due dates, for cash flow analysis.

The module is integrated with customer and supplier records and financial accounting.

6.9. Expense Advances

The module records advances granted to individuals to cover expenses incurred on behalf of the company.

Key functions

- Recording advances granted.
- Maintaining supporting document records.
- Settling expenses incurred.
- Tracking individual balances.
- Managing the return of unused funds.

6.10. Fixed Assets

The Fixed Assets module manages the company's non-current assets and records the related transactions in the financial accounting system.

Key functions

- Maintaining records of fixed assets and their characteristics.
- Automatically calculating monthly depreciation.
- Using straight-line and accelerated depreciation methods.
- Recording improvements and revaluations.
- Generating the information needed for fixed asset accounting and reporting.

6.11. Human Resources and Payroll

The Human Resources and Payroll module manages personnel records and payroll calculations.

Key functions

- Managing employee information.
- Recording working time and attendance.
- Managing sick leave and payroll-related items.
- Calculating salaries and associated liabilities.
- Calculating direct piecework pay based on reported production operations.
- Generating the information and returns required to report payroll liabilities.

Integration with the production module allows piecework remuneration to be linked to the work actually reported.

6.12. Financial Accounting

The Financial Accounting module records and processes accounting transactions arising from the company's activities. Integration with operational modules allows accounting entries associated with business documents and transactions to be generated automatically, reducing the need for manual information processing.

Key functions

- Automatically generating journal entries from operations recorded in the ERP system.
- Entering manual journal entries when necessary.
- Managing prepaid expenses.

- Maintaining accounting records by cost center and profit center.
- Generating the trial balance, account ledger and general journal.
- Preparing and generating electronic tax returns, including D112, D205, D394, D390 and SAF-T (D406).

By integrating business operations with accounting records, PriTo ensures information consistency and facilitates financial reporting.

6.13. Vehicle Service

The Vehicle Service module provides integrated management of vehicle repair and maintenance activities, from preparing estimates and scheduling work to ensuring material availability, tracking execution, calculating costs and invoicing.

Key functions

- Maintaining vehicle records.
- Preparing and managing repair and maintenance estimates.
- Analyzing the availability of parts and materials required for the work.
- Generating purchase proposals for requirements identified by availability analysis.
- Reserving parts and materials associated with estimates.
- Scheduling service work and operations.
- Reporting completed operations.
- Recording material consumption, including paint shop materials.
- Automatically generating material issue notes associated with estimates.
- Calculating costs and profitability for each estimate.
- Generating invoices for completed work.

Integration with inventory, procurement and accounting modules enables consistent tracking of the service workflow, from material requirements to recording financial results.

6.14. Construction Contracting

The Construction Contracting module manages activities specific to construction and installation work, integrating the associated documents and business operations.

Key functions

- Preparing and managing work estimates.
- Managing material reservations associated with installation estimates.
- Recording and managing work performed by suppliers and subcontractors.
- Invoicing customers for completed work.
- Tracking costs and revenue for each job.
- Calculating and analyzing job profitability.

Through integration with inventory management and financial accounting modules, PriTo facilitates tracking of job operations and financial results.

6.15. Contract Management

The Contract Management module provides centralized administration of contracts entered into by the company with business partners, authorities or other entities, regardless of their nature or subject matter.

Key functions

- Recording and managing different contract categories.
- Attaching unstructured documents associated with contracts.
- Defining recurrences and periodic operations arising from contract execution.
- Generating sales or purchase orders based on contractual recurrences.

The module facilitates the organization of contract documentation and the automation of repetitive commercial operations.

6.16. Management

The Management module provides company leadership with tools for monitoring business and operational performance, financial planning and decision support.

Key functions

- **Cash flow forecasting:** Estimating changes in cash availability based on receivables, payment obligations and deferred financial instruments. Forecasts can use estimated collection, payment and settlement dates, separate from the original due dates.
- **Budget management:** Defining budgets at cost center level and tracking their execution.
- **Management alerts:** Monitoring situations such as late payments, threshold breaches or inventory reaching reorder points.
- **Key performance indicators (KPI):** Defining and tracking indicators relevant to the company's activities and analyzing trends.

By integrating financial and operational information, the module facilitates performance assessment and identification of situations that require management intervention.

6.17. PriTo Mobile

PriTo Mobile extends ERP functions to mobile devices, enabling operations to be performed directly in warehouses, production areas or during field activities.

Main areas of use

- **Inventory management:** Supporting inventory operations and storage location management (Bin Management).
- **Recording customer payments:** Managing payment collection during activities conducted outside the company.
- **Production management:** Supporting production-specific operations through mobile devices.
- **PriTo AI integration:** Accessing the PriTo AI intelligent agent directly from the mobile application for assistance and support information.

PriTo Mobile facilitates recording information at its source and extends access to the functions of the integrated information system.

6.18. Other Modules

PriTo includes additional functions for automating document flows and managing documentation associated with business processes.

Automatic document delivery

- Generating documents in PDF format.
- Identifying and archiving documents based on their characteristics.
- Sending invoices, delivery notes, order confirmations, account statements and other documents by email directly from PriTo.

Unstructured document management

- Attaching PDF, Office and CAD documents, images and other file types.
- Associating documents with products, orders, invoices, contracts and other ERP entities.
- Accessing documents in the context of the operations and information to which they relate.

These functions help centralize documentation and reduce repetitive administrative work.

7. Expansion

PriTo is designed to support company growth and adapt the information system to organizational and operational changes.

Its modular structure allows existing functions to be extended, new processes to be integrated and additional modules to be developed to meet each organization's specific requirements.

For companies with complex structures, multiple locations or geographically distributed activities, PriTo offers ways to extend information system processes and consolidate information from multiple companies.

System expansion and customization are carried out through dedicated projects that include requirements analysis, solution evaluation, functional development and implementation.

A key advantage is the enterprise architecture of PriTo 3.0, which facilitates integration with other applications and modern technologies.

By separating business logic from the user interface and providing access to functions through services, PriTo 3.0 offers AI Ready capabilities, providing a technological foundation for the progressive integration of intelligent agents into company processes.

This approach allows the system to evolve in line with business growth and new technological opportunities, without limiting the organization to its initial functional configuration.

8. Reporting and analysis

PriTo provides an integrated reporting and analysis system that puts operational, business and financial information to use in monitoring activities and supporting decisions. The system combines standard reports available in the ERP modules with the capabilities of the PriTo BI (Business Intelligence) platform.

Standard reporting

PriTo modules include operational and analytical reports for tracking the company's main processes. These provide access to information relevant to each business area and can be supplemented by reports developed for specific requirements.

PriTo BI – Business Intelligence

PriTo BI is a reporting and analysis platform designed to provide controlled access to information from the ERP system and other data sources. It allows users to access centrally defined reports and use the information in external analysis tools such as Microsoft Excel.

Key functions

- **Centralized report management:** Defining and managing reports for use by authorized users.
- **Integration of external data sources:** Accessing information from PriTo ERP as well as standalone applications and other information systems.
- **Access control:** Managing permissions to use reports and the information provided.
- **Data updates:** Controlled refreshing of the information used in reports.
- **Integration with analysis tools:** Using reports and data provided by PriTo BI in Microsoft Excel and other compatible applications.
- **Custom reporting:** Defining reports and SQL queries according to company requirements.
- **API integration:** Programmatic access to reports and the information provided, for integration with other applications.

Information from different systems can be combined and analyzed in external tools by configuring the analyses appropriately. In the current version, this combination is performed manually and is not an automatic PriTo BI function.

An open, integrated approach

PriTo BI separates centralized management of reports and data access from the tools used to present and analyze them. This approach takes advantage of the capabilities of established analysis applications and allows reporting to extend beyond the information held in the PriTo database.

9. Support and technical assistance

PriTo integrates tools that help users access technical assistance and the information needed to operate the system. By combining remote support tools with the PriTo AI intelligent agent, the system offers complementary forms of assistance.

Remote technical support

PriTo allows a Remote Desktop technical support tool to be integrated into its interface, enabling the support team to provide assistance directly on users' workstations.

The support tool is launched and updated directly from the PriTo interface, simplifying access to assistance and administration of the tools required to provide it.

PriTo AI – Intelligent Assistant

PriTo AI is an intelligent agent integrated into the PriTo ecosystem, designed to help users access information, documentation and knowledge accumulated during the system's development and support.

Through a conversational interface, the agent provides access to information such as:

- PriTo documentation and help system.
- Work instructions and procedures.
- Technical support documentation and materials.
- Presentations and explanations of system functions.
- Documented solutions to problems previously resolved by the support team.
- Notifications and information about application updates.
- Specifications and documentation for tax returns, including D112 and D406 (SAF-T).

PriTo AI is also available through the PriTo Mobile application, extending access to intelligent assistance to mobile devices. Through these functions, PriTo facilitates access to relevant information and makes use of the experience accumulated in operating and administering the system.

10. Architecture and technology

PriTo is developed according to software architecture principles focused on stability, deployment flexibility, extensibility and integration with other information systems. Continuous development of the platform over more than 22 years has allowed its technological architecture to evolve while maintaining functional continuity and preserving the value of investments made in the system.

PriTo architecture

PriTo uses a hybrid architecture in which two technology generations operate together:

- **PriTo 2.0:** Architecture based on a Windows client-server application and MySQL database, including cloud database hosting.
- **PriTo 3.0:** Modular enterprise architecture based on Java and Jakarta EE, separating the user interface from application logic. The system uses a thin client interface and backend services that manage business rules and processes.

Deployment flexibility

A key advantage of the PriTo 3.0 architecture is the ability to use the same business logic in different configurations:

- **Distributed architecture:** The backend runs on an enterprise application server, and the client interface accesses functions through services.
- **Client-server architecture:** The backend runs within the client application, without requiring a separate application server.

This flexibility allows deployment to be adapted to the company's available infrastructure and resources while maintaining a common functional model.

Integration and interoperability

In the enterprise configuration with an application server, PriTo 3.0 exposes its functions through application programming interfaces (API), allowing them to be integrated into other applications and business workflows.

This approach makes it possible to use PriTo functions both through its own interface and directly from other information systems as part of integrated operational processes.

By separating business logic from the user interface, the PriTo 3.0 architecture also supports the development of alternative interfaces, tailored to the organization's requirements, using the ERP system's functions and business rules.

This model offers flexibility in integrating PriTo into the company's information ecosystem and facilitates the development of custom applications and workflows.

Technological evolution and continuity

PriTo 2.0 and PriTo 3.0 can operate simultaneously, using the same database and allowing interoperability between the functions of the two generations.

This architecture enables **progressive and transparent modernization of the system**, by developing and migrating functions to PriTo 3.0, without requiring the entire application to be replaced at once. For users, technological evolution can take place gradually while maintaining operational continuity.

Ready for artificial intelligence integration – AI Ready

The enterprise architecture of PriTo 3.0, based on services and the separation of application logic from the user interface, facilitates the integration of modern artificial intelligence technologies.

This approach gives PriTo 3.0 AI Ready capabilities, allowing the system to be extended through intelligent agents that assist users and participate in automating or orchestrating business processes.

AI Ready capabilities stem from the flexibility of the existing architecture and provide a foundation for future developments, distinct from the current functions of the PriTo AI assistant.

Technologies used

The main technologies used to develop and integrate PriTo components include:

- Java SE and Jakarta EE for enterprise applications and services.
- Payara as the Jakarta EE application server implementation used.
- MySQL for database management.
- Visual FoxPro as the programming language for legacy PriTo 2.0 components.
- C# for Active Directory integration components.
- Java for Android mobile applications.
- C for components that acquire data from industrial equipment.

Technology selection aims to ensure the system's stability, performance and adaptability to the specific requirements of each implementation.