EOS: A new dawn in Enterprise Software
“EOS is the alternative to ERP and pre-condition for Enterprise 4.0”

Youssef, Zacharewicz & Chen
Bordeaux University, IEEE 2016, Paris
I am Special

Ask yourself, does your enterprise software fulfil your company’s needs? Can it do better? Am I not that special that my company should adapt to standard software? Or yes, I am special.

We believe you are special and your company needs a custom-tailored solution that satisfies your needs and solves your problems from the beginning. What your company does not need is to adopt the one-fits-all approach that makes you lose your hard-earned competitive advantages. Neither should you spend effort, time and money trying to build a custom solution for you. That is an investment your Enterprise Software provider should do.

LOVIS invested time, effort and money in research and development to create the first fully configurable and scalable Enterprise Operating System. LOVIS EOS quickly and easily adapts to your company today and evolves with you for tomorrow.

We can configure LOVIS EOS in a matter of weeks to show you how it solves the problems and satisfies the needs your current software cannot.

Yes, you are special, and we are too.
The Need

Your organisation runs, creates data and makes decisions every minute of every day. Technology should easily support continuous, integrated and synchronised operational flow, create and store detailed data that reflect these operations in real-time and facilitate obtaining timely and reliable information to make the best decisions.

However, many enterprise software implementations are far from delivering. Spending time, effort and money writing code to customise the software creates uncertainty, perpetuates old practices and creates obstacles for future evolution.

Building solutions around different modules or products that should be integrally connected creates data silos. This requires the development and execution of interfaces to share data between them.

Monthly closing procedures and infrastructure maintenance tasks disrupt continuous operation and force users to use spreadsheets and email in an attempt to alleviate software deficiencies.

Timely and reliable information is hard to build from scattered data, so decisions are made upon best guesstimates.

The solution was to create a truly systemic, continuously available and totally adaptive enterprise software, capable of solving the needs of any company without writing one single line of code. We were told “this is impossible” and we remembered Henry Ford used to say “nothing is impossible, just no one has done it yet”. So, we took the challenge.
Our research and development efforts led us to create a new paradigm in the world of enterprise software, the Enterprise Operating System (EOS) platform, created to improve productivity, increase profitability, and enhance wellbeing in your organisation and your team.

Our focus was the operation. We observed thousands of users doing their everyday work and documented which tasks were the same through every company, which were the variations, and, most important, which ways of doing things really made the difference between one organisation and another. We identified how we could help to improve their work and designed the technology to maximise their performance.

The key is the process. Every organisation is built around business processes and every process is built by individual interconnected transactions. Our most important goal is to allow every user to do every transaction at any time from anywhere directly on LOVIS EOS. This way, the data that reflects the event is created when the event is happening and by the person who knows exactly what is going on.

This required the development of an easy to use, fully configurable, continuously available, transactional and systemic enterprise software, able to reflect organisational reality in real-time and to evolve with your organisation.

**Operational Disruption**

“One of the greatest costs and risks for any digital transformation is operational disruption after go-live. This metric had the highest degree of consistency over the 1,000+ digital transformations studied.

Being unable to ship product or close the books are the two most common operational disruptions. This metric does not include other disruptions as employee frustration or short-term inefficiencies.

Of all companies in the study, 51% to 54% experienced a material operational disruption at go live. The duration of disruptions varied from a few weeks to several months. The costs of these disruptions increased the initial cost of the implementation from 50% to 300% of the cost to implement the transformation.

The software and integrator selected made very little difference on time and cost variations, and operational disruption.”

*The 2019 Digital Transformation, HCM and ERP Report, Third Stage Consulting Group*
Adaptive, Fast to Implement
LOVIS EOS supports all the variations of every business process your organisation needs from the beginning. It is customised, using specific business parameters, in a matter of weeks and implemented in a few months, on-time and within budget. There is no operational disruption at go-live and it easily adapts to future challenges.

Integrated, Certain
LOVIS EOS is integrated and in real-time, so everything your team does, creates detail and aggregate data on the spot. Your organisation has timely and reliable information that reflects the reality, hence the best decisions are made.

Easy to Use, Collaborative
LOVIS EOS considers both the person and the team. Every task is preconfigured to minimise human effort and maximise data quality. Assigning new roles and profiles is fast and easy, automatically updating data access and workflow, improving security, communication and collaboration.

Continuous, Reliable
LOVIS EOS runs continuously, since we have eliminated the need for monthly closing procedures and infrastructure maintenance tasks with their corresponding disruptions, helping your organisation to run smoothly and flow into success.

Transactional, Real-time
Every transaction is created using business terms. Everyone understands what is going on and instantly obtains real-time actionable data at any level of detail. All transactions are converted into their accounting equivalents, delivering up-to-date operational and financial reports and statements.
Available, Secure
LOVIS EOS is native to the cloud. Annually available 24/7 at 99.9%+, accessible from any device, anywhere and military-grade secure. You only need a PC, Mac, tablet or smartphone and a connection to Internet. We built it and we run it for you, so you can be more agile than your competitors.

Process Based, Evolutive
LOVIS EOS evolves with you, being ready to fulfil your present and future requirements. Every time we find a new variation to any process, we incorporate it into LOVIS EOS, allowing all our customers to benefit from our continuous improvement.

Powerful, Actionable
LOVIS EOS includes hundreds of queries, reports and BI tools. End-users can instantly customise and run them, or create their own in an easy, yet powerful way. When you ask politely, LOVIS Assistant will tell you how your organisation is currently performing, leaving your competitors speechless.

Productive, Profitable
With up to 5 to 1 long-term increase in productivity and 2 to 1 annual return over investment, LOVIS EOS enables the members of your team to get the job done without the frustration generated by disarticulated enterprise software that relies on spreadsheets and email. LOVIS EOS is the solution you and your team have been looking for.

Fair, Transparent
Our simultaneous sessions pricing schemes, available for small, medium, large and global enterprises, are fair, clear and transparent, so no surprises. We put in everything you need, you bring your Internet connected device, that’s it.
The Scope

LOVIS EOS is the nervous system that connects all the functions of your organisation in real-time.

Simplicity

Simplicity is the mantra of LOVIS EOS. Your business has its natural complexities and our mission is to make them as simple as possible, keeping your essence and improving your value.

Your business processes will run on a flexible digital-human kanban, built on the experience of our customers and the knowledge of our team.

Every point of interaction with LOVIS EOS User Interface (UI) is designed to simplify the User Experience (UX), maximise productivity and create reliable data in real-time.

Multi-currency, multi-language and multi-country are built into the DNA of LOVIS EOS. Its simplified configuration and operation relies on highly configurable universal entities and universal items.

Workflow and Security

Workflow is the backbone of LOVIS EOS. All the major key business processes that your organisation needs, including their sub-processes and variations, are already supported.

Starting with triggering transactions like orders, requisitions, expenses, bills and cash advances, the corresponding member of your team knows what step comes next and completes it with a few clicks, including eSignature verification when required, making the business process flow.

Each transaction happens in LOVIS EOS at the moment its correlated event is happening. Every step can be reversed with a click, provided security clearances allow it, letting users to correct mistakes and build clean data.

Simplicity is the Mantra of LOVIS EOS

With functional and geographical roles, it is easy to build the specific profile for each user in a matter of minutes. Additional roles per groups of entities and types of items allow a more comprehensive security. You will also be able to create profiles per vendor and customer to give them secure access to your LOVIS EOS and build a more efficient extended value chain.

Supply Chain

Supply chain is the core of your organisation, and LOVIS EOS gives it the strength you need. It is built to support procurement, inventory, manufacturing, transformation, maintenance, sales and distribution of products, components, ingredients, derivatives, services and fixed assets.

It supports all the variations of procurement-to-pay and sale-to-collect you need, in an integrated, streamlined and flexible way.

Finance

Finance is the oxygen of your organisation and LOVIS EOS takes great care of it. Developed to support billing, receivables, expenses, payables, treasury, investments and banks.

It directly receives the financial transactions that reflect corresponding supply chain events. It maximises organisational flow while keeping strict control, facilitates operational and financial audits and builds reliable information.

Accounting

Accounting is the common language for stakeholders and LOVIS EOS builds it for you. Created to supply financial reports that reflect organisational reality to the board, shareholders, investors, creditors, government and public, when applicable.

Every transaction is fully translated into its accounting equivalent with a highly customisable, yet easy to configure 3D chart of accounts. LOVIS EOS supports project accounting and financial statements for business lines, business centres and divisions every morning. Consolidated national, regional and global financial statements are available when required.
**Integration**

Integration is the networking of LOVIS EOS. It connects with B2B and B2C e-commerce portals, CRM, ERP, POS, BI, Analytics, Billing, and any other application you need to run your business.

Your IT team can work with ours to get the best of our APIs (Application Programming Interfaces) and DMZs (Demilitarised Zones).

**Business Intelligence and Reporting**

BI is the brain of LOVIS EOS. Constructed to give you and your team access to dynamic analytics, powerful reports, and sophisticated queries to make the right decisions, measure your performance and report your results.

According to their security profile, users can run and customise the prebuilt set of available BI tools, and create their own in an easy and powerful way.

**LOVIS Assistant**

LOVIS Assistant is the voice of LOVIS EOS. Developed to deliver the most valuable insight on your organisational performance.

Just ask and LOVIS Assistant will answer with reliable data that reflects the reality of your organisation in real-time.

**EOS Ecosystem**

“Once EOS is adopted in the industry, a foreseen ecosystem would be developed in consequence to provide varieties of enterprise applications compatible to EOS, just like what happened with Apple’s ecosystem to IOS and Google’s one to Android.”

Youssef, Zacharewicz & Chen  
Bordeaux University, IEEE 2016, Paris
Business Solutions

**Procurement**

Centralised and distributed domestic and imports purchase orders in multiple currencies, including raw materials, finished goods, consumables, spare parts, services and fixed assets, among others, with bulk tolerances. Per vendor SKU, description, unit and price conversion for each corresponding item, as well as tariff codes, import duties and expenses estimations. Automatic payables generation and related expenses absorption for correct valuation and costing. Vendor service evaluation, total cost of engagement analysis, and collaborative B2B e-commerce. Limitless price lists in multiple currencies tagged per item, vendor, and chain with timespan and volume levels. Budget sufficiency validation and comparative evaluation.

**Inventory**

Highly reliable ten layer online and real-time information on optimised inventories over multiple storage facilities with geo-located fixed and variable positions. Reception, delivery and consumption movements with returns, as well as transfers between storage facilities. Fully traceable imports, lots, serial numbers, expiry dates, quarantine, quality, consignment and fixed assets. FIFO, LIFO and FEFO. Daily cyclic inventories and automatic returns valuation.

**Manufacturing and operations**


**Distribution**

Centralised and distributed domestic and exports sales orders in multiple currencies, including raw materials, finished goods, consumables, spare parts, services and fixed assets, among others, with bulk tolerances. Per client SKU, description, unit and price conversion for each item. Automated billing and receivables generation. Route programming, client service evaluation and credit analysis. Collaborative B2B and integrated operating CRM.

**Sales**

Limitless price lists in multiple currencies tagged per item, client, and chain with timespan and volume levels. Seven level discount structure crossed by types of items and groups of clients. Percentage or quantity offers tagged per item, client, and chain with timespan and volume levels. Sales quotations for items, products and projects. Commission structure per item and client for groups of salespersons. Real-time multiple e-commerce portals integration.
Management
Travel and offices expenses with smart advance payment management. Consumables and fixed assets inventory with centre and line automated accounting. Automated 3D expense apportion with active and comparative budget assignation and control at all levels and its combinations. Automated recurring financial transactions generation. Fully automated and supply chain integrated fixed assets cycle, with automated depreciation accounting per centre, line and project. Integrated image and document store.

Finance and Treasury
Fluid and controlled distributed financial operation with precise multiple currencies receivables, banks, credits, payables and investments with automated valuation. Client credit analysis. Cash flow programming to optimise liquidity with automated deposits and payments generation and e-banking. Smart deductible and non-deductible expenses. VAT, sales, regional, special taxes and withholding calculation.

Accounting
Fully automated accounting generation with cash flow/invoiced based VAT and exchange rate gains and losses. Initiate any new period from day one without having closed the previous one. 3D accounting structure by Account, Business Centre and Business Line with simultaneous Calendar and Fiscal years. Active (restrictive) and comparative budget control. Financial Statements every morning, consolidated, per company, centre, line and project at any levels and combinations, in any currency, any language and any set of accounting principles. VAT, Corporate and other Tax preparation reports.

Business Intelligence and Reporting
DynaQube is our end-user, integrated hypercubes, BI tools, KPIs, reports and queries generator. Eliminates the hassle of data-warehouses and heavy IT processes. Online and on real-time, reliable, operational, tactic and strategic information to make better decisions. Hundreds of tools ready to be used with dozens of variations each, and more to be created by the user. It is the support for LOVIS Assistant.

Workflow and Security
Centralised, integrated online and on real-time hierarchical workflow linked to security profiles and roles. Every member of your organisation knows at all times which transactions are due process by them and the people under their responsibility, and can access any of those transactions at one mouse-click. Data access clearances are automatically updated according to security profile and role definitions.
Value Proposition

Let’s work together with our consultancy business partners to understand the problem you need to solve, its implications, causes and consequences. Our team will show you how LOVIS EOS solves it, running live, and the results you will achieve once LOVIS EOS is implemented in your organisation.

Diagnostic

What worries you? What keeps you awake at night? What are the issues your current enterprise software cannot solve? You and your team will be listened to. The problem and its cause will become clear. Every problem has a solution. Once the cause is found, the solution is within reach.

Every problem also has implications and consequences, some shallow, some deep, some evident, some not. Our job is to navigate with you and find the profound and unnoticeable implications and their impact. Once the problem is solved, the negative consequences disappear, and value is created for your business.

Proof of Concept

We will build a solution for you, whether it is a single beginning-to-end process, a suite of processes or a complete implementation. In a few weeks, you will see how LOVIS EOS fulfils your needs and solves your problems, in a way no other enterprise software will.

This is not a demonstration, it’s the real thing. Let’s walk through your processes configured on LOVIS EOS using your data, so you are certain. You will see its power and flexibility. Nothing like you have seen before.

Then you can ask our existing clients about their experience during implementation and go-live. Let them tell you about our platform’s flexibility, evolution, new version deployments, everyday performance and 24/7 availability. Some have relied on us for over a decade.

Cut Time and Effort by Half

Project

Business process consultancy is the key to a successful LOVIS EOS implementation.

All our projects start by building your custom set of Next Practices, which combine tried and true operational practices, your hard-earned competitive advantages and the innovative ones that are only possible with LOVIS EOS. You do not have to spend additional resources to get your processes in place, and everything will properly fit together. No justifications.

The consultancy business partner of your choice will structure a project, estimate the reduction in time and effort, and calculate the investment with its expected return. It’s easier to reach your goal when you know where you are going.
Fair Price

Our Simultaneous Session pricing scheme is fair, clear and transparent, no surprises. Everything you need to run LOVIS EOS 24/7 at 99.9%+ availability is included. You just need to bring your own internet connected device.

You can create an individual access, security and workflow account for each person in your organisation, as well as those providers and customers you want to include in your extended supply chain. No one will have to share their account ever, and you do not have to pay more.

Based on volume, usage and expected concurrency, we help you set the maximum number of simultaneous sessions you require. You pay the Activation Fee and the Monthly Rent per Simultaneous Session. That’s it.

Implementation

Deploy the solution within six months. We will work with the consultancy firm responsible for the project, change management, development of your next practices and ensure that everything runs properly. LOVIS will take care of the platform configuration, guide the data preparation and connect the APIs.

Together, we will support you and your team at go-live and during the initial operating period, so there are no operational disruptions at all, and everything runs smoothly.

Benefits

You will cut the time and effort required to operate your organisation at least by half, by eliminating reworks, reducing errors, creating reliable information in real-time, making the right decisions and regaining control of your business.

You will obtain a minimum 2:1 ROI by reducing costs and expenses while increasing sales.

LOVIS EOS will become your organisation’s nervous system. You and your team will focus in running your business.

Place yourself ahead of your competitors and achieve the high performance you deserve.

“Happy to have a powerful platform that is flexible to all changes (sometimes radical ones) in our organisation. LOVIS has adapted fully to the DNA of ZX Ventures in which innovation and solutions to complex needs are fundamental without losing control.”

Narda Hernandez, Comptroller, ZX Ventures, ABInBev Innovation and Growth Group
Our Promise

Implement LOVIS EOS within six months. Operate your organisation 24/7 @ 99.9%+ on the cloud. Access reliable information in real-time. Reduce the total effort to run your business by half. Obtain a 2:1 ROI.

Give us a need your current enterprise software cannot satisfy and, in a few weeks, we will show you how LOVIS EOS solves it.

Use Cases

- AB InBev
  - Largest brewing company
  - Merchandising and e-commerce operation

- Kores
  - Office Supplies Manufacturer
  - Full Implementation

- Hollingsworth & Vose
  - Filter Paper Manufacturer
  - Full Implementation

- Sun Chemical
  - Inks and Pigments Manufacturer
  - Financial Operation

- Bally Sargent
  - Automotive and Aerospace Manufacturer
  - Full Implementation

- Tecno
  - Leader Private University in Latin-American

- Sabre
  - Global Travel Technology Provider
  - Financial Operation

- Global Beverages Logistics
  - Full Implementation

- Global Minerals Technology Provider
  - Financial Operation

- Global Bevlogistics
  - Full Implementation

- Global Beverages
  - Full Implementation

- Largest social welfare organisation in Latin America
  - Treasury Operation

- Leader Private University in Latin-American
  - Full Implementation

Annual ROI of 2:1 starting Year 2
LOVIS is the creator of the Enterprise Operating System (EOS).

Our mission is to provide powerful and simple solutions to complex enterprise problems through LOVIS EOS, the integrated, secure and reliable enterprise software platform on the cloud that is adaptive, easy to use and fast to implement. LOVIS EOS saves money, recovers time and makes people happy.

We enable businesses to see where they are and reach where they want to go.

“What most companies need instead [of the traditional ERPs] are flexible systems that allow them to respond rapidly to customer needs and new opportunities in an increasingly competitive environment.”

*Rethinking Your ERP Strategy to Gain Digital Competitive Advantage*
*Florian Braun, Berry Diepeveen and Henrik Östhed*
*Bain & Company, 2019*
Enterprise Software
Created for Humans