

# SOFTWARE FACTORY LIMITED

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## Company Profile

**AUGUST 2009**

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## 1. LETTER OF INTRODUCTION

Tuesday, 04 August 2009

**Dear Reader & Executive,**

I hope that this company brochure will help you learn a little bit more about us.

**Software Factory™** is a young and exciting software development company located at the University of the South Pacific ICT Park in Suva, Fiji. Over the past 9 years we have positively impacted the operations of over 28 major corporations and financial institutions in Fiji, Marshal Islands, Samoa, Tuvalu, Niue, Kiribati and Vanuatu.

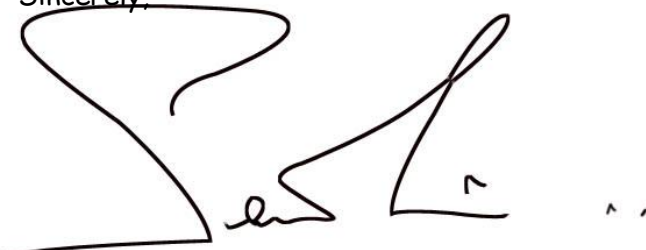
Here at Software Factory, not only do we value our relationship with our clients, we also try our best to make working with clients a pleasant and enjoyable experience. And you can be rest assured that we are going to be around for a very long time to come. Our operations began in February 2001 and this is our 9th year running.

So many people have asked us about Software Factory and what we are all about, and what do we actually do? The answer is simple. Our day-to-day work revolves around our mission, and that is to be successful in transforming private and public organisations into effective and highly viable operations by employing new ways to deliver their services and delight their clients through the use of new methods, and new technologies. Our talents are in designing and development of computerised business solutions, and our strengths lie in our ability to integrate core business systems into any accounting systems.

We are committed to our beautiful Pacific, its people and the future of our regional software development industry. Even with all of its struggles and imperfections, we believe that our Pacific is still the best place to be in the whole world.

We hope that this brochure will enable you to gain an insight into the people behind our company, Software Factory, and what we do best. One of my interests is meeting new people so please call me directly on my mobile (+679) 921-6765 or email me. I will be very happy to talk to you.

Sincerely,

A handwritten signature in black ink, appearing to read 'Semi Tukana', with a large, stylized initial 'S' and a flourish extending to the right.

Semi Tukana  
Company Founder and Executive Director

## **2. OUR VISION, MISSION, VALUES, TALENTS & SKILLS**

### **OUR VISION**

“delight them”

### **OUR MISSION**

“to be successful in transforming private corporations and public organisations into effective and highly viable and profitable operations by employing new ways to deliver their services and delighting their clients through the use of new methods, and new technologies”

### **OUR VALUE STATEMENT**

“we are committed to our beautiful Pacific, its people and the future of our regional software development industry. Even with all of its struggles and imperfections, we believe that our Pacific is still the best place to be in the whole wide world”

### **OUR TALENTS & SKILLS**

“our talents are in the area of design and development of computerised business solutions, and our strengths lie in our ability to integrate core business systems into any accounting system”

### 3. EXECUTIVE SUMMARY

Software Factory's core competence is business systems analysis, software design, software development, software implementation and IT Support Services.

**Software Factory Limited is a young and exciting technology-based business located at the University of the South Pacific's ICT Park in Suva, Fiji. It is a factory made up of a group of dedicated, loyal, and committed young and qualified software developers who simply love to do software design and software development.**

Our company is now in its 9<sup>th</sup> year running. We became a company on the 27<sup>th</sup> February 2001 and we are continuing to grow into a stable and sustainable operation, and we are on course to meeting our company's year 2020 mission.

Our year 2020 mission is to build a five pronged Core Business Financial Application Suite comprising; **BankSoft™**, **TrustSoft™**, **SuperSoft™**, **LandSoft™**, and **StudentSoft™**.

Software Factory Limited is an established and increasingly successful and leading Fiji based private software development company. We have an increasing client base and resource pool, and we should be able to provide you with a strategic partner for the ongoing development of software solutions and system maintenance to meet your current and future needs. Within a period of eight (8) years since incorporation our company has gained 24 clients within Fiji and the South Pacific.

In November 2004, Software Factory Limited and **Infor Technologies Limited (formerly SSA Global Technologies Limited)** signed a formal partnership agreement for Fiji and the South Pacific region. In February 2005 our partnership was awarded the contract to deliver and implement the Financial Management Information System throughout the Fiji Government's 54 Departments and 27 Ministries. This contract reflects Government's faith in Infor Technologies and Software Factory Limited.

Also in November 2004, Software Factory Limited became a **Microsoft ISV Partner** under their Empower Program enabling us to have access to Microsoft's suite of products, development platforms, and also to MS products in beta versions.

We have developed over 13 software applications for our clients over the period of nine (9) years.

Our very first client was the Fiji Development Bank where we developed a Banking System called the Loans Management System. This system is still running all of the operations at the FDB. This product has been so successful that it is now running at 13 other financial institutions in Fiji, and other South Pacific Islands.

We currently provide IT Outsourcing services to the Asset Management Bank, National Micro Finance Unit, and the Fijian Teachers Association. In addition we provide remote-site support to the Development Bank of Samoa, Samoa Housing Corporation, and the Samoa Land Corporation, the Tuvalu Development Bank, Tuvalu National Provident Fund, Niue Development Bank, Kiribati Provident Fund, and the Vanuatu Agriculture Development Bank.

In terms of software design and software development in Fiji and the South Pacific Region, Software Factory Limited has the most number of experienced software developers specializing in the world's most popular enterprise-wide software development platform of .Net, and C# for the client end and the Microsoft SQL Server RDBMS engine at the back end. We have a total of 7 full time software developers at our factory, 1 at our branch in Samoa, 1 Graphics Analyst, 3 Financial Systems Consultants, and four (4) specialist partners in Sydney, Canberra and Wellington.

To ensure that we are on par with world's best practices in Software Development, we have standardised our development on the Microsoft .net framework v2. We commit a lot of our time and resources in getting our developers to learn this development framework. The .Net Framework has cut our development time by 40%, a major savings for our team. Consequently, these savings will be passed down to our customers.

Software Factory Limited is a boutique software development house for Enterprise wide application systems. Our Software Development Team possesses extensive experience in financial applications and is fully familiar with the Reserve Bank guidelines on Debtors Provisioning and Loan Classification for Impaired Assets. Our team has a very high work rate and a track record for delivering applications on-time and on-budget.

Software Factory Limited strongly believes that it has the experience and resources to provide software design, development and implementation services to any private company or Government institutions.

Our systems are developed locally and our support is within reach from any location within Fiji. Other Melanesian and Micronesian islands are now accessible over a one-hop flight from Nadi Airport, and likewise our Polynesian islands are within reach from our Apia Branch.

### **Other Software & Support Services**

Other services that we offer you are:

- **Software Design & Development Services** to cover the design, development, systems & user acceptance testing, user training, and documentation of any systems that your operation need.
- **Software Implementation Services** to cover all aspects of system implementation including project management, technical assistance, training, and assistance with future enhancements to plug in other facilities that may arise.
- **Software Support, Maintenance and Post Implementation Support** to include software upgrades and enhancements, telephone support and ongoing account management. IT Outsourcing function can also be provided by Software Factory.
- **IT Consulting Services** to cover the review of your company's current IT systems, and the development of an IT Strategic Plan.

## 4. MAJOR PRODUCTS PROFILES, TESTIMONIALS AND FEATURES

### 4.1. **BANKSOFT™** LMS VERSION – LOANS & SAVINGS MGMT SYSTEM

Software Factory is a proven Banking System solution provider with our locally developed Banking software (Loans & Savings Management System) in operation at a number of government, semi-government and commercial Banks in Fiji and very recently to the region. The Banking software took 2 years to develop with a 5-member development team.

The Loans & Savings Management System software has now been successfully implemented at the following Financial Institutions:

- (i) Fiji Development Bank (Fiji)
- (i) Fiji National Microfinance (Fiji)
- (ii) Asset Management Bank (Fiji)
- (iii) Development Bank of Tuvalu (Tuvalu)
- (iv) Niue Development Bank (Niue)
- (v) Development Bank of Samoa (Samoa)
- (vi) Samoa Housing Corporation (Samoa)
- (vii) Fiji National Provident Fund (Fiji)
- (viii) Samoa Lands Corporation (Samoa)
- (ix) Fijian Teachers Association Social Welfare (Fiji)
- (x) Fijian Affairs Board Staff Welfare Fund (Fiji)
- (xi) Vanuatu Agriculture Development Bank (Vanuatu)

#### Testimonials:

Mr. Maika Namudu, General Secretary Fijian Teachers Association,

*“In March 2006 Software Factory was awarded the tender to implement the Credit Finance System (a variation to their proven Loans Management System). They were selected purely on the basis of their successful track record. The new Credit Finance System has transformed our operation and our association. Our members have never been so happy like this before. The new system has integrated all three of our major entities, the FTA Main, FTA Housing, and FTA Welfare Society. Members can get very accurate statements on demand from any of the staff of the FTA. And for the first time in the history of the FTA we are able to get audited Financial Accounts. We are now able to focus on our core operation and that is the welfare of our members. Very soon we will implement the web on-line access to our members and that will enable our members to get their statements on-line from anywhere in Fiji. We are delighted when we see our members happy. In the past decade we had tried a number of IT companies to computerise our system. None succeeded. We are happy with Software Factory’s vast experience and ability to understand our operation and the competence to translate transactions right down to the Accounting System. The computerisation of the FTA is another feather on their cap.”*

Fuimaono Falefa Lima, CEO Development Bank of Samoa,

*“In February 2004 we commissioned Software Factory Limited to come and implement the new Loans Management System. The implementation went so smooth that within 4 months of starting work we went live. We are now able to offer new products to our clients due to the flexibility of the system. The software’s ability to Integrate to our accounting system directly has minimised the risk of errors creeping into our system. One of the first visible benefits we realised was when we started offering our clients interest rebates for loans that were paid-off early. This interest rebates was received well by our customers. Our customers are happy to be receiving their statements when they ask for it. Accurate financial records and executive information has enabled the Bank to clearly chart its way forward.”*

**Key Features of BankSoft™:**

- Customer details
- Account details
- Calculates interest on both Reducing Balance & Flat Interest
- Loans on Mortgage, Motor Vehicle, Commercial, Agricultural etc.
- Lease Financing
- Multiple Repayment Schedule
- Multiple Interest rate Schedule
- Effective Arrears Management
- Account Statements on Demand
- 160 Reports – Ready-made
- Diary Notes
- Settlement Tabs for mid-stream settlement
- Legal documentation templates
- Executive Information System
- Proven Financial Integrity
- Easy to use
- Scalable – from 150 clients to 150,000 clients
- Integrated directly to your existing Accounting System
- Complies to internationally acceptable provision guidelines for impaired assets
- 
- For Staff Associations: Keeps track of all Member Accounts – Membership Subscription, Loans, Savings
- 
- For Credit Unions: Keeps track of all Member Accounts – Savings (Shares), Loans, Dividend Accumulator based on interest and fees charged on reducing balance on Loans Account
- Multi branch
- Security – User Authentication
- Cheque Printing
- Audit Trails

## **BankSoft™ 2010 – Introducing The Future**

New features of the BankSoft™ 2010 will be radically different from the current BankSoft LMS version (v1). It will be developed on the Microsoft's latest development platform of Visual Studio 2010 and accessing the revolutionary successful MS SQL 2008 database engine.

***New features*** will include:

- Configurable Term Deposit suite
- Configurable Savings suite
- Support for Internationally accepted Credit & Debit Cards
- Support for Private Credit & Debit Cards
- Interface to Third Party Hosts for ATMs, EFTPOS
- Interface to Secured Internet Payment Systems
- Financial Transactions are all Event based instead of Transaction based
- On-line Real Time Executive Information System (EIS)
- Independent Distributed systems for Branch Networks

BankSoft™ 2010 first release will be available in the last quarter of 2010.

### **Prospective Customers for BankSoft™:**

BankSoft™ is well suited for Loans & Savings Societies, Home Finance, Staff Associations, Credit Unions, Provident Funds, Welfare Societies, Retirement Funds Board, and MicroFinance.

### **Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Semi

Subject: *BankSoft Enquiry – Attention: Semi*

#### **4.2. SUPERSOFT™ FMS VERSION – SUPERANNUATION FUNDS MANAGEMENT SYSTEM**

Software Factory has developed a proven Super Fund Management System solution called SuperSoft™, and is implemented at two of the Provident Funds in the region.

The SuperSoft™ FMS version has now been successfully implemented at the following Provident Funds:

- (i) Tuvalu National Provident Fund (Tuvalu)
- (ii) Kiribati Provident Fund (Kiribati)

#### **Key Features of SuperSoft™:**

- Customer details
- Account details
- Member
  - Normal
  - Voluntary
- Employer
- Financial Transactions Data Entry
  - Receipting
  - Member Withdrawal Payments
  - Journal Adjustments
  - Financial Reports
  - On-line Contribution Distribution
- Annual Interest Run
- Loans
- GL Interface for Accounting System (MYOB)
- Reports
  - Operations
  - Management
  - Daily/Monthly
- Effective Arrears Notices to Employers
- Print Account Statements on Demand
- Reports – Ready-made
- Proven Financial Integrity
- Easy to use
- Scalable – from 150 clients to 150,000 clients
- Complies to internationally acceptable provision guidelines for impaired assets
- Keeps track of all Member Accounts – Contributions, Loans, Dividend Accumulator based on reducing balance of Contributions Account
- Multi branch
- Security – User Authentication
- Cheque Printing
- Audit Trails

**Prospective Customers for SuperSoft™:**

SuperSoft™ is well suited for Provident Funds and Superannuation Funds.

**Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Semi

Subject: *SuperSoft™ Enquiry – Attention: Semi*

### 4.3. TRUSTSOFT™ – TRUST ESTATES MANAGEMENT SYSTEM

Software Factory has a proven Trust Estate Management Information System solution locally developed called TrustSoft™ in operation at the largest Trustee Corporation in Fiji. The TrustSoft™ software took 14 months to develop with a 4-member development team.

The **TrustSoft™** software is now been implemented at:

- (i) Fiji Public Trustee Corporation Limited (Fiji)

#### Testimonials:

Mr. Lenaitasi Korodrau, CEO Fiji Public Trustee Corporation Limited,

*“.. In 2006 we awarded Software Factory the tender to design and develop a totally new software that will allow us to effectively and accurately manage the Trust Estates for the Deceased and its Beneficiaries. The result of this development was the TrustSoft software. The new TrustSoft software has enabled the FPTCL to effectively track the level of its Trust funds and the accurate allocation of Trust Monies to related Beneficiaries. TrustSoft is very easy to use and our staff needed very little training to use and master the software. The software has also enabled FPTCL to produce for the first time an audited annual accounts. “*

#### Features:

- Deceased or Living details
- Estate details
- Beneficiary details
- Property details
- Tracks type of Estate – Estate, Trust, FNPF
- Tracks type of Trust – Cash, Non-Cash, FNPF, Advance
- Separate Financials for Trust Estate and Trustee Corporation
- Financial transactions are posted via Events
- Events dictate the transactions generated by the system
- Transactions are posted to the subsidiary ledgers as well as the general ledgers
- Easy Reversal of transactions posted under a reference number
- Keeps track of Trust Cash invested
- Distributes the declared dividend to Trust Cash Accounts
- Segregation of duties is supported
- Facility to generate a standard Personal Will
- File Movement Tracker
- Account Statements on Demand
- 30 Reports – Ready-made
- Diary Notes
- Settlement Tabs for mid-stream settlement
- Proven Financial Integrity
- Easy to use
- Scalable – from 150 clients to 150,000 clients
- Integrated directly to your existing Accounting System

- Multi branch
- Security – User Authentication
- Cheque Printing
- Audit Trails

**Prospective Customers for TrustSoft™:**

TrustSoft™ is well suited for Public Trustee organisations that are administering Trust Estates for the Deceased and for the Living, and for Accounting Firms and Law Firms who are administering Estates for the Deceased. Also applicable to Unit Trust Corporations.

**Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Peni

Subject: *TrustSoft Enquiry – Attention: Peni*

#### 4.4. STUDENTSOFT™ – UNIVERSITY STUDENT ADMINISTRATION SYSTEM

Software Factory is a proven solution provider with our locally developed University Students Administration System (USAS) also known as StudentSoft. The StudentSoft software is in operation at Fiji's leading Medical training institution. StudentSoft took 1.5 years to develop with a 3-member development team.

The **StudentSoft™** software has now been successfully implemented at the following Medical Training Institution:

- (i) Fiji School of Medicine (Fiji)

##### Testimonials:

Dr. Apenisa Ratu, Registrar FSM,

*"..Our new StudentSoft has lifted our level of service to our medical students to international standard. The students are happy with the accuracy of their statements and academic records, our Academic staff are happy with academic records and class information at their fingertips, and our Finance Staff are happy with the automatic posting of transactions from StudentSoft to Sun System..."*

Mrs Leba Tikoduadua, Director Corp Services FSM,

*".. The introduction of the new StudentSoft and its seamless integration to our Accounting System has enabled us to produce for the first time an Audited Account."*

Mr. Onisimo Pasikali, Manager ICT FSM,

*".. Using the latest technology platform, the new StudentSoft and StudentSoft On-line has enabled medical students to log in through the internet and check their grades and financial information. It has also enabled Students to enrol on-line from any where in the world. All of these benefits were made possible by a local software company. The ability of Software factory to listen to the needs of the various Departments of FSM, and coupled with their competence to translate these requirements into a computerised business solution, and their experience in data migration and financials has made the computerisation of the FSM extremely successful. The system is very stable and requires very little support from Software Factory. Together, we are continuing to build additional modules into StudentSoft, making it one of the most extensive university student administration systems available here in Fiji and the South Pacific."*

##### Features:

- **Pre-Enrolment Module**
  - Insertion of Applicant Personal and Education Details
  - Auto rating of students according to marks
  - Selection and conversion into Students
  
- **Enrolment/ Account Module**

- Enrolment of Students – Students are enrolled in Programs and Courses
- Invoicing – Invoicing is done according to Program/Course Fee Structure
- Academic Holds – Students can be put on Academic Hold for various reasons
- Automatic Finance Holds – Finance Holds is automated when fees are overdue
- Account Maintenance – feature to change/update student account particulars
- Transaction Movement and Account Statement for all Students/Sponsors.
- Students with Holds can not enrol , obtain results or graduate
  
- **Financial Module**
  - All financials (Receipts, Payments, Journals) relating to Students/Sponsors
  - Real Time Processing of Transactions
  - Easy Integration with Sun Systems General Ledger
  - Transactions reconciled at the end of day.
  - Secure Transaction processing – all the transactions are logged together with the Date/Time and name of the Officer.
  
- **Course Catalogue Module**
  - Maintenance of Programs
  - Maintenance of Courses
  - Maintenance of Program Courses – The courses that need to be completed in order to complete the Program
  - Fees Structure – maintenance on Fees based on Program and Year Level.
  - Course Offer – Students can only enrol in the Courses that are offered in any year or semester. This will get rid of incorrect enrolments.
  - Academic Office will allocate Conveners/Coordinators to each Course Offer.
  
- **Course Assessment Module**
  - Course Conveners will enter Assessment details for each course they are convening
  - Course Coordinators will enter Remarks after the system has graded the students
  - There are cut-off date for entering of marks and remarks
  - Entering of marks/remarks is secured – one can enter details for only the Course they are Convening/Coordinating
  - Grading is Automatic and is done by the System
  
- **Reports Module**
  - Financial Reports – Transaction Listing, Outstanding Balances, General Ledger Interface Reports, Ageing of Student Debtors
  - Academic Reports – Class Listings, Application Listings, Result Notices, Academic Transcripts, Enrolments Forms etc
  
- **Student On-line Access on the internet**
  - Continuing Students select courses on-line
  - Academic Counsellors approve/decline request on-line
  - Automatic Invoicing
  - Automatic sending of emails to both Students and Conveners
  - Student Grades available on line

- **General features**

- Integrated System – Keeps Students Academic and Financial data in one system
- Semi Automatic generation of invoices – finance officers do not need to enter the amount to be charged, it is picked from the Fees Schedule
- Automatic Holds – Students will not be able to enrol, obtain results or graduate if they have dues. Finance Holds are automatic
- Students will not be able to avoid fees – they will have to complete the enrolment process for their name to appear in the Class List and then only they will be allocated Grades
- Highly Secure System – users can only perform the tasks according to their Job Descriptions. It is a role based system, whereby users can only perform tasks permitted by their roles
- Segregation of duties is supported
- Account Statements on Demand
- 30 Reports – Ready-made
- Proven Financial Integrity
- Easy to uses
- Scalable – from 150 students to 150,000 students
- Integrated directly to your existing Accounting System
- Multi branch
- Security – User Authentication
- Audit Trails

**Prospective Customers for StudentSoft™:**

**StudentSoft™** is well suited for smaller Universities and PolyTech Institutions.

**Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Parmesh

Subject: *StudentSoft Enquiry – Attention: Parmesh*

#### 4.5. LANDSOFT™ – LAND LEASE ADMINISTRATION SYSTEM

**LandSoft™** is a new system that is currently being developed and implemented at the Native Land Trust Board. The NLTB is the biggest land administrator and trustee of all customary land in Fiji, being trustee to 90% of the total land area in Fiji. It was designed specifically to cater for the proper management of Land & Resources and accurate accounting of transactions from Tenants and clear and transparent distribution of royalties to the Landowners.

**LandSoft™** is developed for organisations such as the:

- (i) Native & Customary Land Administrators (PNG, Fiji, Samoa and other Pacific Island Countries)

Native and Customary land in PNG, Fiji, Samoa and other South Pacific Islands are kept under Trust by a Government department like Land Trust Administration. These land are leased under various categories, and these are namely; Agricultural, Residential, Tourism, Commercial, Manufacturing, Public Infrastructure, Communication, Minerals, Water, Fishing, Gravel and Timber.

When Tenants, Logging, or Mining Companies make payments on a lease the Land Trust Administration distributes the money received to the respective Land Owning Units (Landowners).

**Hanua** in Motu (PNG), **Vanua** in Fijian, and **Fanua** in Samoan means The Land and its People.

##### **Features:**

The LandSoft™ is a fully on-line and real-time system of accounting the financial and static data and information of all Landowners (Trust Creditors), Tenants (Lease Debtors). It is fully and seamlessly integrated to any Accounting system.

The LandSoft™ is an on-line system where financial transactions such as Receipts, Payments, Journals, and File Maintenance are entered at point of source, remote or local. This point of source entry means that the Receipts, Payments, and Journals are entered, edited, and confirmed for posting from your remote branches.

The LandSoft™ system is powered by five **Decision Engines**, and these are:

1. **Transaction Code Decision Engine**
2. **GL Reference Code Decision Engine**
3. **Chart of Accounts Decision Engine**
4. **Events Decision Engine**
5. **Fees & Interest (Formula) Decision Engine**

These Decision Engines is what make the LandSoft a “smart” system.

The LandSoft™ Lease Debtors subsidiary ledger caters for all different types of Leases by Tenants such as: **Agricultural, Residential, Tourism, Commercial, Timber, Minerals, Water, Fishing, Public Infrastructure, Communication, and Manufacturing.**

The LandSoft™ Trust Creditors subsidiary ledger caters for the Landowners account. It keeps track of the different revenue streams for the Landowners Account and these are: **Lease Rentals, Premiums, Stumpage, Royalties and Compensation.**

The LandSoft™ records all details about the Customers who are the Landowners and Tenants, the Land & Resources, and the Agreement between the Tenants and Landowners for the use of the Land or the Resources endowed in the land.

In summary the LandSoft™ will make the Land Administration Authority like the Native Land Trust Board become a one stop-shop for its clients who are the Tenants and Landowners.

The **5 major classes** or entities in the LandSoft application are:

- Landowners & Land Owning Units
- Tenants, Hoteliers, Loggers & Mineral Miners
- Land & Mineral Resources
- Agreements between Landowners & Tenants
- Lease & Land Administrator and Landowners Trustee

The major facilities provided by LandSoft are the following:

- Lease Debtors
- Trust Creditors
- Integration to the Accounting System

For the users, the LandSoft is easy to learn and to use if they are already familiar with other Microsoft products.

Executives can be provided with monthly Key Performance Indicators (KPI) that enables them to put a finger on the pulse of your Land Trust Administration function and portfolio. It enhances the ability for Land Trust Administration Executives and Board directors to make informed decisions and formulate policies. The KPIs are generated from the LandSoft's data warehouse that sits on top of the production system (LandSoft™).

LandSoft™ enables the Land Trust Administration organisations to keep track of all financial transactions of every lease, licences (Tenants, Logging, Mining Company) and land owning units (Landowners).

### **Prospective Customers for LandSoft™:**

LandSoft™ is well suited for Land Trust Administration Authorities, Mining Companies, State Owned Entities, Hotel Operators that uses or administers Land/Resources and pays Royalty or Rental Fees to Landowners.

**Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Semi

Subject: *LandSoft™ Enquiry – Attention: Semi*

## 5. ACCOUNTING & FINANCIAL SYSTEM

### 5.1. MICROSOFT DYNAMICS NAVISION™

Software Factory™ has recently secured a partnership with a New Zealand company specialised and Gold Certified with competency in Microsoft Navision. It is a strong Financial solution for mid-market companies who need sophisticated financials to support their manufacturing, distribution, service management and customer based operations. Microsoft Navision's financial backbone is a multi-dimensional structure which allows companies with mixtures of operating entities and operational cost centres to exist within one database and reporting hierarchy. With its integrated development environment, Microsoft Navision allows companies to quickly adapt to changing business conditions and corporate pressures. Dynamics NAV can improve your company's performance and profitability by delivering strong functionality in Finance, Sales, Marketing, Stock Control and Manufacturing. That is why over 48,000 companies worldwide use Dynamics NAV to manage their business. Choosing the right business management solution means balancing your short- and long-term business goals with your financial resources. Microsoft Dynamics NAV helps you overcome these challenges with a business management solution that matches your business needs as well as your budget.

Our competency is also in integrating Core Business Applications to Microsoft Navision either on the basis on Real-Time or Timed Interface.

#### Features:

Microsoft Dynamics NAV is designed specifically for small to medium sized companies (2 to 200 employees) seeking one solution to help increase productivity without disrupting everyday business operations. It delivers integrated functionality to support solutions for:

- Financial Management
- Supply Chain Management
- Customer Relationship Management (CRM)
- E-Business

The fully customisable business solution is easy to modify and simple to use and maintain. With its open development environment and feature rich application areas, Microsoft Dynamics NAV makes it easy for you to speed up your decision making, so you can respond more rapidly to new competitive challenges and seize new market opportunities.

Microsoft Dynamics NAV lets you replace your existing system with a single fully integrated solution that connects everyone in your organisation to your customers, suppliers and partners.

#### Prospective Customers for Microsoft Navision™:

Microsoft Navision™ is well suited for Loans & Savings Societies, Banks, Provident Funds, Manufacturers, Retailers, Investment Holding Companies, and Universities.

#### Contact:

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Jacob

Subject: *Microsoft Navision Enquiry – Attention: Jacob*

## 5.2. MYOB™ - MIND YOUR OWN BUSINESS

Software Factory has extensive experience in installing MYOB in smaller companies and undertaking training to Accountants and Finance staff within these organisations. Complete multi-user business, payroll and time billing software that allows you to analyse your organisation in greater detail. Premier has all the business management features of [Accounting Plus](#) with the added bonus of handling transactions and accounts in multiple currencies. For medium business with up to 20 staffs.

The MYOB™ software is now been implemented at:

- (i) Fijian Teachers Association Welfare Society
- (ii) Development Bank of Tuvalu
- (iii) Samoa Land Corporation
- (iv) Tuvalu Provident Fund
- (v) Kiribati Provident Fund
- (vi) Vanuatu Agriculture Development Bank
- (vii) Fijian Affairs Board Staff Welfare Fund

### Features:

- Get Started fast
- Multi-user access with a standard 3 user access
- Operate in Foreign currency
- Integrated payroll management
- Manage sales and purchases
- Complete inventory management
- Transaction management
- Fully Trackable time billing
- Enhanced usability tools
- Advanced reporting
- Access contact information instantly
- Undo bank reconciliation
- MYOB M-Powered services- (simplifying bank reconciliation, payments, invoicing online)

### Prospective Customers for MYOB™:

MYOB™ is well suited for Loans & Savings Societies, Home Finance, Staff Associations, Credit Unions, Welfare Societies, Retirement Funds Board, and MicroFinance.

### Contact:

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)  
Attention to: Jacob  
Subject: *MYOB Enquiry – Attention: Jacob*

## 6. MINOR PRODUCTS PROFILES, TESTIMONIALS AND FEATURES

### 6.1. TRAVELSOFT™ – TRAVELS FINANCIAL MANAGEMENT SYSTEM

Software Factory has recently completed a Travel Plan Management Information System called TravelSoft™ was developed cooperatively with the travel staff of the Regional institution - the South Pacific Forum Secretariat. The TravelSoft software took 5 months to develop with a 2-member development team.

The **TravelSoft™** software is now been implemented at:

- (i) South Pacific Forum Secretariat (Regional - Fiji)

#### Features:

- Accurate calculation of per-diems
- Quick processing - from initiation of travel itinerary to finance
- Travel plans are entered on-line and the plans are sent on-line to respective managers for approvals. Approvals/Declines are done on-line.
- Travel plans can be reviewed on-line and per-recalculated
- Totally web-based and can be deployed on the internet and consultants and managers can access the travel plans and make decisions on the net without coming to the office
- Integrated to your email server and allows the system to automatically send emails with cc'ed Travel Plans in pdf format to the consultant, to the secretary and to finance
- Accountable advance are entered on-line
- Acquittal of Advances are also done on-line and sent online to Finance for either payment or refund
- Per-diems and Accountable advance are pegged on multi-currencies
- Exchange rates are updated daily and applied on the calculation of the per-diems and accountable advance
- Efficient way of claiming credit refunds for Unused Travel Coupons from Travel Agencies.
- Segregation of duties is supported
- 10 Reports – Ready-made
- Easy to use
- Scalable – from 5 frequent travellers to 300+
- Security – User Authentication

#### Prospective Customers for TravelSoft:

Corporations that have many staff and consultants who are constantly travelling abroad on duty tours. Organisation that organises and sponsors a lot of workshops and seminars that are conducted abroad or locally but participants originating from different countries.

#### Contact:

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Edwin

Subject: *TravelSoft Enquiry – Attention: Edwin*

## 6.2. **ATMSOFT™ – ASSET INTEGRITY MANAGEMENT SYSTEM**

**ATMSOFT™** is an Asset (Air Traffic Equipment) Integrity software that manages the critical air traffic equipments installed at key sites for the safe guiding of flight takeoffs and landings. The software is specialised to cater for Air Traffic systems as it keeps track of key people who are licensed and certified to maintain certain radar and signal equipments. These technicians need to keep their licenses current by going through re-trainings or by complying to a required number of hours spent on maintaining a specific equipment. **ATMSOFT** also proactively alerts respective technical units for the next scheduled maintenance dates for specific equipments.

**ATMSOFT™** was developed cooperatively with the ATM Team at Airports Fiji Limited (Fiji).

### **Features:**

- **ATM Inventory Module**

Maintains the inventory information of the different assets belonging to the airports corporation and these are Air Traffic Guiding equipments, Computer systems, Airport buildings, and Specialised rooms.

This module manages the following;

- a. The information of a particular equipment and components.
- b. Information on spare parts and types of spare parts that is used for that equipment are also kept. The maximum and minimum number of each spare parts and the number available on stock are also kept.
- c. Records all faulty modules that are sent out for repair to Suppliers.
- d. Records the Suppliers information eg. Name, Address, Contact Person, Phone Number.

- **Preventative Maintenance Module**

Store all maintenance details done on each of the equipments.

This module manages the following;

- a. Generate the maintenance schedule to be done for each equipment at the beginning of the year (1st week of the new year).
- b. Assigns technician who will attend to the maintenance work.
- c. Notifies the technicians through the email facility.
- d. Keeps track of all maintenance done in the maintenance log.
- e. Provides the availability and labour cost for each asset for one accounting period.

- **Fault Logging Module**

Stores all fault logged for every specialized equipment.

This module manages the following:

- a. Ability to assign technicians to attend to and rectify faults. (These technicians are licensed to maintain certain list of equipments and components)
- b. Once fault is being attended to, the system is updated, and once the fault is fixed then the system will require the technician to enter the procedures followed to resolve the problems and send a message to the supervisory manager. The status of the fault is then closed.

- **Technicians Certification Module**  
Stores all technicians' personal details.

This module manages the following:

- a. Stores technician's personal information such as Name, Phone, Address, Email etc.
- b. Records all the qualifications and specialised certification training.
- c. Records the licensing information for each technicians.

- **Notifications, Alerts and Escalation Module**  
Invokes the Alert to respective technicians and supervisors on the breaching of certain technical operating rules.

This facility allows the system to notify supervisors and managers if a particular business rules have been violated. Examples are; (1) Spare Parts stock is lower than the minimum value. (2) A fault that was logged has exceeded the specified time to be fixed. (3) A preventative maintenance that was due was not carried after certain amount of time has lapsed. These alerts can be sent through emails or txted to mobiles.

#### **Prospective Customers for ATMsoft™:**

ATMsoft™ is well suited for Airport Maintenance corporations and can be customised to cater for Telecommunications Corporations, Power Generation Corporations, and Water Corporations.

#### **Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Peni

Subject: *ATMsoft™ Enquiry – Attention: Peni*

#### 6.4. **SCHOOLSOFT™ – NATIONAL DATA WAREHOUSE ON SCHOOL (NDWS)**

Our company has also successfully undertaken the development of **SchoolSoft™**, a major system used for capturing data on all schools in the nation. National Data Warehouse on Schools (NDWS) or **SchoolSoft™** was initially designed based on the survey questionnaire given to schools by the Research and Development Unit, Ministry of Education, Fiji. All the data that are captured are stored in a data warehouse called the National Data Warehouse on Schools. All the data in the database are grouped by year and school.

The National Data Warehouse on Schools is currently running at the:

- (i) Ministry of Education (Fiji)

Features of the National Data Warehouse on Schools are:

- **School data** such as General School Information, Library, Buildings, School Equipment and School Finance.
- **Student data** such as Enrolment, Boarders, Repeaters, Preschool, Travel to and from school, Offence and Disability.
- **Teachers' data** such as General Teachers Information, Teachers teaching load.
- **Curriculum data** such as Primary Curriculum and Secondary Curriculum
- **Reports:** NDWS also has reports (standard and performance indicator) and query analyzer that users can use for analytical reporting purposes.
- **Facility to upload data:** Additional to this it also has an uploading tool that can upload data from unconnected client databases.

**Prospective customers for the National Data Warehouse on Schools (NDWS) are:**

Ministries of Education in the National or Provincial Level.

**Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Semi

Subject: *SchoolSoft™ Enquiry – Attention: Semi*

## 6.5. **MARINESOFT™ - SHIPS & SEAFARERS REGISTRATION SYSTEM**

The Ships & Seafarer;s Register was successfully developed for the efficient and effective registration of Ships and Seafearers.

The Ships & Seafearers Register system is currently running at:

- (i) Fiji Islands Maritime Safety Authority (FIMSA)

### **Features:**

#### **Registration of Ship**

- Submit Registration Details
- Validate Application

#### **Editing Ship Registration**

- Change Ship Owner/Name
- Deregister Ship
- Issue Certificate of Fiji Registry

#### **Survey Ship**

- Submit Request for Survey

#### **Updating Survey**

- Submit Surveyor's Report
- Issue Certificate of Survey
- Request For Certificate Extension
- Extend Survey Certificate

#### **Pay of Fees**

**Search for Vessel, Survey Certificate, Mortgage, Safe Manning Certificate, Coasting Trade Licence, Seafarer**

#### **Mortgage**

- Register Mortgage
- Deregister Mortgage

#### **Issuing of Coasting Trade Licence**

#### **Issuing of Manning Certificate**

#### **Registration of Seafarer**

#### **Updating of Seafarer Information**

- Submit Application For SERB
- Submit Application for Certificate of Competency
- Record Disciplinary Action

#### **Printing of Reports**

- Request for Call Sign Letter
- Certificate of Survey
- Certificate of Fiji Registry
- Receipt
- Manning Certificate
- Coasting Trade Licence
- Transcript of Register
- Register of Ships

**Prospective Customers:**

Maritime and Shipping Authorities in the Nation or Major Maritime Province.

**Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Peni

Subject: *MarineSoft Enquiry – Attention: Peni*

## 6.6. **TITLESOFT™ - TITLES & DEEDS REGISTRATION SYSTEM**

The system was developed for the registration of Titles and Deeds in the Titles Office.

The system is now currently running at:

- (i) Fiji Government's – Titles Office

### **Features:**

- Launch Application
- Enter New Lodgement
- Update Lodgement – Title
- Issue New Certificate of Title
- Update Lodgement – Deed
- Register Instrument
- Search Facility:
  - Title Search
  - Deed Search
- Preview Report
  - Printing of Reports
- Enquire on Lodgement

### **Prospective Customers:**

Titles and Deeds Office

### **Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Peni

Subject: *TitleSoft™ Enquiry – Attention: Peni*

## 6.7. AGRISURVEY™ – AGRICULTURAL PROFILE SURVEY

The AGRISURVEY™ module was developed to store data of all agricultural activity being pursued throughout Fiji. It profiles and identifies the farmer and every household and also the type agricultural activity that they are currently involved in.

The system is now currently running at:

- (i) Fiji Government's – Ministry of Agriculture

### Features:

- [I] TIKINA PROFILE SURVEY MODULE
  - Part 1: Household & Farmer Identification
  - Part 2: Land Tenure
  - Part 3: Farming Background
  - Part 4: Marketing/Business
  - Part 5: Institutional Capacity
  - Part 6: Investment
  - Part 7: Equity Status
  - Part 8: Budget
  - Part 9: Women Development
  - Part 10: Assistance and Future Development
  
- [II] REPORTING/ENQUIRIES FEATURES
  - Table I A
  - Part I B, C, D Land Tenure Reports
  - Part II Farming Background
  - Part III A, B, C, D, E, F Marketing/Business
  - Part IV A, B, C Institutional Capacity
  - Part V Investment
  - Part VI A, B, C Equity Status
  - Part VII A, B Budget
  - Part VIII Women Development
  - Part IX Assistance and Future Development
  
- [III] Securities Control
- [IV] Multi-Users Accessing
- [V] Excel-Pivot Table Features

### Contact:

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Peni

Subject: *AgriSurvey™ Enquiry – Attention: Peni*

## 7. SOFTWARE DESIGN & DEVELOPMENT FOR CUSTOMISED APPLICATIONS

Our company has also successfully undertaken other customised software development work for the following institutions:

- (ii) University of the South Pacific – Institute of Applied Studies, (design & development)
- (iii) Training & Productivity Authority of Fiji, (design & development)
- (iv) Native Land Trust Board (development),
- (v) Forum Secretariat of the South Pacific (design & development),
- (vi) Fiji Government – Ministry of Agriculture (design & development)
- (vii) Fiji Government – Ministry of Commerce (design & development)
- (viii) Fiji Government – Ministry of Education (design & development)
- (ix) Fijians Trust Fund (design & development)
- (x) National Centre for Micro-Enterprise (design & development)
- (xi) Kiribati Solar Energy Company Limited (design & development)
- (xii) Fiji Government – Ministry of Finance (design & development)
- (xiii) Fiji Marine Authority (design & development)
- (xiv) Fiji Titles & Registrar’s Office (design & development)

### Features & Technology Platforms:

- All our new applications are built on the **tbc<sup>TM</sup>** FINANCIAL CORE:
  - Foundation Layer is the Microsoft .Net Framework v2+
  - First Layer Up is the proven **tbc<sup>TM</sup>** Financial Transaction Processing Layer (TFTP)
  - Second Layer Up is the Proven **tbc<sup>TM</sup>** Events Decision Engines (TEDE)
  - Third Layer Up is the Customised User Interface Layer specific to your core business requirements (UIL)
- Microsoft’s C# and ASP .Net
- RDBMS Engine – Microsoft’s SQL Server 2005+
- PC- based Servers
- Microsoft’s Proven Operating Systems

### Prospective Customers for Software Design & Development

Organisations that require unique systems to cater for their core business operations can engage our services for designing and building a customised applications specific for their needs. Our strengths is in Financials and integrating core business systems to existing Accounting Systems.

### Contact:

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Semi

Subject: *Software Development Enquiry – Attention: Semi*

## **8. IT REVIEW & STRATEGIC PLANNING – CORPORATE & GOVERNMENT**

Our company has successfully undertaken four (4) major Corporate IT Reviews and IT Strategic Planning projects, and these are:

- (i) Whole of Government of the Marshal Islands (corporate review & IT strategic plan)
- (ii) Training & Productivity Authority of Fiji (corporate review & IT strategic plan)
- (iii) Native Land Trust Board (corporate review & IT strategic plan)
- (iv) Fiji Development Bank (corporate review & IT strategic plan)

### **Prospective Customers for IT Review & Strategic Planning:**

Organisations and Corporations that require a revamp of their IT operations can engage our services review the current IT operations and chart a way forward through a strategic plan.

### **Contact:**

Email: [info@softfactory.com.fj](mailto:info@softfactory.com.fj)

Attention to: Semi

Subject: *IT Strategic Planning Enquiry – Attention: Semi*

**END OF SECTION**

## 9. TECHNOLOGY PLATFORM & MERITS ON SOFTWARE FACTORY

Software Factory Limited is committed to delivering quality products and services. Solutions are delivered to clients on time, within budget, focusing on an internationally acceptable standard.

*The company's core expertise is in software design and development for the production of quality products and services. Software Factory develops, markets, implements and supports all of its own products. We also provide outsourcing and maintenance services to our clients.*

*Software Factory's head office is located at Software Factory Centre, Building 201, University of the South Pacific's ICT Park, Statham Street Campus, Statham Street, Laucala Bay Point, Suva.*

### **Application Development Framework**

Our software development team uses the internationally accepted Microsoft .net Framework v2+ that enables us to develop applications **40%** faster and with greater degree of accuracy and security than the out-moded Structured Framework. It's a standard that we are complying to increase the reusability of program objects and to enhance the ease to which the systems are maintained after implementation.

### **Technology**

*Our proposed software solution is fully compatible with the affordable Microsoft Windows 2000+, XP, Vista and SQL Server 2000, 2003, 2005, 2008 environment. All new applications proposed to be developed by Software Factory Limited will use the latest Microsoft development platform of C# and ASP.Net.*

### **Access to Information**

All Systems will be developed with the philosophy of "Information at your Fingertips" and provides users with many methods of enquiring on information, drilldown to details and reporting in many formats from the one data structure.

### **Ongoing Research and Development**

*R&D is a major focus of our company to ensure our applications are continually growing and developing products. This approach in turn provides our clients with a solution that has developed with their needs. Software Factory hopes to maintain a very high customer retention rate as a result of our ongoing commitment to excellent software development and provision of quality services to support our customers.*

### **Young & Motivated Team**

Software Factory recruits its software development staff from the University of the South Pacific. Our team members are young, energetic and highly motivated to produce quality work. Starting with a staff complement of 6 in February 2001, the company now employs 13 young graduates at its new software factory in Suva and Samoa.

### **Value for Money**

*The Analysis and Design work under the development phase will address the requirements as will be outlined by our clients. Expected implementation schedules are provided and Software Factory will work closely with clients to provide local support.*

### **Local Support & Long Term Commitment**

Software Factory is a Fiji owned company with majority shareholding held by the founder together with the pioneer members some of whom are now residing in Australia and New Zealand. This ownership structure compels the staff to provide long-term commitment to the company. This commitment translates to a guarantee of continuity of support to our clients.

### **IT Strategic Planning**

*Apart from Software Development, Software Factory has the expertise, qualification, and experience to chart an IT plan for our customers. Our company values the need to have a good overall IT plan to enable organisations to undertake a coordinated approach to IT development and implementation in an organisation.*

### **Superior Service and Quality**

Software Factory has a very young but strong history in Fiji of implementing products on time, and on budget. Implementations are undertaken by Software Factory's own dedicated staff. This provides superior support to our customers, as there is one point of contact ensuring a simple and efficient project, at a cost-effective price.

The company is committed to delivering quality solutions and services. By adhering strictly to internationally recognised methodologies and world best practices, Software Factory guarantees a high level of quality and service.

### **Adding Value through a 'one-stop, total solution' Approach**

*Software Factory provides a total one-stop solution to our clients, as we develop, market, sell, implement and support our own products. This delivers an unconditional guarantee of satisfaction.*

*We pride ourselves on transforming our clients IT business challenges through the following services:*

- *Project management*
- *Business implementation services*
- *Software Design and Development services to meet client specific requirements*
- *Advanced and basic training requirements*

*Software Factory guarantees that all software customisation will be supported across all releases and upgrades of our products.*

### **Clients – A Partnership Approach**

Software Factory's client base comprises well known statutory organisations in the South Pacific. Software Factory adopts a partnership approach with its clients, that continue beyond the implementation of software solutions. The company aims to provide solutions to its clients and provide support for their future growth.

**END OF SECTION**

## 10. ABOUT OUR COMPANY AND THE PEOPLE BEHIND IT

### 10.1. BOARD OF DIRECTORS

The **Board** of Software Factory Limited comprises 4 relatively young Directors who represent the shareholders of the company, and these are:

Mr. Semi Tukana (48)	Executive Chairman (Chairman & Managing Director)
Mr. Ravindra Singh (48)	Director
Mrs. Sofaia Tukana (47)	Director
Mr. Jacob Kivi (27)	Board Secretary

Software Factory Limited is built on the disciplines advocated by the Australian Institute of Company Directors. Most of the Directors are aware of their Duties and Responsibilities as Company Directors and Officers. All dealings of the company are made above Board.

The Board work as a team and they ensure that the company is travelling in the right direction, at the right speed, and with the right crew. Ultimately, the benefits of a company built on solid fundamentals are transferred to our clients.

### 10.2. EXTERNAL AUDITORS

The Company has as its company auditors, **KPMG**, a well respected and internationally renowned Chartered Accounting firm.

Annual audits of company's books are undertaken at the end of the Financial Year, and that is at end of December.

Keeping our books audited, by a respected world leader in chartered accounting, means that we have nothing to hide, and that is true also in our dealings with you.

### 10.3. STAFF EXPERIENCE & QUALIFICATIONS

Semi Tukana	<p><b>Managing Director &amp; Chief Business Analyst</b> 48 years old 27 years experience in IT/IS BSc Physics &amp; Mathematics (USP) Post Grad Dip Comp Science (QUT) Masters in Info Systems (UQ)</p> <p><u>Expertise and skill base in the area of Business Systems Analysis, and Project Management. Extensive experience in Banking and Financial Systems.</u></p>
Ravind Singh	<p><b>Director &amp; Technology Architect based in Canberra</b> 48 years old 21 years experience in IT/IS BSc Physics &amp; Mathematics (USP) Post Grad Dip Physics (USP) Post Grad Dip Comp Science (QUT) Masters in Computer Science (QUT)</p> <p><u>Expertise and skill base in Development Team Leader, and Programming using VB, VB.net, C#.Net, ASP.net, and SQL Server 2003+.</u></p>
Peni Finekaso	<p><b>Team Leader (GM) Business Systems Logistics</b> 40 years old 7 year experience BSc Physics &amp; Mathematics (Otago) Post Grad Dip Mathematics (USP) Post Grad Dip Physics (USP) Masters in Mathematics (USP)</p> <p><u>Programming skill base in Microsoft VB, VB.net, C#.Net, ASP.net, and Stored Procedures in SQL Server 2003+.</u></p>
Pramesh Chand	<p><b>Team Leader (GM) Software Development</b> 33 years old 8 years experience in IT/IS BSc Comp. Science &amp; IS (USP)</p> <p><u>Programming skill base in Microsoft VB, VB.net, C#.Net, ASP.net, and Stored Procedures in SQL Server 2003+.</u></p>

COMPANY PROFILE

- Jacob Kivi                      **Financial Controller & Financial Systems Consultant**  
27 years old  
5 years experience  
BA Accounting & Financial Management (pursuing degree)  
  
Implementation of Financial Management System
- Chung Fong Quan              **Analyst Programmer – Partner based in Sydney**  
40 years old  
9 years experience in IT/IS  
BSc Computer Science (USP)  
  
Programming skill base in Microsoft VB, VB.net, ASP.net, and Stored Procedures in SQL Server 2003+.
- Kenneth Kumar                **Analyst Programmer – Partner based in Sydney**  
31 years old  
9 years experience in IT/IS  
BSc Computer Science (USP)  
  
Programming skill base in Microsoft VB, VB.net, ASP.net, and Stored Procedures in SQL Server 2003+.
- Chris Kumar                    **Senior Programmer – Partner based in Wellington**  
29 years old  
7 years experience in IT/IS  
BSc Comp. Science & IS (USP)  
  
Programming skill base in Microsoft VB, VB.net, C#.Net, ASP.net, and Stored Procedures in SQL Server 2003+.
- Edwin Singh                    **Programmer**  
24 years old  
3 year experience in IT/IS  
BSc Comp. Science & IS (USP)  
  
Programming skill base in Microsoft C#.Net, ASP.Net, and Stored Procedures in Microsoft SQL Server 2005+.
- Georgina Tunaulu              **Programmer**  
26 years old  
6 year experience in IT/IS  
BSc Comp. Science & IS (USP)  
  
Programming skill base in Microsoft VB, C#.Net, and Stored Procedures in Microsoft Access.

COMPANY PROFILE

Fedor Bayer	<p><b>Trainee Programmer (Based in Apia, Samoa)</b> 25 years old 3 years experience in IT/IS BSc Comp. Science &amp; IS (USP)</p> <p><u>Programming skill base in Microsoft VB and Stored Procedures in Microsoft SQLServer 2005+.</u></p>
Krishneel Narayan	<p><b>Graduate Trainee Programmer</b> 22 years old 1 year experience in IT/IS BSc Comp. Science &amp; IS (USP)</p> <p><u>Programming skill base in Microsoft C#.Net and Stored Procedures in Microsoft SQL Server 2005+.</u></p>
Anish Chand	<p><b>Graduate Trainee Programmer</b> 22 years old 1 year experience in IT/IS BSc Comp. Science &amp; IS (USP)</p> <p><u>Programming skill base in Microsoft C#.Net and Stored Procedures in Microsoft SQL Server 2005+.</u></p>
Tevita Ravula	<p><b>Graduate Trainee Programmer</b> 22 years old 1 year experience in IT/IS BSc Comp. Science (USP)</p> <p><u>Programming skill base in Microsoft C#.Net and Stored Procedures in Microsoft SQL Server 2005+.</u></p>
Shaneel Lal	<p><b>Financial Systems Consultant</b> 25 years old 4 years experience BA Accounting &amp; Financial Management (USP)</p> <p><u>Implementation of Financial Management System</u></p>
Tui Mawi	<p><b>Financial Systems Consultant</b> 26 years old 4 years experience BA Accounting &amp; Financial Management (pursuing degree)</p> <p><u>Implementation of Financial Management System</u></p>

COMPANY PROFILE

Christopher Ward

**Graphics Artist**

23 years old

4 years experience in graphics design

Diploma in Graphics Design (FIT)

Graphics Artist – Design of Annual Reports, Brochures, Packaging

Seini Leqa

**Finance & Administrative Officer - Attachment**

19 years old

0.5 years experience in Financial Accounting

Diploma in Commerce (FIT)

Esther Grace Abraham

**Administration & Management Cadet (Certificate)**

21 years old

2 years experience in Office Admin

Simione Durutalo

**General Duties**

**END OF SECTION**

## 11. TRACK RECORD

*Whether it is a strategic planning exercise, software design, software development, software implementation, user training, or post implementation care, our company's success rate is near 100%.*

*We gauge our performance on the success of our clients. When our clients are successful and prospering then we know that we have done something right.*

*Software Factory has a skilled complement of 16 graduates who have built up a strong record in software design and development and implementation in the 9 years of its operation. We provide total solution to our clients, as we design, develop, market, sell, implement and support our own products. This delivers an unconditional guarantee of satisfaction.*

*Software Factory is committed to implementing products on time, and on budget. Implementations are undertaken by Software Factory's own dedicated Analysts and Programmers. This provides superior support to our customers, as there is one point of contact ensuring a simple and efficient project, at a cost-effective price.*

*The company is also committed to delivering quality solutions and services.*

*At Software Factory we understand that the software itself is only one part of a successful solution. We enter into a partnership with each of our clients to ensure that the implementation delivers all of the promised benefits and meets all the objectives of the project. Through our ongoing proactive support relationship, and our philosophy of continual product development, we will ensure that your objectives continue to be met as your business grows and requirements change.*

*Software Factory has successfully implemented our Banking & Superannuation solution in over 13 financial institutions in the last 9 years and the next couple of months. These implementations are with Fiji Development Bank, Asset Management Bank, National Micro-Finance Unit, Development Bank of Tuvalu, Niue Development Bank, Development Bank of Samoa, Samoa Housing Corporation, Fiji National Provident Fund, Samoa Land Corporation, Fijian Teachers Association Social Welfare, Tuvalu National Provident Fund, Fijian Affairs Staff Welfare Fund, Kiribati Provident Fund, and Vanuatu Agriculture Development Fund.*

**END OF SECTION**

## 12. CLIENT REFERENCE SITES

### **NATIVE LAND TRUST BOARD (Fiji)**

**November 2008 – October 2009**

The Fiji's Native Land Trust Board in November 2008 commissioned Software Factory Limited to design, develop and implement a Land Lease Administration System that will cater for all of its Tenants and Landlord Lease Agreement records. The new **LandSoft™** software offers the facility to cater for Land Resources (Lots & Location), Landowner Details, Tenant Details, Lease Agreement Details, NLTB Charges and Administration Income. It caters for Invoicing of Tenants, Receipting Lease Rentals Due from the Tenants, Collecting Administration Poundage Income for the NLTB Corporation, and Payments of Lease Moneys to Landowners. An extensive Case Management System manages all the different work stages for the Lease Agreements.

For every invoices charged and rentals receipt the system automatically produces financial transactions that are posted directly into its Accounting System. NLTB has a total of 36,000 tenants and 18,000 landowners and a staff complement of about 150. .

The four contact persons at NLTB who were instrumental in the initial, and implementation phases of **LandSoft™** are Mr. Alipate Qetaki (CEO), Mr. Tevita Kuruvakadua (Deputy GM Corporate Services), Mr. Epeli Ravula (Manager IT) and Mr. George Ratawa (IT Consultant).

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**FIJI SCHOOL OF MEDICINE**

**December 2006 – December 2007**

The Fiji School of Medicine in 2006 commissioned Software Factory™ to design, develop and implement a university student administration system that will cater for all of its students' records. The new StudentSoft™ software offers the facility to cater for student face-to-face enrolment, fees invoicing, fees payments, direct debit of fines, course catalogue, academic course assessment and grading, and on-line enrolment. For every invoices and fees received the system automatically produces financial transactions that are posted directly into the Sun Accounting System. FSM has a total of 3000 medical students and a staff complement of about 250. Almost one third of the students are from other South Pacific island countries. The introduction of On-line enrolment has enabled continuing students from the region and outside of Suva to enrol on-line without the need of having to move into Campus two weeks before the start of the semester.

There are three contact persons at FSM who were instrumental in the implementation of the StudentSoft™ and StudentSoft On-line™, and these are Dr. Apenisa Ratu (Registrar FSM), Mrs. Leba Tikoduadua (Director Corporate Services), and Mr. Onisimo Pasikali (Manager ICT).

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**FIJI PUBLIC TRUSTEE CORPORATION LIMITED**

**March 2007 – October 2007**

In March 2007, the Fiji Public Trustee Corporation Limited commissioned Software Factory Limited to design, develop and deploy the TrustSoft™ for the management of the Estates that are under its trusteeship. TrustSoft was designed and built specifically for corporations that manage trust estates for the living and the deceased.

The design, development, testing and deployment took 10 months to complete.

The major objective of the TrustSoft application is to accurately record information that will assist the Trustee Corporation to secure the assets of the Estates, and the accurate distribution of the estates in accordance with the Will of the Deceased, Instruction by a Living Person, or of a Judgment of the Court of Law. TrustSoft also facilitates the distribution of dividend income from the trust moneys invested by the Trustee Corporation. TrustSoft manages two different sets of Financial Accounts. One is for the Trustee Corporation, and the other is for the Trust Estates. The system employs a smart decision engine to provide the logic that determines which financial account a particular transaction should be posted to. All income and fees charged are posted accurately to the corresponding accounts in the subsidiary ledger and the general ledger.

At the end of the day, the GL Interface tables generated by TrustSoft will be uploaded into the two Accounting Systems (Beneficiaries Trust, and the Trustee Corporation). The Accounting system will then produce two sets of Profit & Loss Accounts and two sets of Balance Sheets.

The contact at the Fiji Public Trustee Corporation Limited is Mr. Lenaitasi Korodrau (CEO), who was also instrumental in steering the project to its successful completion:

**Contact:** Mr. Lenaitasi Korodrau  
Chief Executive Officer  
Fiji Public Trustee Corporation Limited  
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**FIJIAN TEACHERS ASSOCIATION**

**March 2006 – September 2006**

In September 2006 the Credit Finance System was successfully implemented at the Fijian Teachers Association integrating all three of its entities, namely; FTA Main, FTA Housing, and FTA Welfare Society. FTA Main is the parent organisation that accepts membership of Fijian Teachers. FTA Housing is a mutual society for FTA members, a separate legal entity that offers members the ability to take housing loans. Their monthly contribution is taken as shares into the FTA Housing and at the end of the year the members are credited dividends that are calculated on the basis of their shares into the entity. FTA Welfare Society is another separate legal entity that offers FTA members benefits in terms of medical consultation, local hospitalisation, overseas medical evacuation, education, death benefits, retirement benefits, and teacher transfer costs. Each of these entities carry their own Financials. The Credit Finance System keeps track of all the subsidiary ledgers for these entities, and at the end of the day it produces three GL interface files that are uploaded separately into their own Accounting Systems.

The contact person is Mr. Maika Namudu (General Secretary of the FTA), and he was instrumental in the successful implementation of the Credit Finance System.

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**DEVELOPMENT BANK OF SAMOA**

**January 2004 – July 2004**

The Loans Management System was implemented successfully in July 2004 and became very stable quickly. The DBS have a client base of 10,000 with a total loan portfolio of **\$70,000,000**. It has 5 profit centres and 2 remote centres. The contact person, Mr. Saumani Wongsin, was the Project Manager for the implementation and he was instrumental for the success in the implementation at the DBS.

**Contact:**        **Mr. Saumani Wongsin**  
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**SAMOA HOUSING CORPORATION**

**July 2004 – September 2004**

The Loans Management System was implemented successfully in September 2004. The SHC is a home finance company with a portfolio of 3500 clients and **\$20,000,000**. It operates from its Head Quarters in Apia and has no remote branches.

**Contact:**        **Mrs. Rula Levi**  
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**END OF SECTION**

### 13. CUSTOMER BASE

Since Software Factory Limited opened its doors in February 2001 we have gained the trust of the following corporations and financial institutions:

#### **FIJI**

- i) **Fiji Development Bank (2000)**
- ii) **The Government of the Marshal Islands (2001)**
- iii) **National Micro-Finance (2002)**
- iv) **Asset Management Bank (2003)**
- v) **Training & Productivity Authority of Fiji (2004)**
- vi) **Fiji Government – Min of Commerce for SPARTECA – AusAid (2004)**
- vii) **Native Lands Trust Board (2003, 2009)**
- viii) **University of the South Pacific (2003)**
- ix) **Forum Secretariat of the South Pacific (2003, 2009)**
- x) **Ministry of Education – AusAid FESP (2003)**
- xi) **Fiji National Provident Fund (2004)**
- xii) **Fijians Trust Fund (2004)**
- xiii) **National Centre for Micro-Enterprise (2005)**
- xiv) **Fiji Government – Financial Management Information System (2006)**
- xv) **Ports Authority of Fiji (2007)**
- xvi) **Fijian Teachers Association (2006)**
- xvii) **Fiji School of Medicine (2007)**
- xviii) **Fiji Public Trustee Corporation Limited – AusAid (2007)**
- xix) **Fijian Affairs Board Staff Welfare Fund (2009)**

#### **TUVALU**

- i) **Development Bank of Tuvalu (2004)**
- ii) **Tuvalu National Provident Fund (2008)**

#### **NIUE**

- i) **Niue Development Bank (2003)**

#### **SAMOA**

- i) **Development Bank of Samoa (2004)**
- ii) **Samoa Housing Corporation (2004)**
- iii) **Samoa Land Corporation (2006)**

#### **KIRIBATI**

- i) **Kiribati Solar Energy Company – EU (2004)**
- ii) **Kiribati Provident Fund (2008)**

#### **VANUATU**

- i) **Vanuatu Agriculture Development Bank (2009)**

**END OF SECTION**