



PUBLISHER



HOST



INTEGRATOR



SUPPORT



# BUSINESS MANAGEMENT SOLUTIONS

**ERP solution** for  
medium-sized industrial  
and commercial enterprises





## **SUPPORT TO ENTERPRISES**

Created in 1996 in Nantes, Proginov is an ERP publisher whose solutions are primarily aimed at intermediate-sized industrial, commercial and distribution companies. A pioneer of hosted mode back in 2001, Proginov is now the French market's first publisher of SaaS management applications. Proginov distributes and integrates its applications throughout France (metropolitan France and overseas departments and territories) and abroad. Its application suite is based around commercial and industrial management, accounting and finance, payroll and HR.

With each new version, Proginov enhances its ERP system with additional modules and applications in response to the requirements of sectors including commerce, industry, agri-food, distribution and logistics, construction, timber, woodwork, textiles, automotive, points of sale and e-commerce.

**To date, 1200 SMEs use the Proginov ERP system in France and abroad.**

# A SINGLE POINT OF CONTACT FOR A RESPONSIBLE SERVICE

## OUR BUSINESS PUBLISHER



A provider of business management solutions in the French market for the past 20 years, Proginov is now a leading ERP **publisher**.

Determined to offer genuine service continuity, Proginov is one of those rare market players to be both a publisher and **integrator** of its own solutions, thanks to business project managers capable of delivering the most relevant technical assistance to customers day-to-day.

## OUR BUSINESS INTEGRATOR



## OUR BUSINESS HOST



Since 2001, its strategy has been based on its mastery of SaaS hosted mode. This dual role as a publisher and **host** gives Proginov a major advantage as it reduces the number of intermediaries and means that it is the only responsible point of contact for its customers, who have the freedom to choose either client-server mode or hosted mode any time they want.

Proginov provides a 24/7 application and technical **hotline** from its offices to respond directly to customers and support them on a day-to-day basis.

## OUR BUSINESS SUPPORT



**Proginov's strength lies in the fact that it brings together four business lines to help companies acquire the responsive capacities they need across their entire management chain.**

**In addition to delivering a responsible service, Proginov has equipped itself with the resources it needs to assume its responsibilities.**





## A STRATEGY OF PERMANENT INNOVATION

**Each year, Proginov invests 30% of its turnover in Research and Development as it seeks to broaden its functional and business coverage and provide new hosted services.**

In addition to an expanded and cutting-edge R&D department, Proginov also organises regular Business Expertise Committees with a view to providing, with the additional contribution of its customers' expertise, a prospective vision of the functional development of ERP.

And Proginov is just as innovative when it comes to its social model.



## MORE THAN A SOCIAL MODEL, A WAY OF LIFE

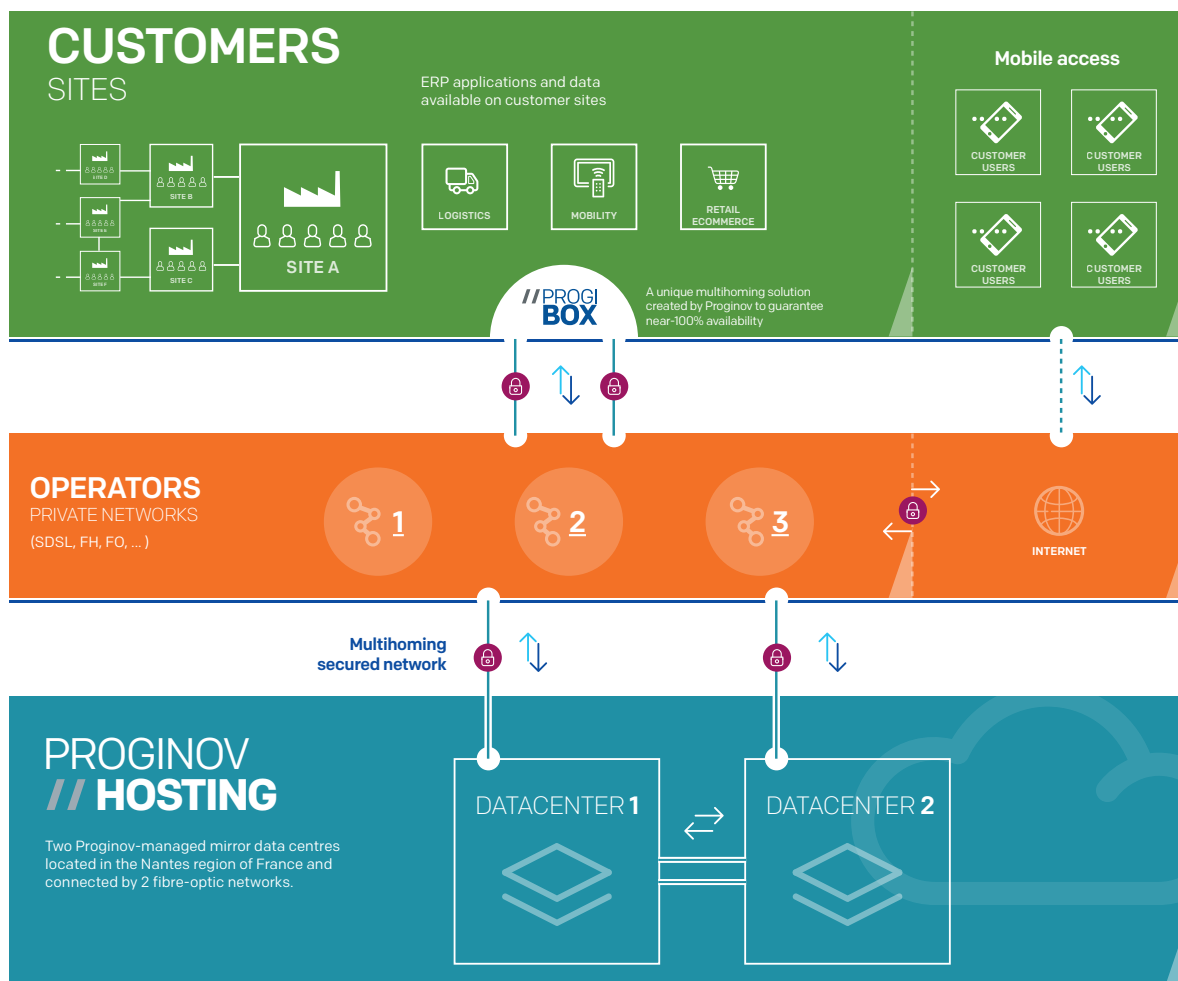
**Proginov also owes its success to the loyalty of its employees (the turnover is very low with 1%) and to their direct involvement in the company with 85% of them being shareholders.**

Proginov allows all its employees to adopt a position within the company that reflects their career aspirations. Significant importance is attached to recognising the value of each individual, both in terms of professional expertise and human qualities. The company's corporate culture, underpinned by transparency and trust, conveys values that are fundamental to the maintenance of long-term stability in employment relations.

Proginov's innovative social model safeguards its financial independence by enabling it to control its capital and its strategic choices. It can thus guarantee its customers a long-term quality relationship thanks to the stability of its employees and the durability of its model.

## A PRIVATE CLOUD TO YOUR DIMENSIONS

The various terminologies used to describe SaaS hosted mode, Cloud Computing, On-Demand, etc., should not distract us from its purpose: enable enterprises to focus on their business and free themselves from IT constraints which they can delegate to specialists.





## CUSTOMER SUPPORT

### **Business project managers**

To identify its customers expectations precisely, Proginov calls upon business project managers who guide and advise companies in their decision-making and project implementation.

### **The project method**

Because an IT project is vital for the long-term future of a business, Proginov strives to adhere to a strict project method, developed over the years with its customers.

### **Scope and specification**

A project's success depends on the implementation of a method to suit the context. Taking into account the challenges for the company, and based on the expected functional and technical perimeter, the customer's teams and Proginov work together to define the project's objectives and the organisation required to achieve them.

### **Detailed analysis**

The purpose of detailed analyses is to match the needs expressed with the Proginov ERP and define management solutions. This is one of the most crucial phases of the entire project determining its ultimate success.

### **Design and customisation**

The setup of customer-specific features is carried out and then tested and validated in accordance with the functional and technical analysis documents.

### **Rollout**

Future users are trained and involved in the different phases of the project. They are supported at all times by Proginov's teams, both on site and remotely. The aim is to achieve autonomy in production.

### **Operation**

Once the solution is up and running, an audit is carried out to ensure all of the project's objectives have been met. The customer is then supported by Proginov's technical and functional assistance services.



# BUSINESS SOLUTIONS

The Proginov ERP system incorporates the specific features of businesses, including Industry, Distribution, Retail and Point-of-Sale Management, Agri-food, Clothing and Textiles, Construction and Civil Engineering, Automotive Garages and Workshops, Timber and Woodwork, Horticulture, Packaging, Health, etc.



## PROGINOV // ERP Universe



### Commercial & Production management

Purchases, inventory, sales  
Production management  
Sales force  
CRM (Customer Relationship Management)  
After-sales service  
Workshop management  
Job-based management  
Project management  
Point of sale management  
WMS (Warehouse Management System)  
Maintenance management

### Accounting & Financial management

General accounting  
Cost accounting  
Accounting by establishments  
Monitoring of TP accounts  
Cash flow management  
Budgets management  
Subscriptions management  
Consolidation  
Fixed asset management  
SEPA bank transfers and direct debits

### Payroll & Human Resources management

Establishments/Employees/Headings  
Payslips  
Human resources report  
Activities management  
Skills management  
Timetracker  
Accreditations and training  
Recruitment management  
Budgets management  
Employee savings plan management  
HR web portal

### Transversal tools

EDM (Electronic Document Management)  
Workflow  
Statistics et set reports  
EDI (Electronic Data Interchange)  
EAI (Enterprise Application Integration)  
Print-outs and labels template creator  
Office Technology and Messaging  
Web Services Portal  
E-Commerce and integrated CMS  
Reporting and Business Intelligence  
Mobile Solutions  
Fax and SMS services  
Integrated requester  
EBICS Electronic banking  
Voice Picking  
On-line payment  
Telephony Integration  
IP telephony  
Documents digitisation and integration

## / CUSTOMER REFERENCES

RELAIS D'OR MIKO, CONCESSIONS UNILEVER, DISTRIBUTION OF FRESH AND FROZEN PRODUCTS - **NHC**, DIETETICS AND NUTRITION - **BIOCOOP**, ORGANIC STORE NETWORK - **LA MIE CÂLINE**, BAKERY FRANCHISES - **INVER FRANCE**, INDUSTRIAL PAINT - **TIPIAK**, FROZEN READY-MADE MEALS AND DELI FOOD - **THIEBAUT INDUSTRIES**, INDUSTRIAL JOINERY - **ENI AGIP**, SERVICE STATION STORE NETWORK - **GAUTIER MEUBLES**, FURNITURE STORE NETWORK - **ESPACE EMERAUDE**, GARDENING AND DIY - **TECHNA**, AGRI-FOOD INDUSTRY - **SAMITECH**, PRODUCTION OF POS TERMINALS - **CGR**, CINEMA COMPANY - **ANGIBAUD DEROME & SPÉCIALITÉS / VEOLIA**, FERTILISER DEVELOPMENT AND PRODUCTION - **ORCA ACCESSOIRES**, DESIGN AND PRODUCTION OF FASHION ACCESSORIES - **GROUPEMENT TVI**, HEAVY GOODS VEHICLE GARAGES - **SUPERMARCHÉS U**, RETAIL - **DU BRUIT DANS LA CUISINE**, TABLEWARE STORE NETWORKS - **MELONS ROUGE GORGE** - **BREMSTAR**, HEAVY GOODS VEHICLE PARTS DEALERSHIP - **KENT MARINE EQUIPEMENT**, DECK EQUIPMENT AND INDUSTRIAL SUPPLIES - **GROUPE PIGEON TP**, PRODUCTION OF PRECAST CONCRETE ELEMENTS - **GIRARD TRANSPORTS**, BTOB AND BTOC TRANSPORT - **MILLET PORTES ET FENÊTRES**, INDUSTRIAL JOINERY - **BOBET MATERIEL**, SUPPLIES FOR AGRI-FOOD INDUSTRY - **RESISTUB**, FURNITURE PRODUCTION - **POITOU MENUISERIE**, INDUSTRIAL JOINERY - **CHPOLANSKY**, WELDING AND INDUSTRIAL VALVES - **CHAMPAGNE GOSSET** - **CALIPAGE PLEIN CIEL**, STATIONERY - **HANDICAP INTERNATIONAL**, NGO - **OCÉANOPOLIS**, BREST AQUARIUM - **BIS RÉNOVATION**, HOUSING RENOVATION - **COVETO**, VETERINARY COOPERATIVE - **DECOR OUEST DISTRIBUTION**, HOME DECOR PRODUCTS AND COVERINGS - **CBM**, COACH AND BUS SPARE PARTS DEALERSHIP - **ESTOUR EMBALLAGES** - **BLANLOEIL GROUPE NIVET**, CIVIL ENGINEERING - **CID BOIS**, IMPORT OF EXOTIC WOOD - **BODARD CONSTRUCTION**, MODULAR HOUSES AND BUILDINGS - **LALLIARD BOIS ET DERIVES**, TRADING OF TIMBER AND MATERIALS - **SOMES CHANFLOR**, SPRING WATER - **BATICAL NEW-CALEDONIA**, INDUSTRIAL JOINERY - **IFRIQUIA PLASTIC CASABLANCA**, PLASTICS PROCESSING - **SOTRACOM DAKAR**, CONSTRUCTION AND CIVIL ENGINEERING - **COURANT TP**, QUARRIES AND CIVIL ENGINEERING - **VEGECOM**, HORTICULTURE - **AGRAUXINE**, NATURAL PRODUCTS FOR CROPS - **ABRI PLUS EQUIPEMENTS**, PRODUCTION OF STREET FURNITURE - F.N.T.R., NATIONAL ROAD TRANSPORT FEDERATION - **BRULE**, CIVIL ENGINEERING AND QUARRIES - **SOFITEX BURKINA FASO**, COTTON PRODUCTION - **AQUITAINE SPECIALITES**, SPECIALISED PRODUCTION OF CANELÉS DE BORDEAUX PASTRIES - **GROUPE BRANGEON**, TRANSPORT, LOGISTICS, WASTE PROCESSING - **CVP**, PLASTIC PACKAGING AND PACKING - **OUEST SECURITE MARINE**, MARINE SECURITY EQUIPMENT - **SODIAL LE GALL DISTRIBUTION**, TRADING OF FRESH AND FROZEN PRODUCTS - **HUILERIE CAUVIN**, PRODUCTION AND TRADING OF EDIBLE OILS - **LE COIN DES ENFANTS**, TOY IMPORTER - **HARRIS**, MAINTENANCE AND CLEANING PRODUCTS - **BOS EQUIPEMENT**, HOTEL EQUIPMENT - **MERCERON TP**, CONSTRUCTION AND CIVIL ENGINEERING AND SAND AND AGGREGATE PRODUCTION - **CHAMPAGNE BILLECART SALMON** - **STOFFEL DANIEL**, CHOCOLATE SHOP - **GROUPE EPSILON**, TRADING OF LIGHT FIXTURES - ETIK OUEST, DESIGN AND PRODUCTION OF LABELS - **POISSONFRAIS.FR**, FRESH FISH E-COMMERCE - **LECHEVALIER**, TRADING OF INDUSTRY PARTS - **COFFRELITE**, DESIGN OF CASINGS - **CARACTERES**, POS ADVERTISING - **SORIBA**, PRODUCTION OF PRECAST CONCRETE ELEMENTS - **AR MOR GLAZ**, MARITIME COOPERATIVES - **BESNARD**, FOOTWEAR TRADING - **DIPROPNEU**, IMPORT AND DISTRIBUTION OF TYRES - **SEAS GABON**, MARITIME SECURITY - **BEL'M**, INDUSTRIAL JOINERY - **BOIS IMPORT**, WOOD IMPORT - **ATLAN'ROUTE**, PRODUCTION OF ASPHALT MIXTURES - **ARNAUDEAU**, STEEL CONSTRUCTIONS - **FIDECOREX**, PUBLIC ACCOUNTING - **STREGO**, PUBLIC ACCOUNTANTS - **GROUPE SAVARIEAU**, HEAVY GOODS VEHICLE GARAGE - **LA HOULE MAREE**, FISHING AND FISH TRADE - **SEJOURNE**, ELECTRICITY, PLUMBING, HEATING, ECO-ENERGIES - **ABCD**, PROPERTY DEVELOPMENT - **HUSSOR-ERECTA**, SCAFFOLDING - **STERKELEC**, ELECTRONIC EQUIPMENT AND PLCs - **CCI AVENTURE DIFFUSION**, FOOTWEAR TRADING - RENOVATION, MANUFACTURE OF VERANDAS - **AUBRON MECHEINEAU**, CIVIL ENGINEERING - **ABRI SERVICES**, STREET ADVERTISING AND FURNITURE - **MEUBLES GIRARDEAU**, FURNITURE MANUFACTURING - **SPPF**, INDUSTRIAL JOINERY - **TECHNIDIS**, TOOLING DISTRIBUTION - **CARRÉ**, PRODUCTION OF FARM EQUIPMENT - **MONNIER-CEGELEC GROUPE VINCI**, ELECTRICITY, DISTRIBUTION AND INSTALLATION - **FROMAGERIE BEILLEVAIRE**, PRODUCTION AND DISTRIBUTION OF DAIRY PRODUCTS - **LA TRINITAINE**, BISCUIT BAKERY, STORE NETWORK - **DECOR DISCOUNT**, HOME DECOR STORES - **GELDELIS**, AGRI-FOOD INDUSTRY - **SLTS**, TÔLERIE INDUSTRIELLE - **DENJEAN**, CONCRETE AND AGGREGATES, TRANSPORT AND LOGISTICS - **NAULLET GROUPE VM**, PRODUCTION OF PRECAST CONCRETE ELEMENTS - **GROUPE MARINE HARVEST** - **ROLMER**, FISH AND SEAFOOD PROCESSING - **COLORAID**, INDUSTRIAL AND AUTOMOBILE PAINTS - **SBS**, XEROX DEALERSHIPS - **AUTODISTRIBUTION**, HEAVY GOODS VEHICLE GARAGES - **RATP DEV**, OPERATION AND MAINTENANCE OF TRANSPORT NETWORKS - **DISTRIBOISSONS**, BEVERAGE BUYING GROUP - **AUCHAN DIRECTION TECHNIQUE**, REAL-ESTATE - **YABON**, AGRI-FOOD INDUSTRY

## / OUR CUSTOMERS AROUND THE WORLD



PROGINOV  
Simplified Joint-stock Company with a capital of 8 million Euros  
Head office : 36 rue de la Guillauderie - 44118 La Chevrolière  
Tél.: +33 (0)2 51 70 93 93 - Fax : +33 (0)2 51 70 93 94  
[www.proginov.com](http://www.proginov.com)

