TOTVS

Manufacture

Light | Sustainable | Automated

TOTVS solutions for Manufacture offer light processes that provide a wide range of information on the company to managers. This enables more assertiveness when making strategic decisions, narrowing the relationship with customers, automating the chain of supplies and increasing efficiency.

They are products and services based on the deep knowledge that TOTVS has on essential processes for the success of the industries: to deliver the right products in the right amounts, at the right time with quality and sustainability and price desired by the market.

Sub-segments

Fixed Assets

Solutions that shape up project development and product budget, besides improving sales processes, production and logistics flexibility.

Durable Goods

TOTVS solutions provide the required speed to launch products with a short life cycle, with innovation, product and processes quality and productiveness.

Metal-Mechanic and Plastic

TOTVS offers solutions that support costs and quality management, optimize inventories and warehouses and integrate all supply chain.

Paper and Cellulose

Solutions that guarantees sales processes, production and logistics synchrony, contributing for the customers' loyalty and growth of the operation profitability.

Chemistry and Recycling

Using TOTVS solutions, the companies in this market segment are able to intensify the technological development of products and processes and also increase the quality and environmental management control.

Consumer Goods

TOTVS solutions optimize product innovation cycle and logistic process, with a strict costs control, providing sales processes flexibility and complete management of the supply chain.

Extraction and Processing

TOTVS offers products and services providing integrated operating management capable to work with supply chains.

Textile and Apparel

TOTVS enhances the technological development of products, increases quality control, offers more sustainability to processes and automates the entire supply chain.

TOTVS Solutions

- ERP Back Office
- Tax
- SPED / NF-e
- HR - Human Capital Management
- MRP II/APS
- Projects Management
- Quality Management
- Environmental Management
- Fixed Assets Maintenance
- Foreign Trade
- Technical Assistance
- CRM
- Business Analytics
- OMS
- TMS
- WMS
- Corporate Social Network
- TOTVS | Collaboration
- TOTVS | Marketplace

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Results Achieved

- Growth of customer value perception, due to new and differentiated products
- Major increase of productivity and profitability due to management of productive capacity and absolute control of costs
- Visibility: "clean industry" and acquisition of environmental certifications, such as ISO 14.001
- Increase of market share due to fast and precise order fulfillment
- Reduction of stock costs with no invoicing decrease
- Reduction of operating tax cost

Facts

Approximately **1,500 customers fulfilled** in **Consumer Goods**

In **Chemistry and Recycling**, almost **900 customers are fulfilled**

In the **Extraction and Processing** market, around **1,000 customers are fulfilled**

Approximately **400 customers fulfilled** in **Paper and Cellulose**

Approximately **2,000 customers fulfilled in Consumer Goods**

Over 400 customers in the **Textiles and Apparel** sub-segment

Over 800 customers in the **Durable Goods** sub-segment

TOTVS serves **1,058** customers in the **Metal-Mechanic and Plastic** sub-segment

About TOTVS

Absolute leader in Brazil, with 53.1% of market share*, as well as in Latin America with 35.6%, TOTVS is a software, services and technology company. It is the 6th largest developer of integrated management systems (ERP) in the world and the 1st in emerging countries. It is also the leader in the segment of small and medium companies (PME) in Latin America. TOTVS was the first Latin American company from the IT sector to go public, being listed in the BOVESPA New Market. Its ERP operations are contemplated by a wide portfolio of vertical solutions and services such as Consulting, BPO and Cloud Computing. For further information, log on to ***www.totvs.com***.

* Source: Gartner – "Market Share: All Software Markets, Worldwide, 2011".

Software(SaaS) | Technology | Services

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www.totvs.com

TOTVS

Share the new world.