



PT Bion Digital Indonesia



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COMPANY PROFILE 2023

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INTRODUCTION

Thank you for your interest in partnering with BION ERP.

With thousands of firms offering similar services, we know how challenging it can be to find the right solutions provider for your business needs.

At BION ERP, we prioritise satisfaction above everything else.

Our in-house team of business analysts, functional consultants, developers, technical support professionals, and project managers adheres to the highest project planning and execution standards. We are committed to developing the best digital solutions for your company.

We have successfully implemented our ERP solutions in a variety of sectors in Indonesia and across the globe. We can't wait to get started on yours.

In this company profile, you will discover case studies of our past ERP implementations that have helped our clients to achieve their goals.

We are looking forward to turning great ideas into measurable success with your business.

Fernaldi Yefta
Chief Executive Officer
and Co-founder of BION ERP

OUR BACKGROUND

BION ERP is more than just another software development company.

Through our focus on business process management consulting and intelligence-driven enterprise resource planning (i-ERP), we create an environment where technology and people are synergized.

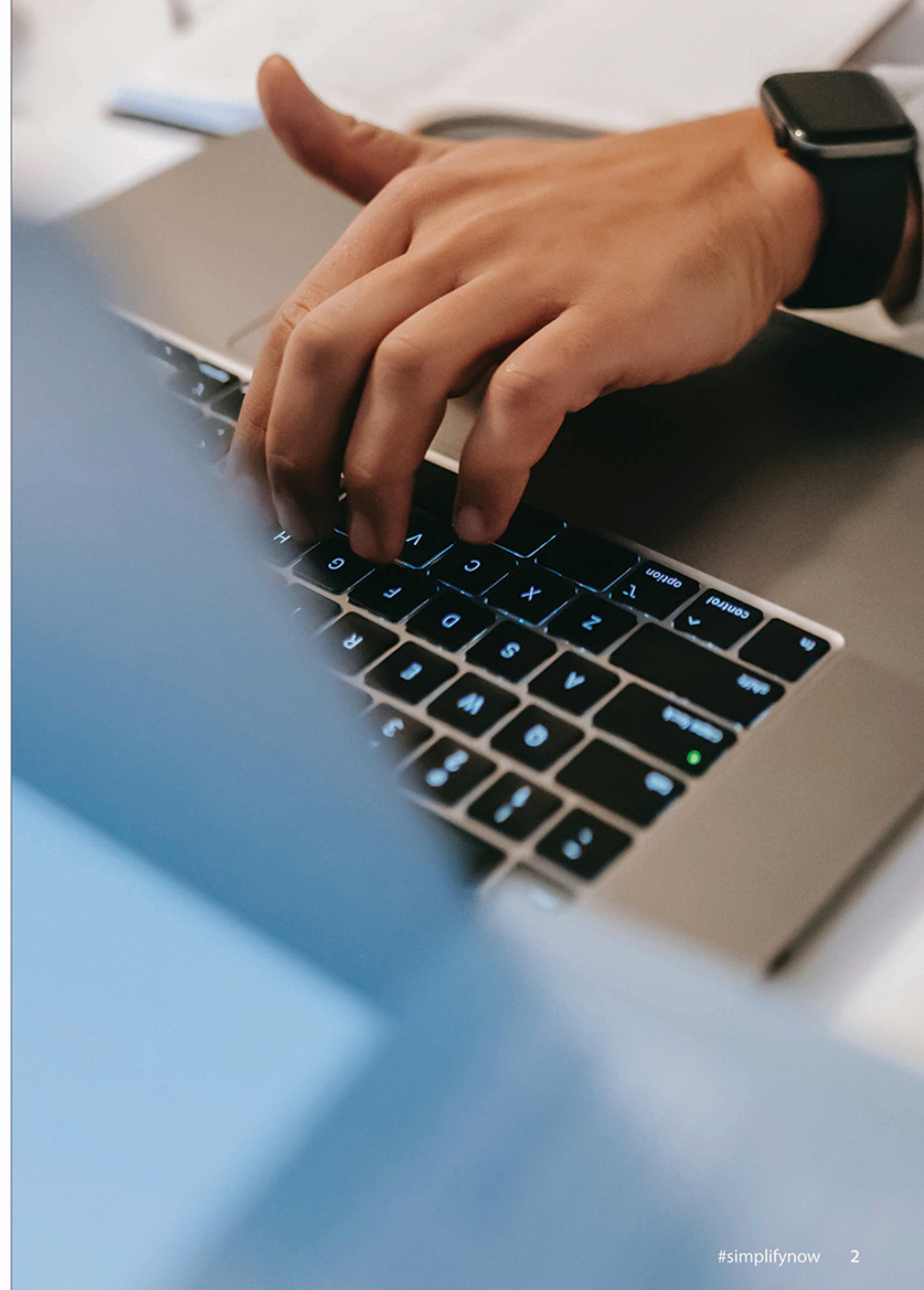
In this rapidly evolving global business environment, effective and efficient business processes are the key to rapid business growth. As a result, we are here to give tailored, personalised all-in-one solutions to integrate end-to-end business and help your company develop.

We inherently believe that software is a powerful enabler for your business. The core, however, is within the individuals who run it. As a result, our team at BION ERP constantly provides the greatest consultancy and training services to ensure that our ERP solutions are completely utilised by users to their full potential and give unrivalled benefits to its users.

With our worldwide experience in Australia, Singapore, and Austria, we blended the uniqueness of these countries to find the best methodology and working principles. We have executed our offered solutions for many firms in Indonesia, ranging from small to large, from freight forwarding to pharmaceutical, textile, oil & gas, mining, and a lot more.

Dedication, commitment, and passion are all that drive us to deliver the best solutions. Be a part of us and witness the transformation.

BION ERP, #simplifynow



Established (2014)

Mobile Application
Website Development
Search Engine Optimization (SEO)
Search Engine Marketing (SEM)
E-commerce Development
Digital Marketing

Daniel Sudrata, one of our founders and a tech enthusiast, sees promise in the digital industry. As a result, Wolfgang Studio was born, with website creation as its primary focus and the addition of additional services along the road.

New Era Solutions (2015)

New Era Solutions (2015)
Binary ERP System
Singapore Market

While educating the Indonesian market, Wolfgang Studio sees the opportunity to learn from the mature and advanced market of Singapore. Serving numerous clients from various industries in Singapore allows Wolfgang Studio to expand its services further to serve ERP Systems.

A New Chapter Begins (2016)

Entering Jakarta, Indonesia

Following the success of the ERP System in Singapore, Wolfgang Studio introduces the Binary ERP to the Indonesian market, hoping that the system will assist businesses in enabling more efficient and effective business processes.



A New Horizon (2018)

A New Horizon (2018)
Mobile Application for SMEs
Website Development for SMEs
CeBIT Australia 2018
Australia Market

Fernaldi Yefta, another BION ERP founder who is passionate about digitization, recognized the need for a reliable mobile application for SMEs during his time in Australia. As a result, Merakyat.co was founded in the intention of speeding the growth of mobile app acquisition in Australia. Earlier during the year, Merakyat.co was chosen as the Indonesian delegation at CeBIT Australia 2018, Asia Pacific's largest B2B tech exhibition. We have been trusted by the Indonesian Trade Promotion Centre Sydney, which is part of the Indonesian Ministry of Trade, to provide their mobile application and website for their international trade needs by the end of the year.

The Year of Lockdown (2021)

Wolfgang Studio x BION (subsidiary of Merakyat.co)
Fully online ERP implementation with DHL Indonesia due to COVID-19

Earlier in the year, the founders of Wolfgang Studio and BION (a subsidiary of Merakyat.co) crossed paths and began collaborating to provide the finest solutions to clients. Moreover, due to the lockdown restrictions, Wolfgang Studio unintentionally achieves a huge milestone in delivering an ERP implementation in a full online environment with DHL Indonesia.

A Shed of Light (2020)

BION ERP - subsidiary of Merakyat.co
Asile Indonesia

Merakyat.co continued to function as a software house that is always innovating through its reputable product development team. Merakyat.co launched two products during the year, Asile Indonesia (currently known as ScoutHippo) and BION, in an effort to enter the quickly growing ERP industry.

The Story Begins (2022)

A merger between Wolfgang Studio and BION (subsidiary of Merakyat.co) is fully completed, and BION ERP (PT Bion Digital Indonesia) is formed
Focused approach in ERP
Established a Sales and Marketing Office in Surabaya, Indonesia

After a long journey, the merger of Wolfgang Studio and BION is officially completed, and we are proud to call ourselves BION ERP (PT Bion Digital Indonesia), with the goal of strengthening our capability, expanding further in the ERP market, scaling up, and continuously delivering the best results to our clients and future clients. To keep up with our quick expansion in the Surabaya market, BION ERP establishes our Surabaya Office in December 2022, reinforcing our position in the Eastern Indonesia area.

Vision

To provide multitudes of businesses with access to digital ecosystem solutions

Mission

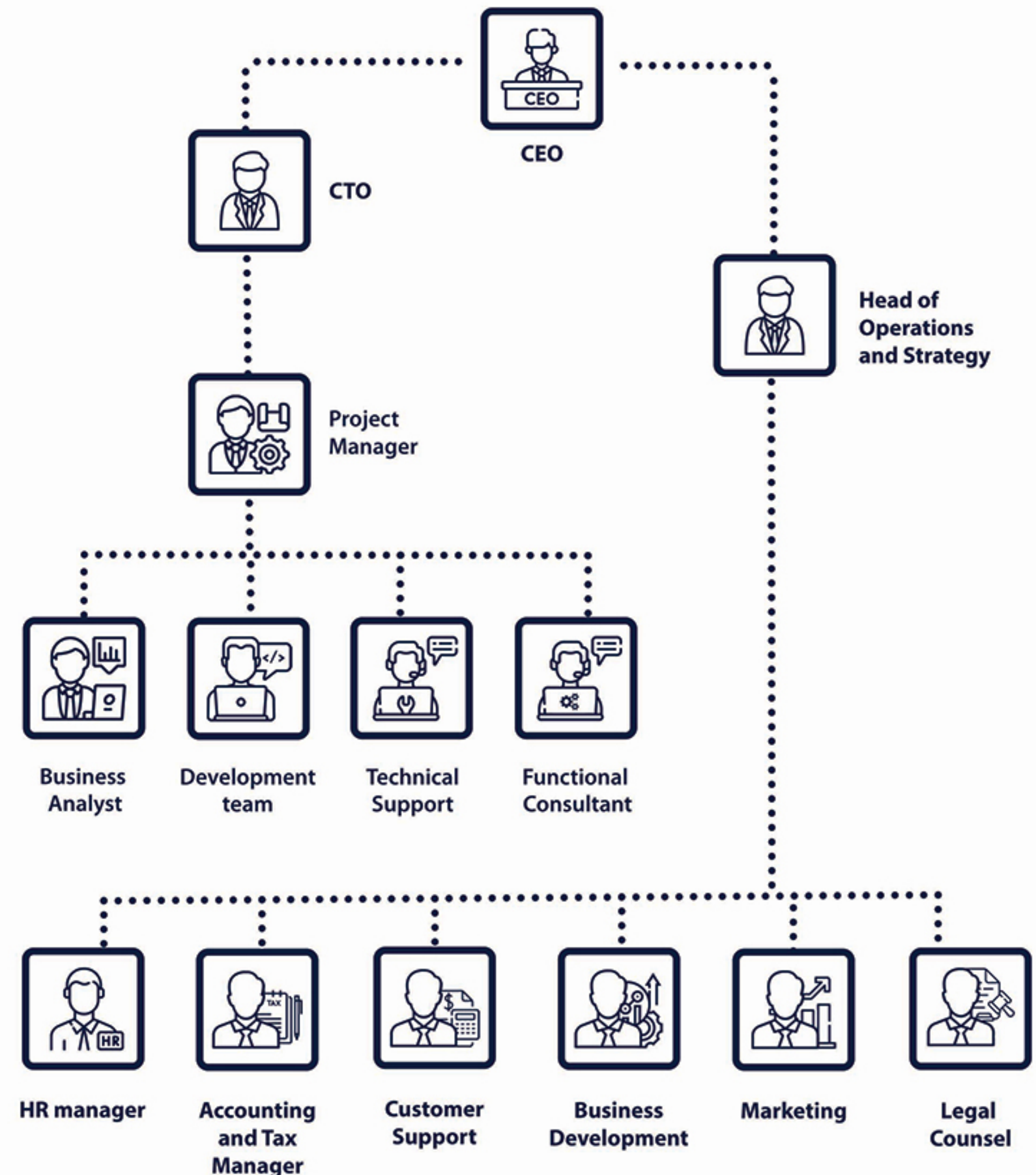
To empower businesses and organisations in accelerating their growth by delivering best-in-class IT solutions, implementation, and business-growth services.

Core Values

- Project Delivery
- Customer Satisfaction and Success
- Efficiency and Effectiveness
- Collaboration
- Reliability and Accessibility
- Transparency
- People-oriented
- Accountability and Integrity
- Cultivate Passion
- Thrive on change



COMPANY STRUCTURE



Our Clients Portfolio



OUR SOLUTIONS

Tailored, personalised smart Enterprise Resource Planning (ERP), including but not limited to the following interrelated modules:



Purchasing

Streamline your Purchasing Workflow and Management, from Purchase Request, Request for Quotation, Purchase Order, and Vendor Bill

Achieve full traceability by tracking products entering your warehouse and receiving updates on the procurement status

Manage your backorder easily through adjusting item deliveries and vendor payments based on goods received

Automate your Calls for Tender process through our Vendor Portal System

Track your unpaid vendor bills through status tracking and notification, to ease the vendor payment process



Inventory

Real-time monitoring and reporting of stock on hand, stock-in, and stock-out, completed with a single dashboard to oversee all inventory-related inventories

Achieve the optimum inventory level and precisely meet your customer demand, through inventory forecasting, low stock alert, inventory adjustment, and multi warehouse stock management

Optimise your inventory value by analysing stock age and capturing slow and fast moving items for your future references and planning

Accurately track your inventory movement, through our capability to accommodate different warehouse management methods, such as FIFO, FEFO, and other methods, providing flexibility to suit your needs.

Generate lot and serial numbers automatically and integrate seamlessly with Barcode Scanner in your warehouse



Sales

Streamline your Sales Workflow and Management, from Sales Quotation, Sales Order, and Sales Invoice

Manage Sales Commission through automating the commission calculation for each salesperson based on their achieved targets

Set your sales targets with precision and monitor the progress, through ensuring the right tasks are assigned to the right salesperson

Efficiently manage follow-up and ensure timely payment through tracking unpaid invoices and sending reminders to customers

Reward your loyal customers with discount, which can be set differently for each customers



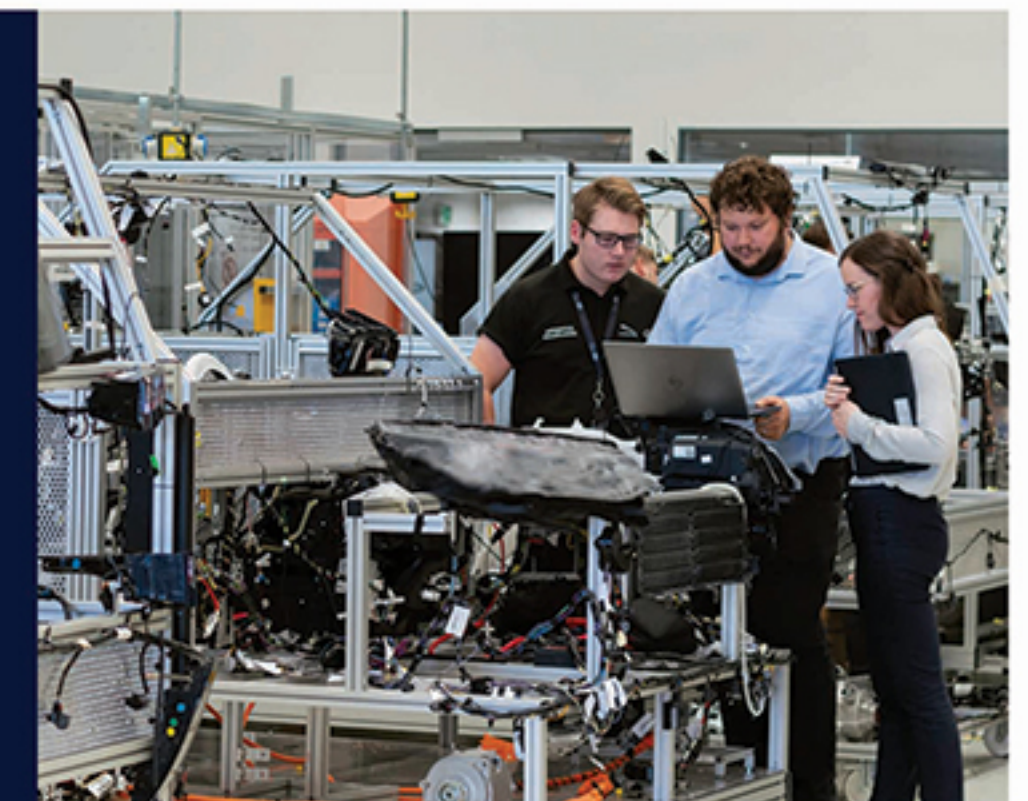
Manufacturing

Simplify manufacturing complexity, save production time, reduce costs, and improve material use efficiency, through clearer visibility across the overall process

Meet your customer demand timely and efficiently, with our Material Requirements Planning to assist your Production Planning and Scheduling, which is seamlessly integrated with Purchasing and Inventory

Achieve accuracy and control over your production cost with our Single and Multi-level Bill of Material (BoM) capabilities

Calculate your Work-in-Progress and Cost of Goods Sold accurately for your strategic planning and well-informed decision making



Maximise production by easily comparing production plans and actual realisation for evaluations and analysis



Accounting and Finance

Reduce data entry errors by automating the manual process of creating invoices or bills, entering journal entries, calculating accrual and amortisation, creating accounting reports, and creating e-Faktur

Ease your Bank Reconciliation Process, by getting your bank statements automatically synced with your bank and perform automated reconciliation

Provide a quick overview of your entire financial condition, including income, cash balance, accounts receivable, and accounts payable through our all-in-one financial dashboard

Perform Cash Flow Forecasting to estimate your income and ex

penditures, over an adjustable period based on your needs

Manage your Tax through our advanced Tax management feature, suited to tax rules of the nation in which your firm is headquartered



Reporting

Unlimit the possibilities, through our powerful and user-friendly reporting features, which allows you to generate various reports in various measures

Translate complicated data into real-time, accurate reports across every modules, to provide a solid basis for a sound decision making in your business

Visualise data easily in various forms and views and adjust, filter the parameters in one click, for a hassle-free process

Access your report anytime, anywhere, from either your desktop or mobile devices, making it easy for decision making on the go

Gain a overview of your business quickly without the need to delve deep into the modules, from our Dashboard features



Assets Management

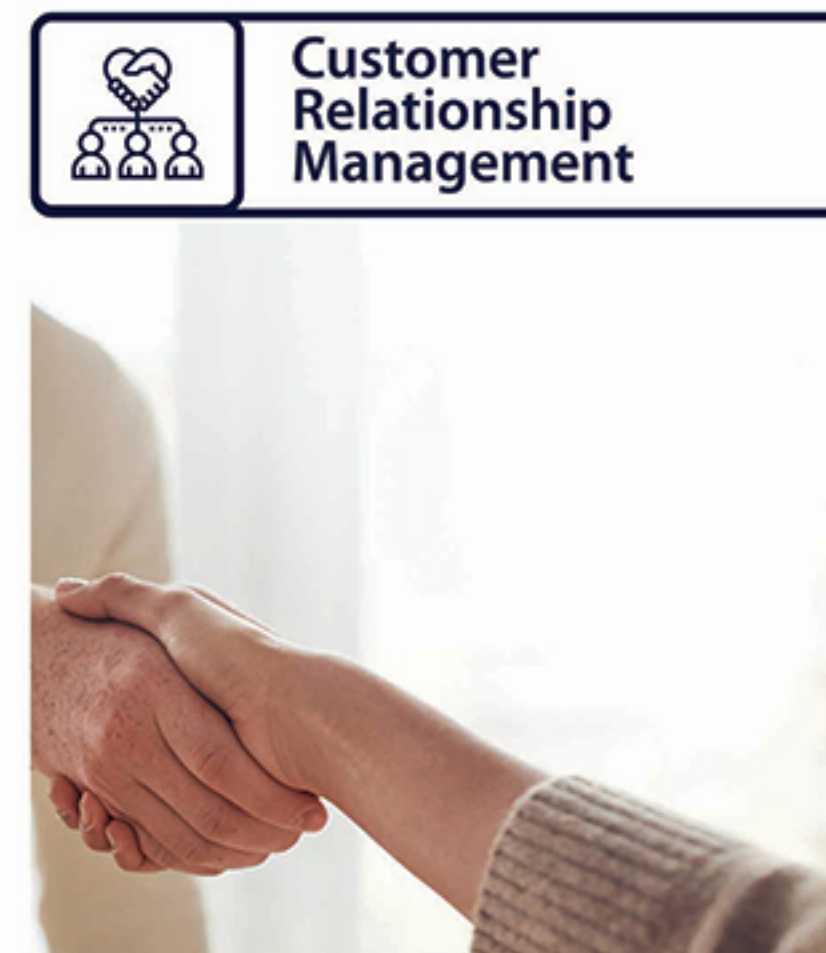
Manage the assets owned by your business with ease

Track asset usage, schedule maintenance, calculate assets' ROI, assets-related expenses, and depreciation, and accurately determine your assets value through the accounting reports, with our close-knit integration between Asset Management and Accounting Module

Simplify asset leasing procedures and generate analytics data within seconds

Track and manage your assets which require maintenance easily through our assets maintenance reminder and maintenance service logs

Store all your assets information, including contracts, documents, and costs in one platform, to help you analyse the actual value of your assets and provide a solid ground for your decision making process



Customer Relationship Management

Manage your leads in a single, centralised platform, and provide you a clearer visibility on the qualified leads

Manage your sales pipeline and track upcoming opportunities, by utilising our Kanban view to clearly identify the current status of the particular leads and the next steps required for each leads

Manage your Sales Team and keep track of the progress of each salesperson, through our leads assignation rules and sales target, defined based on your preferences

Track the overall progress of your leads conversion through our real-time dashboard, and drill down to the details through our Leads Analysis Report and Opportunities Analysis Report

Log your past activity and schedule your next activity with each leads, analyse your Closed Won and Closed Lost for better understanding, and integrate this CRM Module with our Mailing List feature for you to stay connected with your existing and future customers



Point of Sales



Provide a flexibility on our POS system for your precise business needs, with our easily configurable and smart interface, which is user-friendly

Operate in both online and offline environment for supporting your operational needs

and stay connected, even when your internet connection is not

Provide a simple POS solutions for your business, with no installation and specific hardware requirements

Manage and track your reward and loyalty programs, and build a strong connection with your customers to keep them coming back

Reach a seamless integration with our Inventory module, generate reports from the POS system, and connect with various payment gateway and checkout methods



Project Management



Manage your ongoing project in a single platform and have a clear overview with our project management dashboard

Plan and organise tasks for each project with our Schedule Task feature

Split up and delegate tasks to employees with our Assign Activity feature, and organise tasks efficiently with our Tasks Management feature

Keep track of each project's financial performance and the project budgeting, so you can always be aware with the project financial and budget position

Track project stages

and status, stay up-to-date on the progress of each project, and use timesheets, planning, and reminders to stay on track



Human Resources Management + Payroll + Expenses



Manage the data and information provided by your employee in a single, secured platform, and access it easily, anytime and anywhere

Manage and track the expenses and reimbursement that has been made by your employees,

and allow them to submit and attach the particular receipt. Therefore, the right approver can see all the details before proceedings

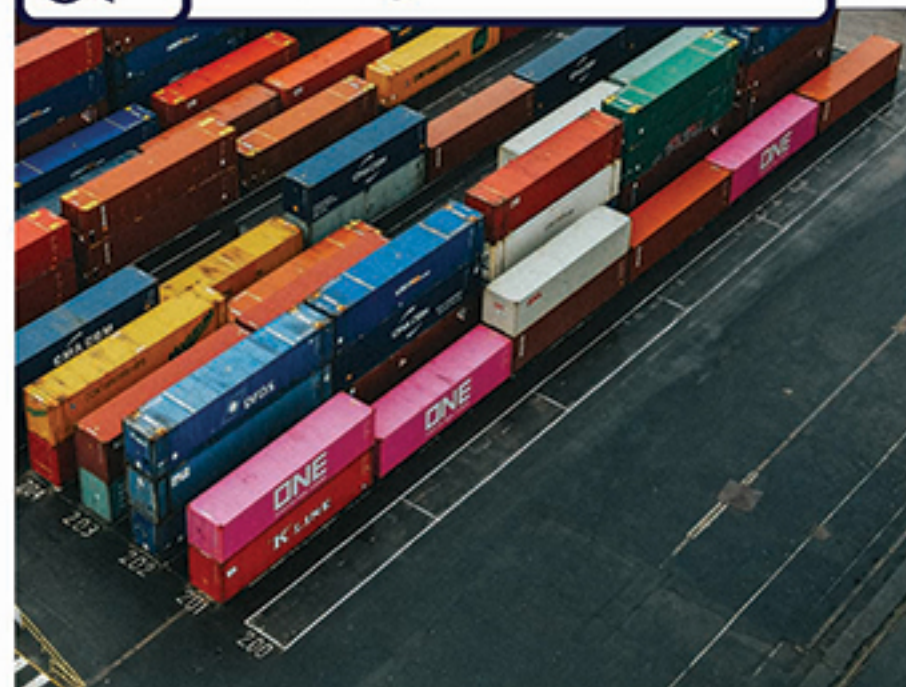
Manage Payroll in your company, by accurately recording the working hours, overtime hours, attendance, and other factors for the salary calculation. The calculation will be performed and adjusted based on the applicable taxation rules

Manage your employee contract and get notified once the employee's contract is about to expire

Keep track of your employee attendance, with our check-in and check-out system, and manage your employee sick leaves, annual leaves, and others



Freight Forwarding Management



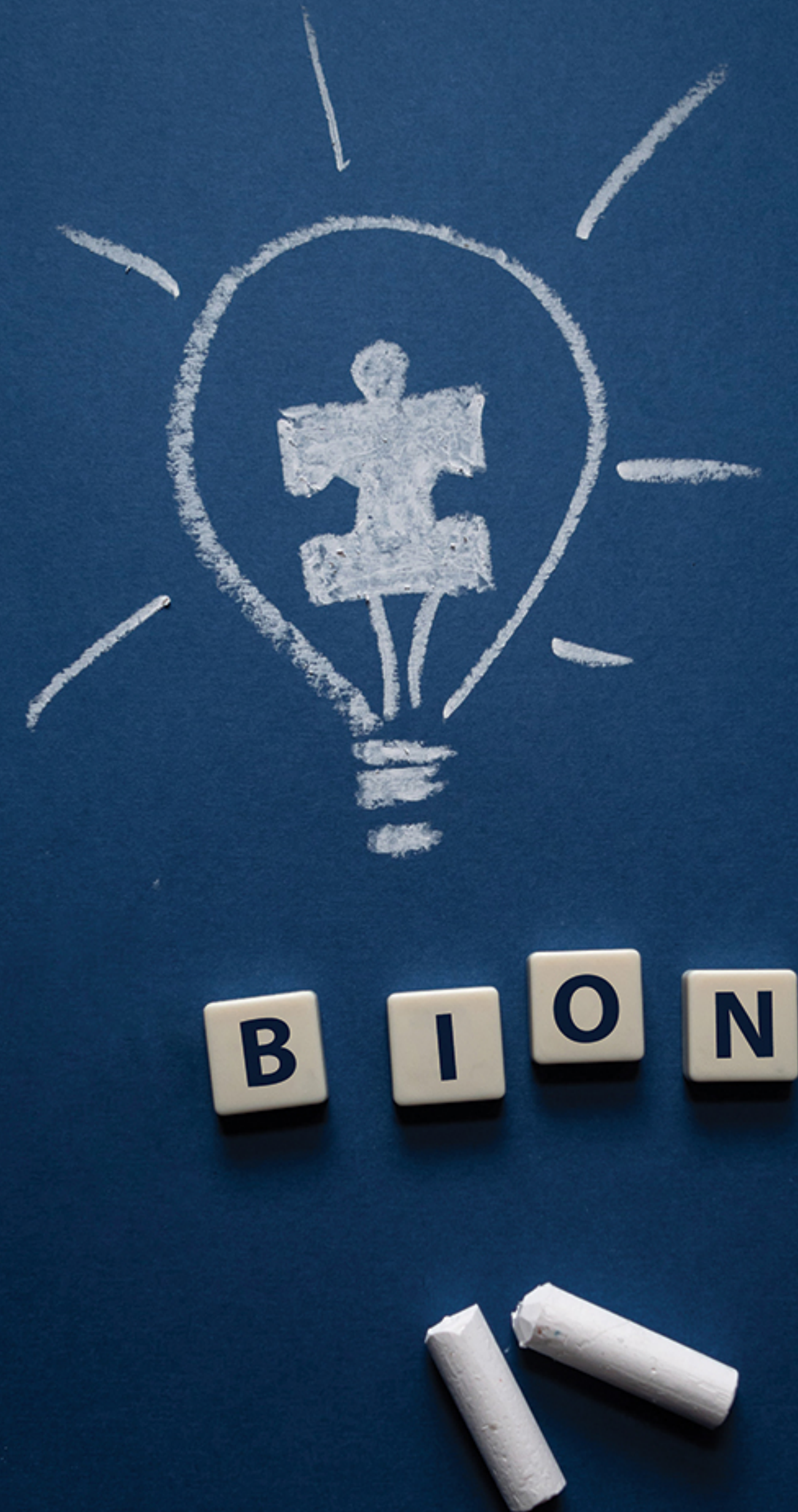
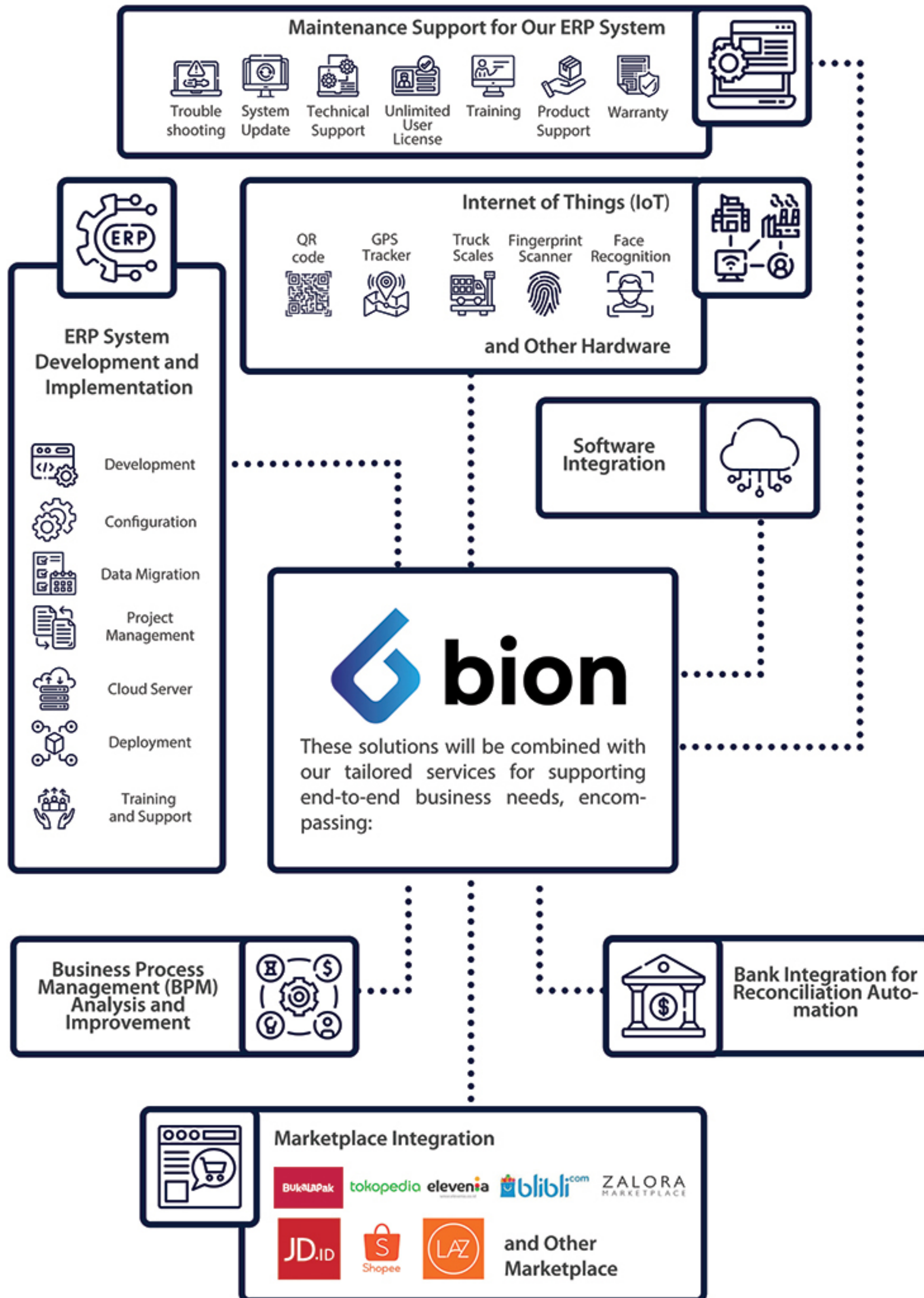
Provide a complete, comprehensive freight forwarding solution. Easily manage all aspects of your freight forwarding operations in one platform

Manage air, ocean, and land shipments. Our Freight Forwarding Management Module covers all modes of transportation,

including LCL, Direct Operations, and Consolidated Shipments. Provide flexibility to add multiple routes for each shipment

Provide comprehensive reporting to keep track of the profit and loss on the shipment level

Generate and print documents required for Freight Forwarding documentation, such as Master Bill of Lading, House Bill of Lading, Airway Bill, Export-related documentation, and many more. The reports can be configured and adjusted based on your specific business needs



OUR PRODUCTS

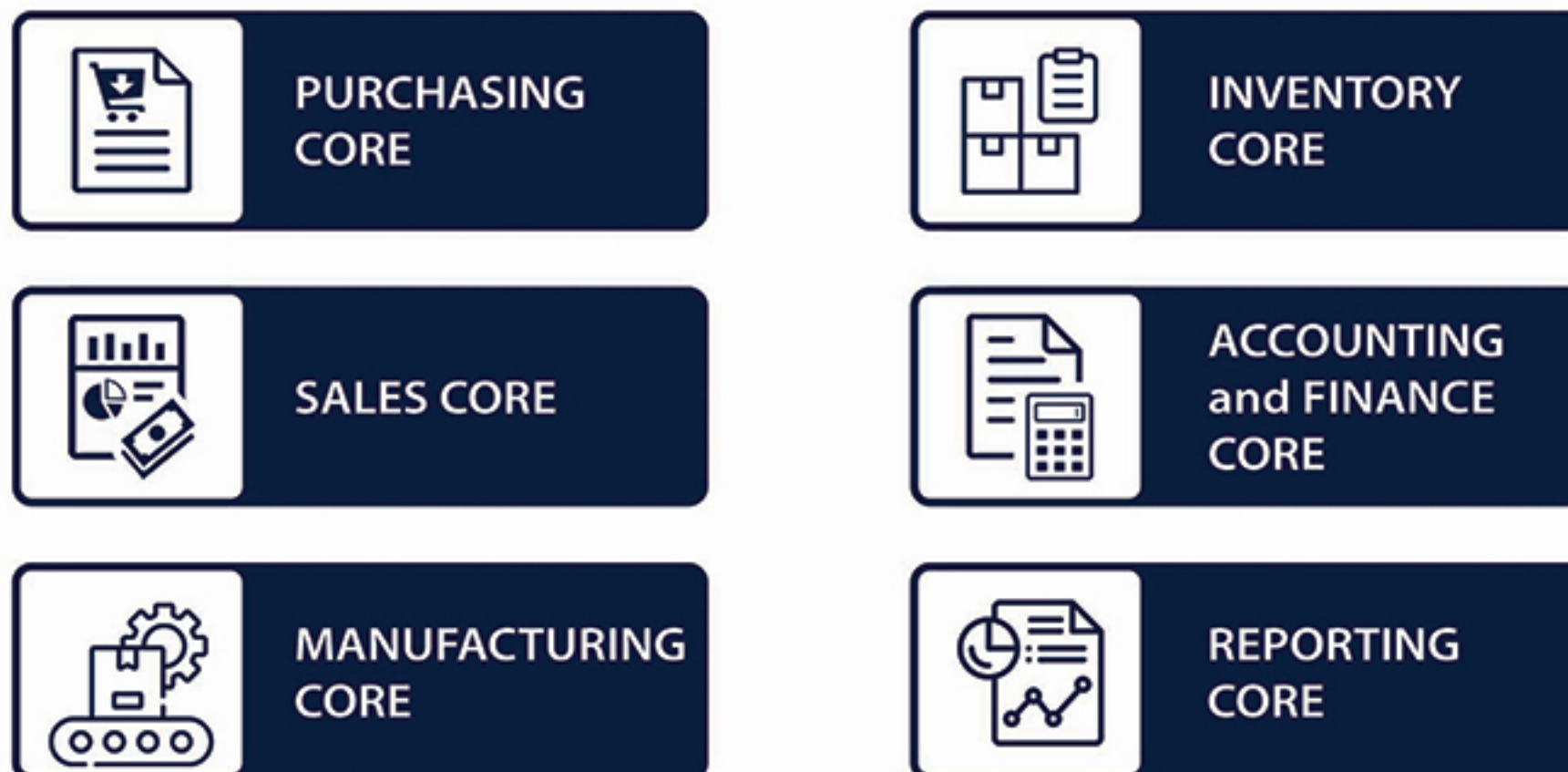
BION CORE:

Streamline your business operations with BION CORE, our all-in-one platform solution. Our core package includes all the essential modules you need to get started with automating your processes.

BION CORE is the perfect fit for businesses of any size and industry, and is designed to be scalable as your business grows.

Take control of your business, drive efficiency and achieve success with BION CORE.

MODULES



* BION CORE is our default solution, which requires no development or customization and is ready to be configured and deployed as soon as it is needed.

** For our customised, tailored solutions, please refer to BION TRADE or BION MANUFACTURING

BION MANUFACTURE

Maximize the efficiency of your manufacturing operations with BION MANUFACTURE. Designed to meet the unique needs of businesses with complex manufacturing processes, our solution provides enhanced visibility and real-time data to help you make informed, accurate decisions.

Whether you're looking to streamline your production, optimise your supply chain, or improve your core operations, our solution has you covered. With BION MANUFACTURE, you will have the tools you need to take your manufacturing process to the next level.



- Purchasing
- Sales
- Inventory
- Accounting and Finance
- Manufacturing
- Reporting
- Assets Management
- Expenses
- Multi-company Set-up, if applicable
- Holding and Subsidiary Relationship, if applicable

BION FREIGHT

Streamline your freight forwarding operations with BION FREIGHT. BION Freight Forwarding helps you manage customers, control your freight forwarding operations, and optimise your fleet management processes. With real-time data and analytics tools, you will have the visibility and control you need for assisting your decision making in your journey of growing your business. Moreover, you can reduce the hassle in the data entry and documentation process and focus more on your business. Whether you're a small company or a large enterprise, BION FREIGHT has you covered.



- Purchasing
- Sales
- Inventory
- Accounting and Finance
- Customer Relationship Management
- Freight Operations
- Accounting and Finance
- Fleet Management
- Reporting
- Multi-company Set-up, if applicable



Efficiently manage your distribution operations with BION TRADE. BION Trading & Distribution is designed to streamline and automate key processes such as order management and inventory tracking helping you to reduce costs and increase efficiency.

With real-time data and powerful analytics tools at your fingertips, you'll have the visibility and control you need to optimise your distribution network and drive success. Whether you're a small business just starting out or a large enterprise looking to take your distribution operations to the next level, BION TRADE has the tools and capabilities you need to thrive.



- Purchasing
- Sales
- Inventory
- Accounting and Finance
- Asset Management
- Expenses
- Reporting
- Multi-company Set-up, if applicable
- Holding and Subsidiary Relationship, if applicable



Efficiently manage your distribution operations with BION Trading & Distribution. BION Trading & Distribution is designed to streamline and automate key processes such as order management, inventory tracking, and transportation logistics, helping you to reduce costs and increase efficiency.

With real-time data and powerful analytics tools at your fingertips, you'll have the visibility and control you need to optimise your distribution network and drive success. Whether you're a small business just starting out or a large enterprise looking to take your distribution operations to the next level, BION Trading & Distribution has the tools and capabilities you need to thrive.



- Purchasing
- Sales
- Inventory
- Accounting and Finance
- Project Management
- Fleet Management
- Customer Relationship Management
- Expenses
- Reporting Multiple Outlets Set-up, if applicable



Streamline your mining operations with BION MINING. BION Mining helps you manage complex processes such as resource management, production planning, and logistics, and provides real-time data and powerful analytics tools to help you optimise mining operations.



- Inventory
- Asset Management
- Project Management
- Fleet Management
- Accounting and Finance
- Reporting
- Expenses



Maximise the efficiency and productivity of your rental business with BION Rental. BION Rental is designed to streamline and automate key processes such as sales, product availability, leasing periods, and finances, helping you to save time and reduce costs.



- Asset Management
- Purchasing
- Inventory
- Customer Relationship Management
- Item Availability
- Fleet Management (if applicable)
- Accounting and Finance
- Reporting Multiple Outlets Set-up, if applicable
- Holding and Subsidiary Relationship, if applicable



Take your restaurant and online ordering operations to the next level with BION Food & Beverages. Designed specifically for the food and beverage industry, our platform is packed with powerful tools and features to help you optimise your business.

Our solutions will help you to manage memberships and promotions, upsell and cross-sell with ease, control your optimum inventory level and stay on top of your production process. With the business process automation covered from our end, now you have more time to focus on satisfying your hungry customer, which matters the most. Whether you're running a small local restaurant or a large chain, BION FNB has the features and capabilities you need to thrive



- Asset Management
- Expenses
- Reporting
- Multiple Outlets Set-up, if applicable
- Holding and Subsidiary Relationship, if applicable
- Purchasing
- Sales
- Inventory
- Accounting and Finance
- Manufacturing
- Point of Sales
- Central Kitchen and Outlet Relationship



Transform your healthcare operations with BION HEALTHCARE. BION HEALTHCARE helps you manage patient records, appointments, billing, provides real-time data and powerful analytics tools to help you optimise your healthcare institution operations. With BION HEALTHCARE, you will have everything you need to deliver top-quality care and drive efficiency in your healthcare institution.



- Purchasing
- Sales
- Inventory
- Point of Sales
- Accounting and Finance
- Hospital or Clinic Management
- Reporting



Optimise your retail operations with BION Retail. BION Retail will help you manage sales, inventory, and customer relationships, and streamline your retail processes. With real-time data and powerful analytics tools at your fingertips, you'll have the visibility and control you need to optimise your retail business and drive success.



- Purchasing
- Sales
- Inventory
- Customer Relationship Management
- Point of Sales
- Accounting and Finance
- Reporting
- Expenses
- Multi-outlet Set-up and Relationship, if applicable
- Holding and Subsidiary Relationship, if applicable



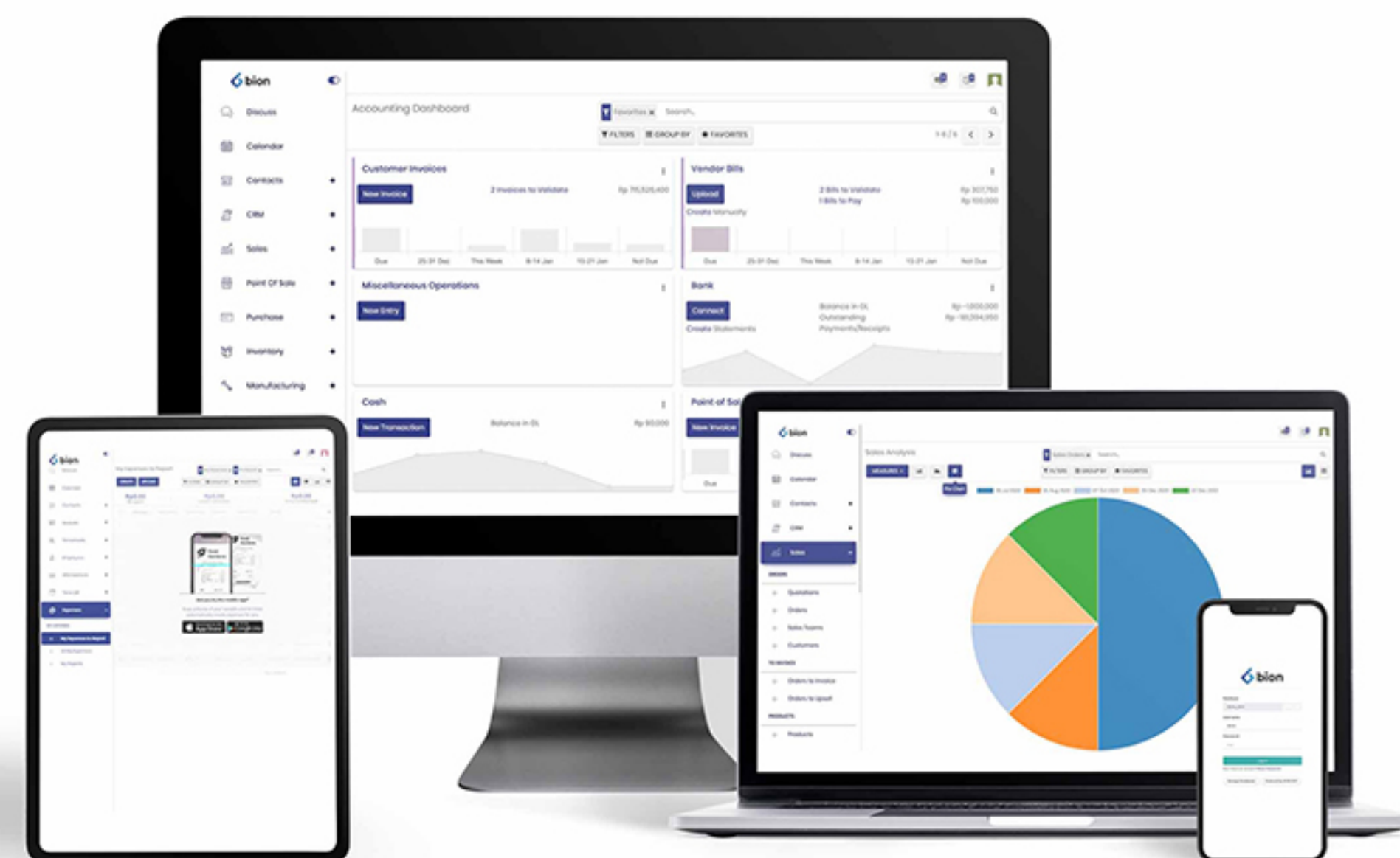
BION EDUCATION optimises your education operations. BION Education is designed to help you manage student information, course schedules, enrollment and finances, gives you real-time data and powerful analytics tools to help your educational institution achieve success.



- Purchasing
- Inventory
- Accounting and Finance
- Education
- Reporting
- Expenses



Smart Map



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OUR PRICING STRUCTURE

In BION ERP, we believe that our customers deserve transparency regarding the solutions they will get for the price they will pay.

Therefore, BION ERP applies easy and transparent pricing, which is easy to understand, with no hidden costs later down the line.

Other Pricing Structure

Our Pricing Structure consists of 2 components, with the breakdown as follows:

Initial Investment	Recurring Fee (optional)
Module Fee + Integration or Other Services (if applicable) Development and Implementation Fee <ul style="list-style-type: none">- Development and Customisation- Configuration and Data Migration- Project Manager- Business Analyst, Functional Consultant, and Technical Consultant- Server Deployment- Site Visit- Training and Support	System Maintenance <ul style="list-style-type: none">- Troubleshooting and Bug Fixing- System Update- Functional Support- Technical Support- Product Support via WhatsApp- Ongoing Product Maintenance- Warranty Server Provisioning and Maintenance Fee <ul style="list-style-type: none">- Amazon Web Services or Google Cloud Platform

BION ERP applies Unlimited User License Policy, which is already covered in the Module Fee. Therefore, users addition in the future will not be charged

Server Provisioning and Maintenance Fee will follow the capacity of the server, which will be determined by the number of users and usage level.

BION ERP team will inform our Client once the server capacity is not at the optimum level and will inform the Client, subject for approval before the commencement of Server Capacity Upgrade.

Further details related to Pricing will be disclosed in the Terms and Conditions section within the official quotation

BION CORE Pricing Structure

Our Pricing Structure consists of 2 components, with the breakdown as follows:

Initial Investment

BION CORE Module Fee
BION CORE Implementation Fee
Configuration and Data Migration
Project Manager
Functional Consultant, and Technical Consultant
Server Deployment
Site Visit
Training and Support

Recurring Fee (optional)

System Maintenance
Troubleshooting and Bug Fixing
System Update
Functional Support
Technical Support
Product Support via WhatsApp
Ongoing Product Maintenance
Warranty

Server Provisioning and Maintenance Fee
Amazon Web Services or Google Cloud Platform

BION ERP applies Unlimited User License Policy, which is already covered in the Module Fee. Therefore, users addition in the future will not be charged

Server Provisioning and Maintenance Fee will follow the capacity of the server, which will be determined by the number of users and usage level.

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Further details related to Pricing will be disclosed in the Terms and Conditions section within the official quotation

OUR IMPLEMENTATION ROADMAP

Based on our experiences in implementing ERP, we come to the conclusion that the on-point Project Methodology and Project Management play a major role in the success of ERP implementation. Combining both Agile and Waterfall methodologies, along with our practical experience, we come up with our Implementation Roadmap, which has been tested to be accurate, efficient, and effective, with the least hassle from Customer perspective.

Our Implementation Roadmap, consisting of processes from Initiation to Go-live, will take at least 3 months to complete, as the timeline duration will be determined based on the actual scope and complexity of the project. Overall, the breakdown of our roadmap is as follows:



Business, elevated.

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