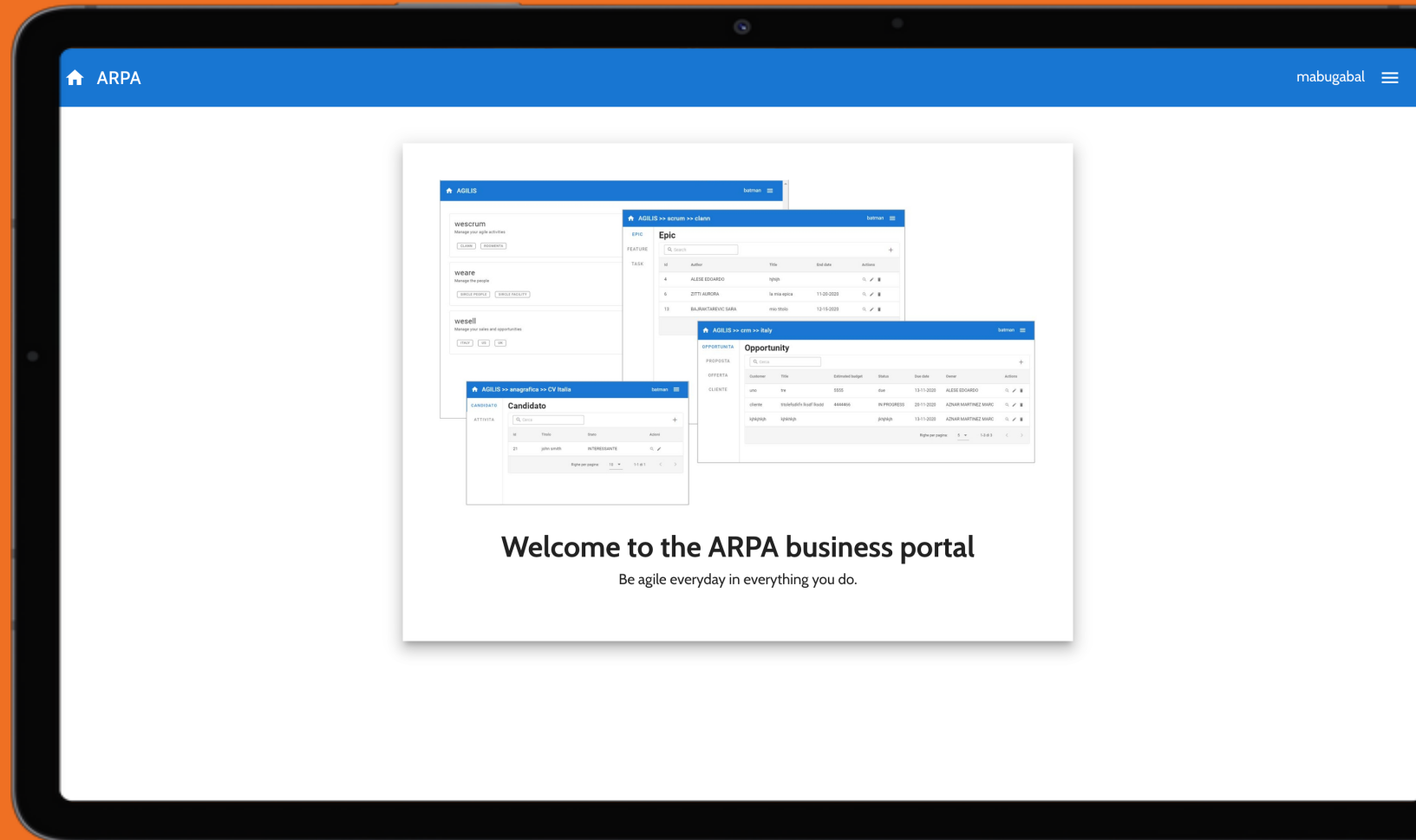


ARPA

The Agile ERP
A New Low-Code Software
Procurement Experience



Welcome to the ARPA business portal
Be agile everyday in everything you do.

Streamlining processes **at first sight**,
all the way to **deployment and operation**

The Agile ERP

A low-code development framework that derives software products to expedite not only workflows and processes in organizations, but also simplifies all aspects of developing and delivering business applications.

Your next and easiest step towards another digital transformation

Evolve from the classic ERP based business processes, to agile.

ARPA is designed to:



Support agile business workflows in heterogeneous organizations



Provide a common and intuitive user experience



Deliver optimal custom solutions in no time!



Introduce the agile culture and methodology in any department, or a single internal process of a business function



Get your new
process
automation
software
deployed in
few day!



Get your POC
within
Hours



ARPA

4 Out of the Box Templates

1- Procurement

Ready to streamline the purchasing process by tracking, organizing, and automating the flow.

3- Sales Automation

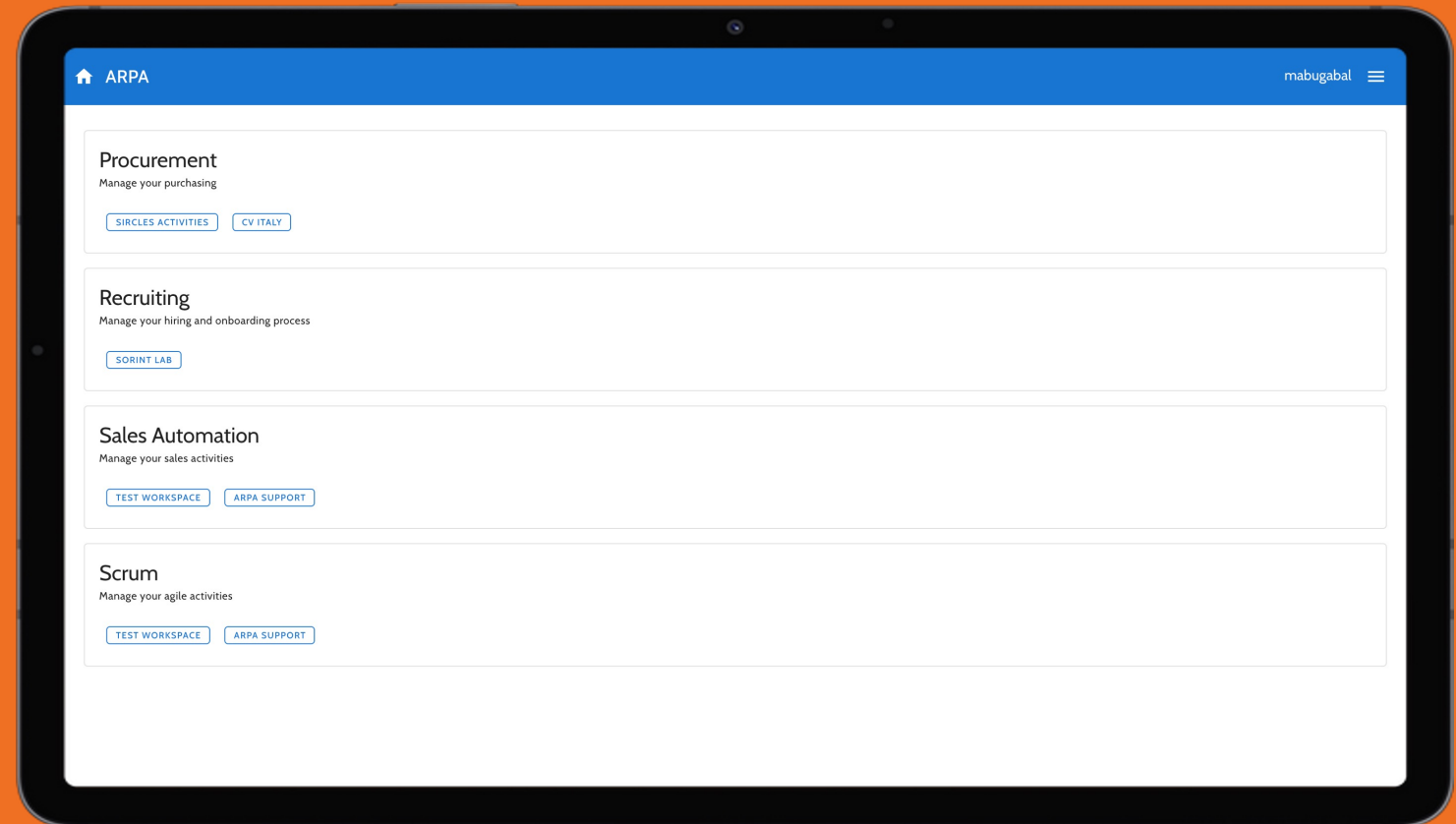
CRM to support agile sales process for managing opportunities, proposals, product price lists, sales activities, orders, and much more.

2- Recruiting

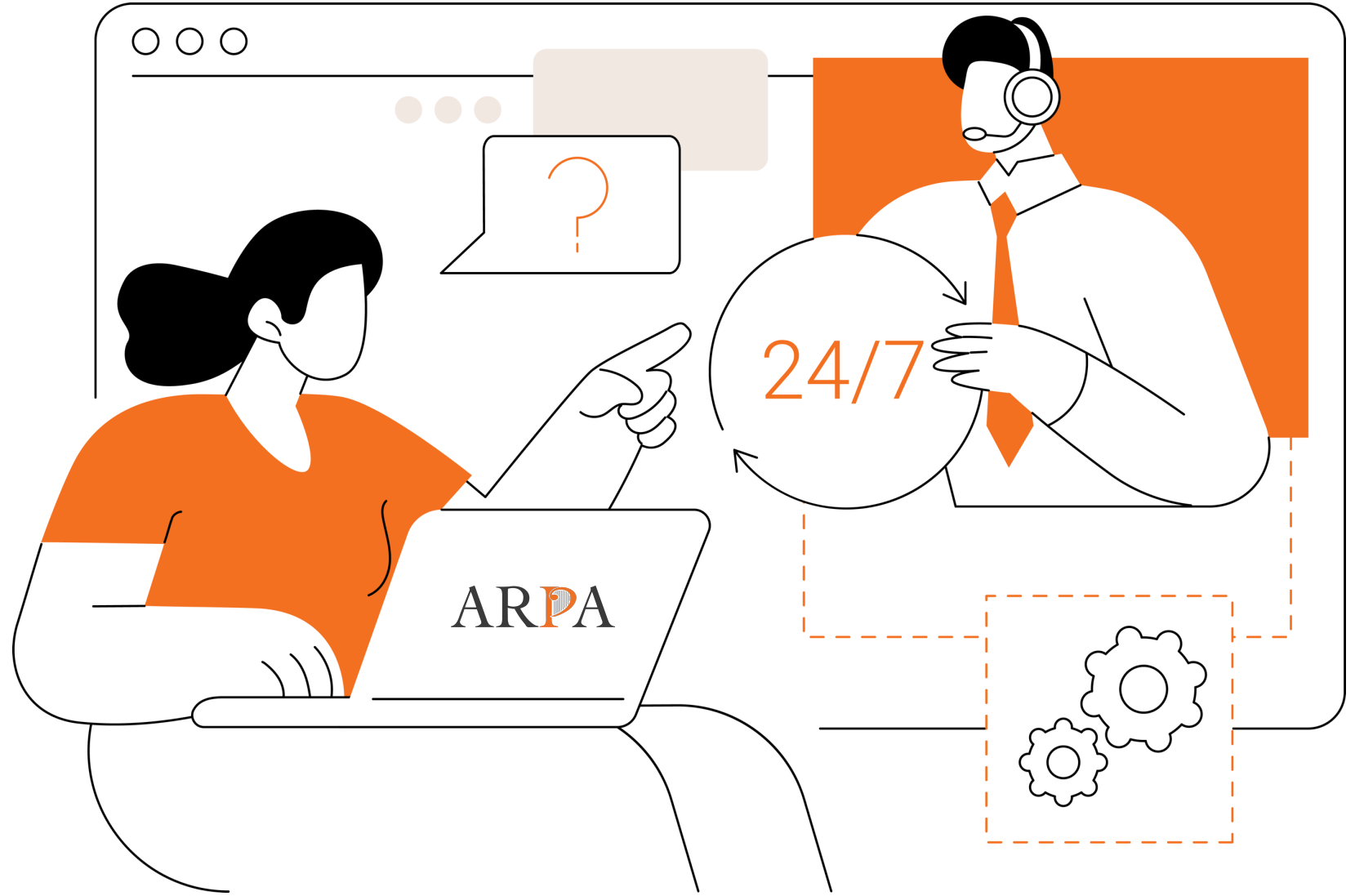
Supports the human resources domain in areas that include recruiting, onboarding, and team development.

4- Scrum

Agile collaborative process to manage requirements, specifications and activities described using epics, stories, features, tasks, and sprints.

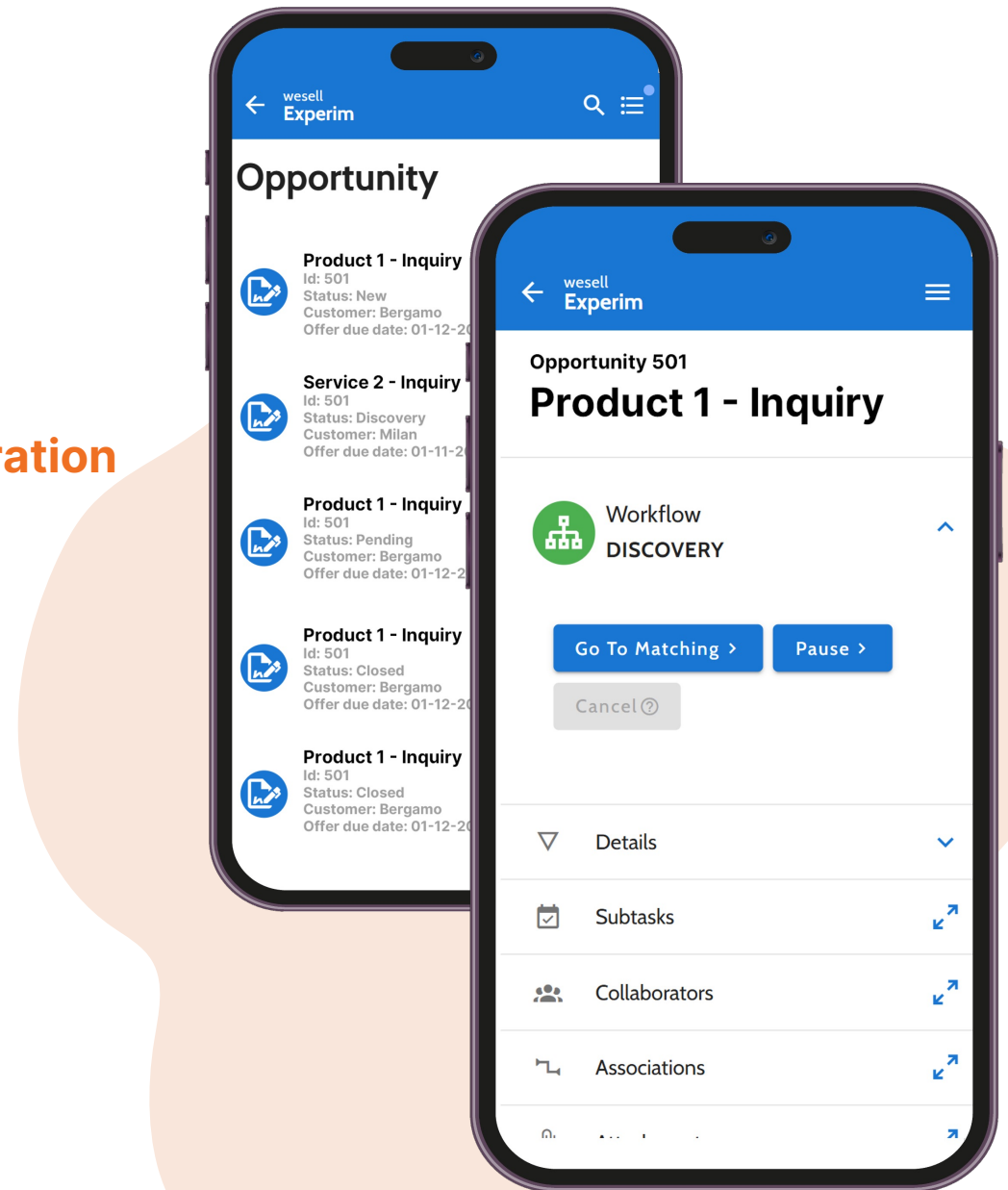


Dedicated
Account Manager
&
Agile Team
24x7x365

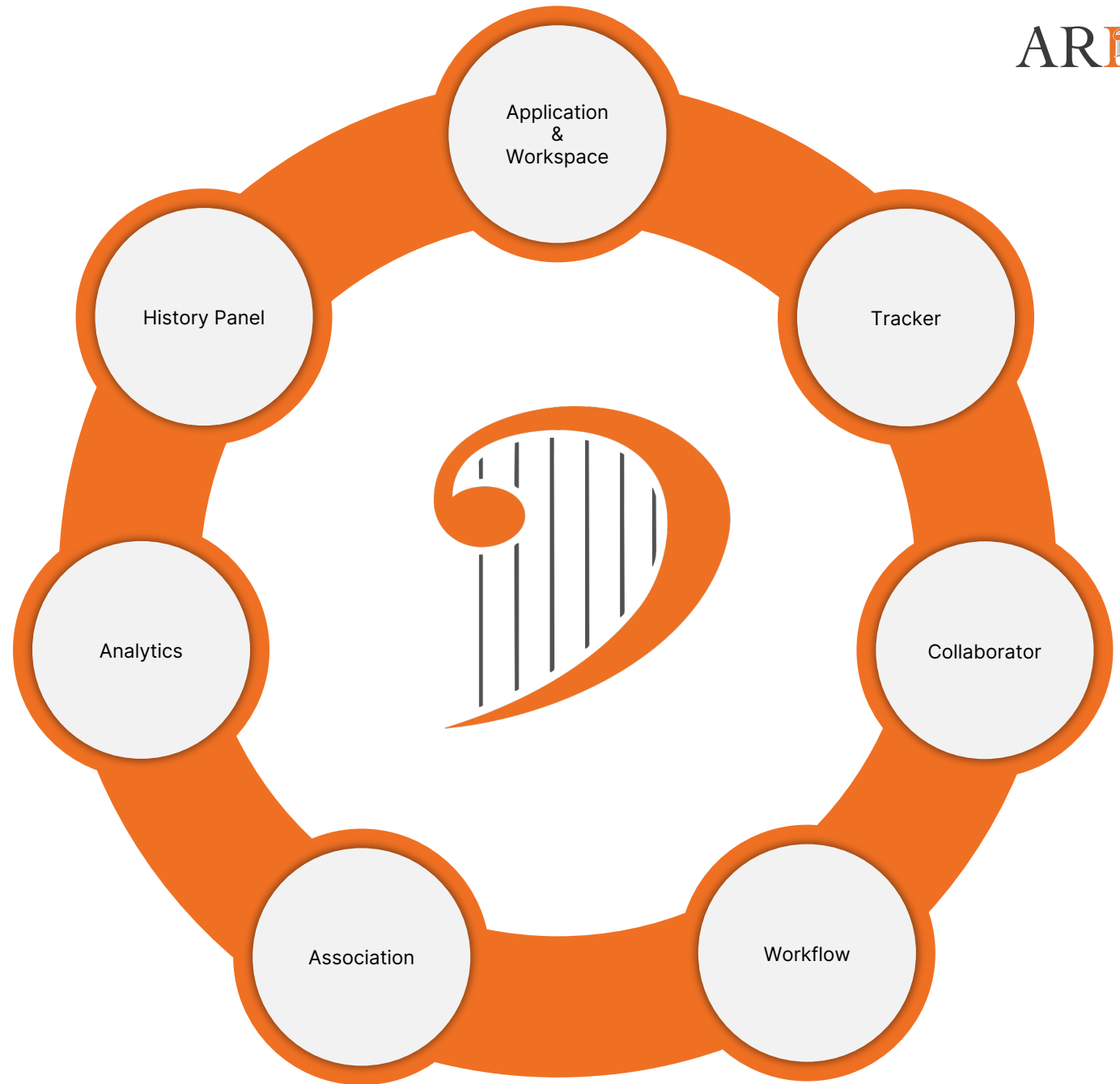


Core Features

- **Business applications portal**
- **Native mobile application**
- **Centralized application configuration and administration**
- **Low code development with reusable components**
Data table, Kanban, user view, dashboard, guided tour....
- **Role based access control and privileges**
- **Modern microservices architecture**
- **Applications out-of-the-box**
- **Integrations**
HubSpot, Rocketchat, Openkm, Nextcloud...



Core Functionalities



Applications

Top layer of a given domain or business need. A company or a department might have one or more application(s).

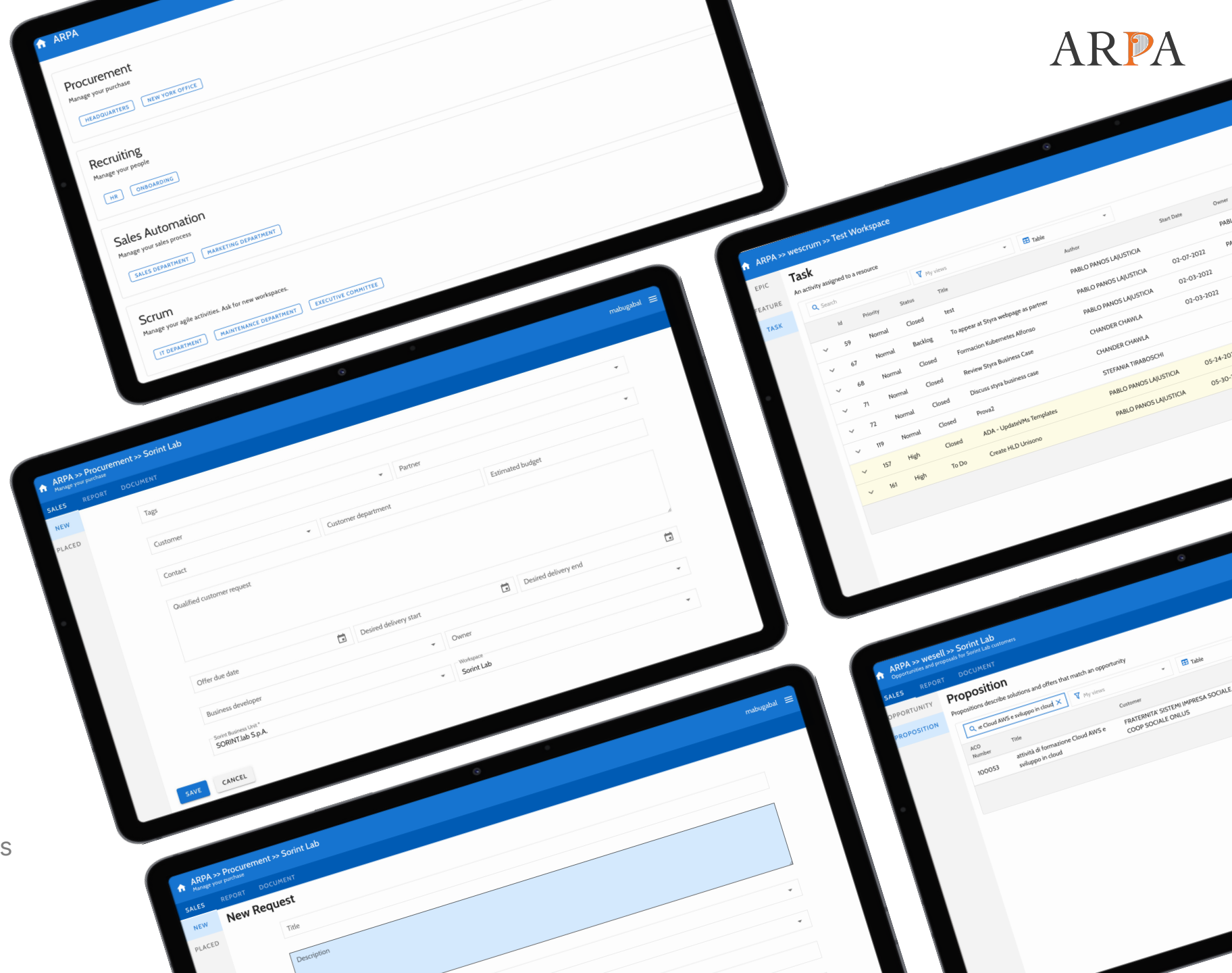
Workspace

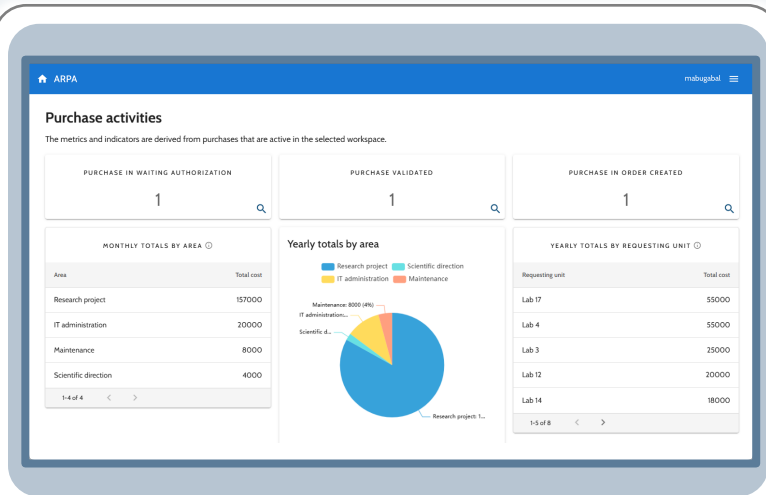
Workspaces are user-based groups. Users in a workspace have specific access rights to application entities defined by the user business roles in the workspace. Users can have different roles in different workspaces.

Trackers

Entities with common traits:

- Have status
- Part of a workflow
- React to events / actions
- Require collaboration
- Maybe related to other trackers
- May generate artifacts

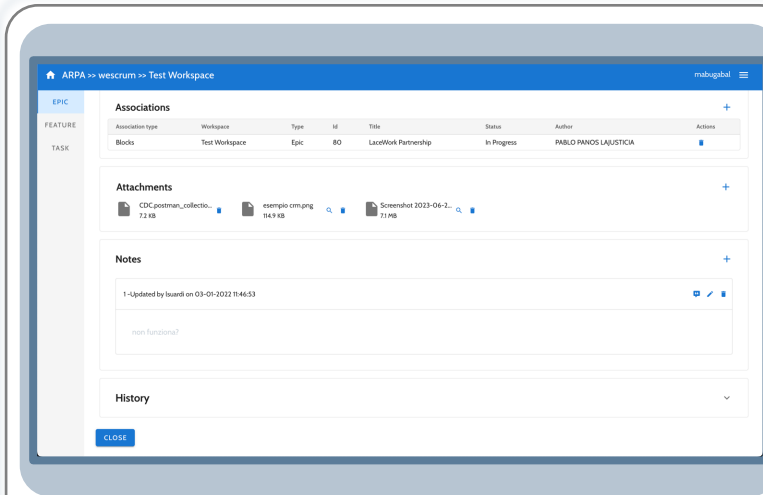




Analytics

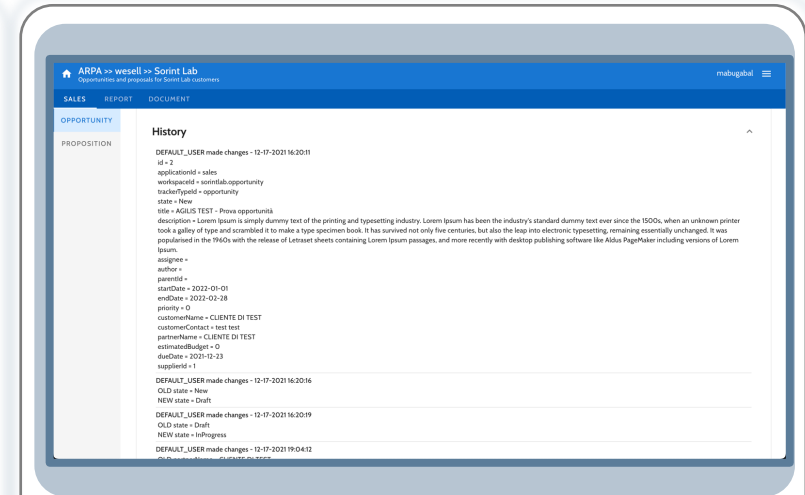
Status dashboard shown in real-time giving 360° view of tracker statuses and the overall statuses of a given application. E.g. Total done, total pending, etc.

Customizable queries and smart filter settings.



Information

Every tracker contains set of associated data. From attachments, notes, ownership, etc.



History Panel

A detailed flow of changes made by any user.

Lightweight

Speed, responsiveness, & regular performance tests are a primary non-functional requirements



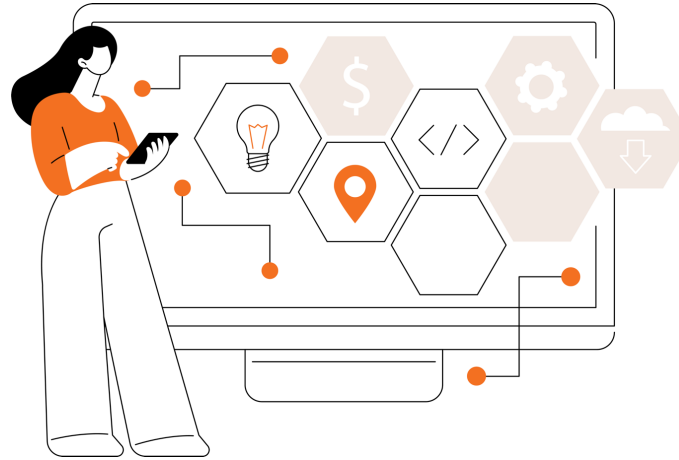
Languages

Available in English and Italian. Any other on demand



Secure

Proactive threat modelling against emerging vulnerabilities



Views

Regular table and Kanban board views



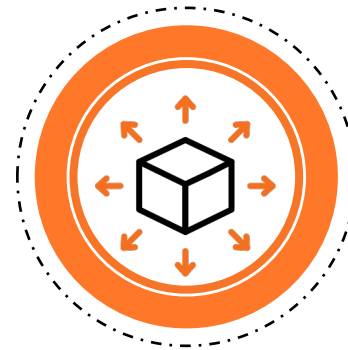
Integration

Capable of integrating with other systems/tools. From Data sharing to Multitier architecture



Scalable

Developing further functional requirements available on demand



Notification

Always notified via email & on the platform



Rich...Easy

& everything in between!

Low Cost

ARPA and SORINT.lab's IT consultancy service ensures a smart cost in exchange for high-quality solution, support, and the minimum necessary time investment.

Cohesive UI

Allowing ease-of-use for novice users through uniform experience and paradigm.

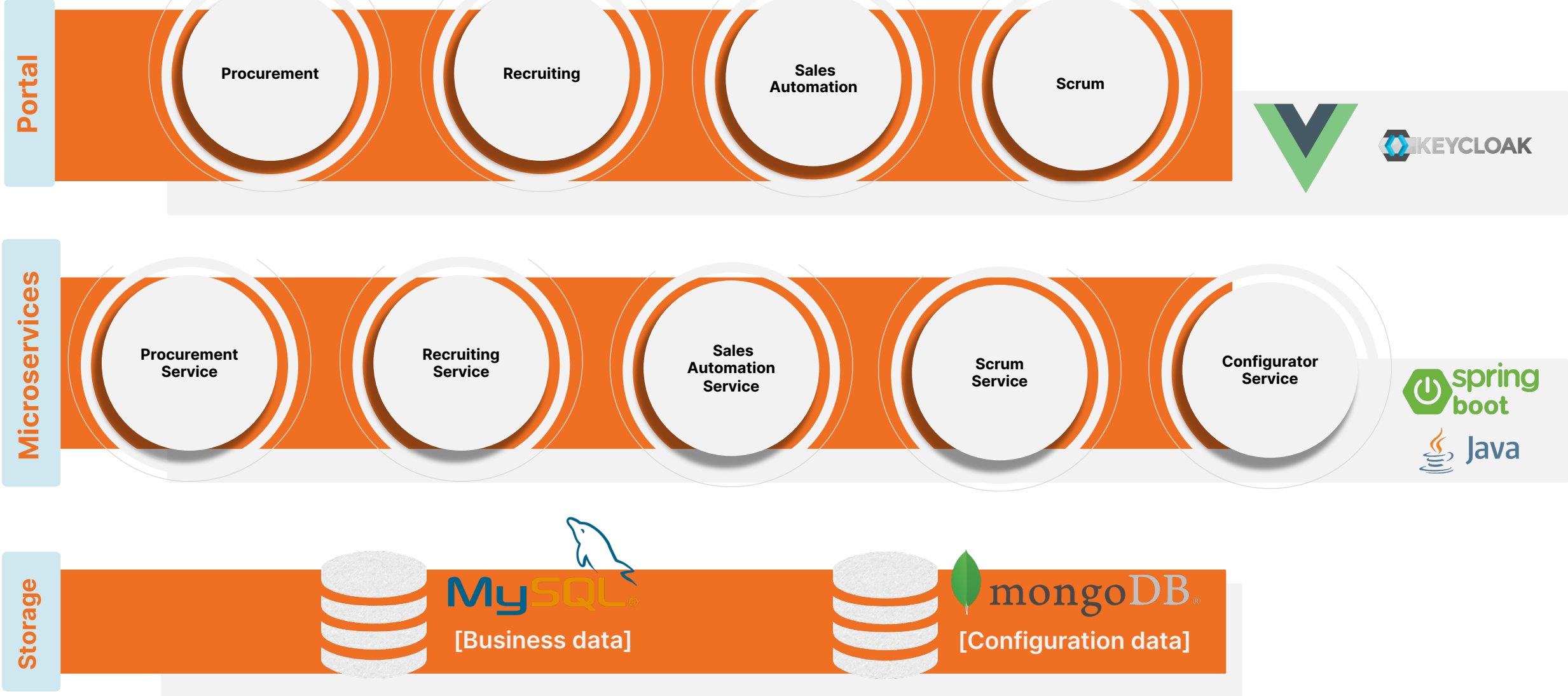
Natively agile

ARPA's inherent functionalities and characteristics strategically enhance the integration of agile methodology within an organizational culture.



Not a Vendor-lock-in

ARPA under the hood



Case Study - Procurement

Client Name Confidential - Technology Industry

The Challenge

- 8 offices across the world.
- Around 1.2K employee
- Tens of requests per month.
- Customer using traditional procurement process.
 - All communication flow via email.
 - Approvals, tracking, and reporting are done manually.
- Customer did not want to invest in custom software solution.

The Solution

- Client was briefed about ARPA solution.
- ARPA functionality is aligned with procurement needs out-of-the-box:
 - Trackers, workspaces, workflow, collaboration, notifications, attachments, etc
- Over the course of one week, the customer's procurement department conducted parallel testing of the newly deployed application. Application was tailored to their specific needs, aligning precisely with the requirements of the department and the other stakeholders involved.
- Minor support needed by SORINT.lab. 2 training sessions were carried out by ARPA's team.

The Result

According to the stakeholders of the solution, ARPA offered:

- New agile procurement business process that is efficient and easily traceable.
- Moving towards zero email usage.
- Procurement department can now handle at least 100% more requests from other departments.
- Customer's IT department was able to introduce a solution that is consider "smart".
- Better overall quality for the offered procurement process.



Case Study - Sales and Offerings

Client Name Confidential - Technology Industry

The challenge

- Global selling of consulting services, software and technology products around the world.
- One sales process to support selling and reselling of many heterogeneous and diverse products.
- No clear and enforceable selling and pricing guidelines.
- Integration with mission critical systems for project delivery and billing.

The solution

- ARPA functionality is aligned with sales automation needs out-of-the-box:
 - Opportunity, propositions, workspaces, workflow, collaboration, notifications, documents, dashboards, analytics, etc.
- Additional modules are developed and integrated into the agile framework at low-cost:
 - Product catalogue, price lists, proposal line items, pricing guidance, sales strategy structured documents, delivery model, orders management, integrations, etc
- The solution supports the legacy process and the new agile sales process side-by-side.

The result

According to the stakeholders of the solution, ARPA offered:

- New agile sales business process that is efficient and traceable.
- Affordable custom solution that supports the customer very specific and particular needs.
- Simple, intuitive and homogeneous user experience across various sales critical activities.
- Ability to handle many opportunities, proposal, delivery models using many languages, currencies and unit of measures for many different types of customer requests (RFP, RFI, RFQ...)
- Ability to define and enforce sales and pricing strategies and guidelines
- Better overall quality of sales and sales support duties.



Confidential

Case Study - Lead Management

Client Name Confidential – Energy and Utilities

The challenge

- A multinational Liechtenstein-based group operating within the energy sector, with 19 offices worldwide and more than 50 authorized partners.
- Client looking to improve lead management process through introducing a new ERP solution.
- B2C and B2B working model that requires high collaboration and communication.
- Dynamic selling process and workflow. No clear consistency.

The solution

Deriving a solution through ARPA answered client's challenges by offering:

- Collaboration, workflow and agile features out of the box.
- Sophisticated lead import and assignment workflow.
- Custom lead request tracker entity.
- Preconfigured views and analytical dashboards.
- Automated notifications and alerts.
- Low-cost custom lead management solution in few months.
- Mobile application ideal for work on the road.



Confidential



BUILDING GREAT TECHNOLOGY



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