



FOCUS at BOEING -ME

Dubai, UAE - October 4th 2005 - Boeing Middle East Limited is the Regional Branch Office, Riyadh, Saudi Arabia of "THE BOEING COMPANY" United States of America is the world's leading aerospace company and the largest manufacturer of commercial jetliners having its customer based in 145 countries around the world, and it is the No.1 U.S. exporter in terms of sales. Headquartered in Chicago, Illinois, U.S.A., Boeing employs more than 155,000 people in some 67 countries.

Boeing Middle East's financial systems and applications were unable to meet the needs of local users of Riyadh Office, Saudi Arabia. Accounting staff was unable to work solely within the existing system or rely upon data generated in the various reports by their Head Office System in United States. To facilitate functional operations, regional staff (include Financial Manager) utilized a combination of exiting system and manual reconciliations. Accounting staff relied on a variety of manual manipulations in conjunction with ad hoc processes to produce the necessary reports and information needed by both offices (i.e., KSA regional office Reporting and United States Head Office Reporting). Some times information requested was not available and in addition, common business practices, such as Accrual Journals, authorizing payments, and financial reporting as per regional office requirements, were problematic due to the current system limitations. Some of major issues relating to system were (a) lack of local customer services and support of existing system (b) time taking and tedious task to report errors and wait for solution from H.O. (c) reporting system not compatible with local rules and regulations of Saudi Arabia (d) Manual reconciliation of business transactions and reporting because of unavailability of flexible and exporting facility of reports to official tools such as Excel and PDF.

In October 4th 2005, Focus Softnet ME won a competitive contract with the Boeing Middle East Limited to perform a comprehensive and full implementation of the Focus6 RT ERP Financial Suite includes General Ledger (GL), Accounts Receivables, and Accounts Payable (AP), Cash and Bank and Budgeting modules.

As a process of implementation, the Focus implementation team provided a complete SRS, BAPR report, database environments for Historical transactions importing of GL, and application fit-gap analysis as required for Focus6 RT.

A major key to ERP implementation success is conducting effective and well-prepared Business Architecture and Planning Report (**BAPR**). Focus Softnet has standard implementing procedures, which was used as a tool and setup various milestone for the completion of this project. The Focus implementation team successfully performed the planning, development, training, and testing to complete the migration of existing historical GL transactions of 10 years to Focus6 RT ERP Financial Suite in time to meet the scheduled deployment of the GL module in November 2005. With of help of ultimate functionality of Focus ERP which include flexibility, scalability and consistency and Focus staff dedication along with Boeing ME Limited Financial Manager Mr.Hamad Suleiman Mohamed co-operation and the inherent teamwork therein was it possible for this success to be realized.

Certain risks were encountered during the implementation, such as the amount and type of data to be converted to Focus RT ERP and to cut of information which is no longer required. Mapping of Business transactions processing of existing system into Focus ERP, defining and differentiating the level of reporting required for local and international users. Since Focus6 ERP is fully windows based GUI system having Backend Database of SQL Server and the existing system provide the transactions summary in TXT format hence accurate processing was required during the data conversion period. Only with the help of proactive steps and continued teamwork the project was able to circumvent the impact of this risk

The initial deployment's success, under a severely compressed schedule, accounting staff was online with GL transactions entry with the help of organized and well defined Chart of Accounts (**COA**) using the tremendous facility of leveling system (grouping system) of Master Setup of Focus6 RT ERP Financial Suite. Following up on the success of Milestone I, the Focus team is scheduled to implement additional financial modules (include Cash and Bank, Accounts Receivable, Payables, and Budgeting) within less span of time and finally reached the success.

Following benefits which are witnessed by Boeing Post Implementation

- (a) Increased efficiency of accounting operations
- (b) Improved accuracy, reliability, and timeliness
- (c) Increased internal controls for maintaining system and data integrity
- (d) Enhanced organizational communications.
- (e) Timely availability of local customer services and support by Focus Team
- (f) Improved Reporting System compatible with local rules and regulations of Saudi Arabia as well as Reports required from H.O in US.