



# CUSTOMER SUCCESS SUMMIT 2025





PROC**ECS**  
**ENGINE**

## **Challenge:**

Traditional SAP add-ons and one-off integrations

- Slowdown in UI performance (DI-API)
- Inconsistent
- Stagnant
- Risky to upgrade

## **Solution / Philosophy:**

ProcECS Engine

- Built outside of SAP Client (Service Layer)
- Unified user experience
- Shared, scalable code base
- Future-ready

## **ProcECS Engine:**

Central web application platform

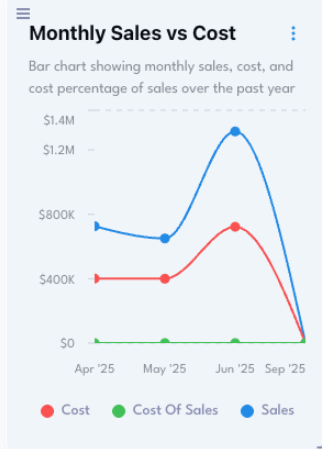
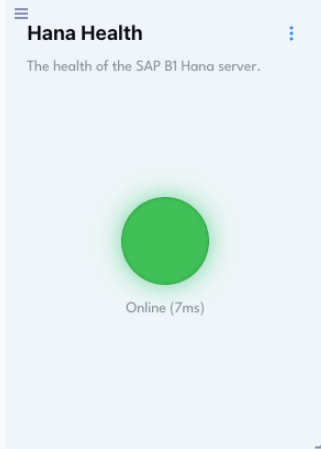
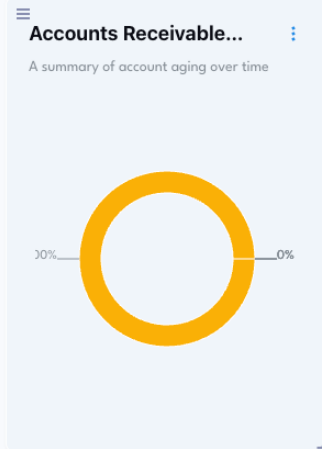
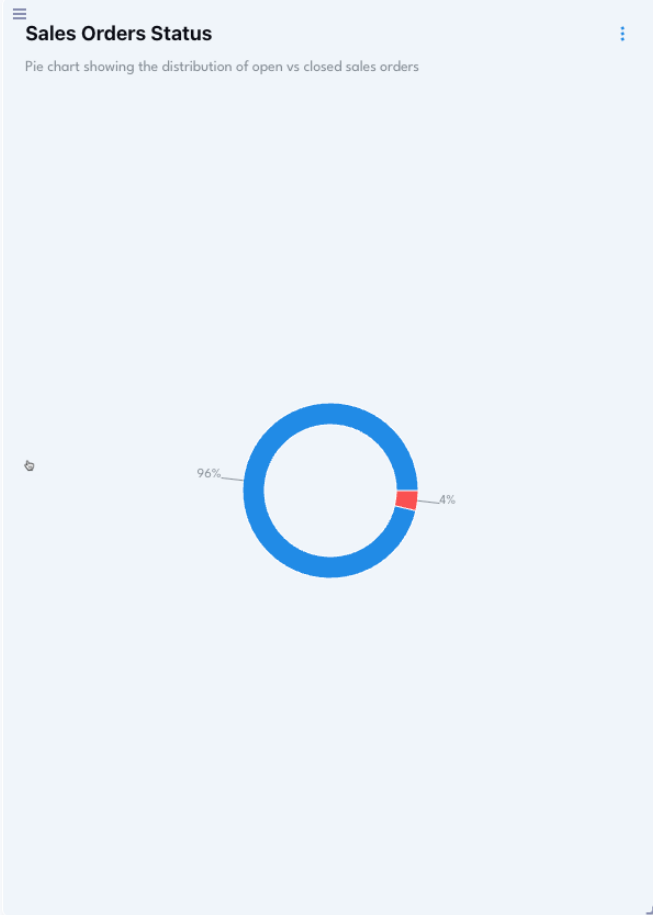
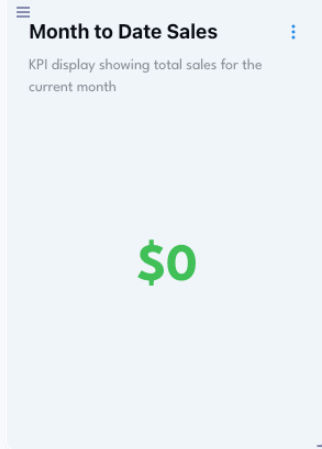
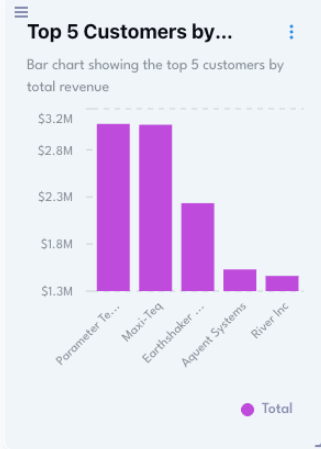
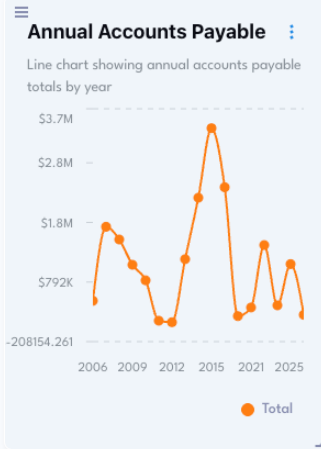
- Unify operations, data, and integrations

## **Core Modules:**

- Dashboards – Real-time insights and KPIs across your business.
- Quick Reports – Instant access to key data and ad-hoc analytics. Shared, scalable code base
- OneClick Boards – Action-driven command center for common business functions.
- Tables – Simplified management of data, tables, and master records.

- Personal
- API
- Finance
- Sales

- Dashboards
- Quick Reports
- OneClicks
- Tables
- Admin





AW

# Top 5 Customers By Revenue Detail

Drill-down results from dashboard #6

[Back to Dashboard](#)

CardName	CardCode	DocType	DocEntry	DocNum	DocDate	DocCur	Amount
Parameter Technology	C23900	INV	89	89	2007-04-28 00:00:00.	\$	10335
Parameter Technology	C23900	INV	104	104	2007-08-23 00:00:00.	\$	1725.15
Parameter Technology	C23900	INV	111	111	2007-10-01 00:00:00.C	\$	588.3
Parameter Technology	C23900	INV	118	118	2007-11-18 00:00:00.0	\$	2067
Parameter Technology	C23900	INV	125	125	2007-12-23 00:00:00.0	\$	1788.75
Parameter Technology	C23900	INV	140	140	2008-04-02 00:00:00.	\$	4626.9
Parameter Technology	C23900	INV	147	147	2008-06-02 00:00:00.	\$	1168.65
Parameter Technology	C23900	INV	154	154	2008-07-25 00:00:00.	\$	532.65
Parameter Technology	C23900	INV	161	161	2008-09-10 00:00:00.1	\$	9699
Parameter Technology	C23900	INV	176	176	2008-12-14 00:00:00.0	\$	10335

129 rows

## Quick Reports

Streamlined reporting with SAP data integration and optimized performance

### Sales

#### AR Credit Memo

AR Credit Memo by Business Partner and/or Item

#### AR Invoice History

AR Invoice History by Business Partner and/or Item

#### Open Deliveries

Open Deliveries by Business Partner and/or Item

#### Open Sales Orders

Open Sales Orders by Business Partner and/or Item

#### Open Sales Quotes

Open Sales Quotes by Business Partner and/or Item

### Purchasing

#### AP Credit Memo History

AP Credit Memo History by Business Partner and/or Item

#### AP Invoice History

AP Invoice History by Business Partner and/or Item

#### Open GRPO

Open GRPO by Business Partner and/or Item

#### Open Purchase Orders

Open Purchase Orders by Business Partner and/or Item

### Business Partners

#### Monthly Totals

Monthly Sales/Purchase Totals by Business Partner and/or Item

#### Statement of Account

Statement of Account by Business Partner

### Inventory

#### Monthly Turn Rate

Monthly Turn Rate by Item and/or Business Partner

#### Open Inventory Transfer Requests

Open Inventory Transfer Requests by Business Partner and/or Item

#### Open Pick Lists

Open Pick Lists by Business Partner and/or Item



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# AR Invoice History

AR Invoice History by Business Partner and/or Item

< Go Back



Filter

Actions

#	Customer	Name	Item	Description	Serial #	Quantity	Warehouse	Item Cost	Price	Base Document #
1	C20000	Maxi-Teq	A00001	J.B. Officeprint 1420		1.000000	01	309.830000	300.000000	1517
2	C20000	Maxi-Teq	E00001	Secondhand Tablets	test8	1.000000	01	400000.000000	600000.000000	
3	C20000	Maxi-Teq	E00001	Secondhand Tablets	test5	3.000000	01	100000.000000	225.000000	
4	C20000	Maxi-Teq	E00001	Secondhand Tablets	test6	3.000000	01	100000.000000	225.000000	
5	C20000	Maxi-Teq	E00001	Secondhand Tablets	test7	3.000000	01	100000.000000	225.000000	
6	C12123	Bob's Apartment Compl	A00006	Rainbow 1200 Laser Sei	test1	3.000000	01	7155.130000	400.000000	
7	C12123	Bob's Apartment Compl	A00006	Rainbow 1200 Laser Sei	test2	3.000000	01	7155.130000	400.000000	
8	C12123	Bob's Apartment Compl	A00006	Rainbow 1200 Laser Sei	test3	3.000000	01	7155.130000	400.000000	
9	C12123	Bob's Apartment Compl	77001-8000-XXX	ATC CIRCUIT BREAKER		1000.000000	01	1.000000	713.000000	
10	C23900	Parameter Technology	E00001	Secondhand Tablets	test12	1.000000	01	400000.000000	650000.000000	

3668 rows

## OneClicks

Execute pre-configured actions with a single click for streamlined workflows

### Sales

#### Approve Sales Orders

Approve Sales Orders

### Items

#### Update Item Price

Update Item Price



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# Approve Sales Orders

Approve Sales Orders

< Go Back



	#	Order #*	Customer	Name	Item	Description	Quantity	Open Qty	Unit Price	PO #	Linked...	Order Date	L
<input type="checkbox"/>	1	1544	C12123	Bob's Apartment Co	A44192	Swami Kiss Golf GP	1.000000	1.000000	55.000000			2025-10-01	C
<input checked="" type="checkbox"/>	2	1541	C12123	Bob's Apartment Co	A44192	Swami Kiss Golf GP	1.000000	1.000000	55.000000			2025-10-01	C
<input checked="" type="checkbox"/>	3	1549	C12123	Bob's Apartment Co	A44192	Swami Kiss Golf GP	1.000000	1.000000	55.000000			2025-10-01	C
<input type="checkbox"/>	4	1543	C12123	Bob's Apartment Co	A44192	Swami Kiss Golf GP	1.000000	1.000000	55.000000			2025-10-01	C
<input type="checkbox"/>	5	1528	C12123	Bob's Apartment Co	A44192	Swami Kiss Golf GP	1.000000	1.000000	55.000000			2025-10-01	C
							<b>2.00</b>	<b>2.00</b>	<b>110.00</b>				

2 of 5 rows selected

## User Tables

Centralized interface for viewing and updating User-Defined Table configurations

TEST\_UDT\_STRING

TEST\_UDT



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# TEST\_UDT

Records from TEST\_UDT

Delete from SAP

Submit to SAP

< Go Back



Mass Update






Add Row

Filter

Actions

<input type="checkbox"/>	Code*	Name	ItemName	Price	PurchaseDate	DocNum	Qty	IsActive	LinkUdt	LinkSysObj
<input type="checkbox"/>	7	John Newman!	marvelous	6.33	2025-09-12	8	0.29	No	101 - 101	C0012
<input checked="" type="checkbox"/>	12	John Smith	changed	9.99	2025-10-16	25	17	Yes	101 - 101	C0012
<input checked="" type="checkbox"/>	40	Val Jorgenson	Drill	2	2025-10-02	4	4	No	100 - 100	BA1000
<input checked="" type="checkbox"/>	43	Nancy Hall	Drill			4	5	Yes		BA1000
<input type="checkbox"/>	45	Dallas Iverson	Cleaner	0.25	2025-06-22	4	5	No	101 - 101	V2020
<input type="checkbox"/>	47	Orion	test	100.25	2025-08-04	0	5	No		
<input type="checkbox"/>	48	Jill Penningworth	Value	0.02	2025-08-31	1	5	Yes	101 - 101	V10000
<input type="checkbox"/>	49	Drivers Direct	test	0	2025-08-31	6	5	No		
<input type="checkbox"/>	50	Daily's	changedQtyTo2	0		0	2	Yes		
				<b>95.00</b>			<b>11.99</b>			<b>26.00</b>

3 of 34 rows selected

-  Dashboards
-  Quick Reports
-  OneClicks
-  Tables
-  Admin

## Users

A list of Effective Computer Solutions users

[+ New User](#)

- Users**
- Roles
- Services ▾

Daryl	Goodman	dgoodman@ecs-online.com		>
Developer	Developer	dev@ecs-online.com	8	>
Aaron	Walsh	awalsh@ecs-online.com	8	>
Kenny	Ponton	kponton@ecs-online.com	9	>



AW

# Quick Report

A list of Effective Computer Solutions quick reports

Users

Roles

Services ▾



Employee	Statement of...	Open Deliveries	Open GRPO	Open Purchase...
Daryl Goodman	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Developer Developer	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Aaron Walsh	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
Kenny Ponton	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

4 rows



First Name:  Last Name:

Email:

Organization:  Employee Code:

Company Details

- ECS-HANA
- TEST
- PROCECES\_DEMO

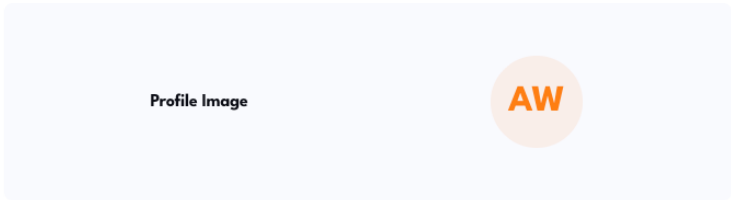
Roles

- + ADD ROLE
- QUICK REPORTS ×
- ADMINISTRATOR ×
- ONECLICK ×
- DASHBOARD ×
- TABLE ×

Save

+ New User

dgoodman@ecs-online.com		>
dev@ecs-online.com	8	>
awalsh@ecs-online.com	8	>
kponton@ecs-online.com	9	>



First Name

Aaron

Last Name

Walsh

Email

awalsh@ecs-online.com

Organization

Effective Computer Solutions

Employee Code

8

Company Details

- ECS-HANA
- TEST
- PROCECES\_DEMO

Roles

- QUICK REPORTS
- ADMINISTRATOR
- ONECLICK
- DASHBOARD
- TABLE

Logout

Update Password

Save

+ New User

dgoodman@ecs-online.com		>
dev@ecs-online.com	8	>
awalsh@ecs-online.com	8	>
kponton@ecs-online.com	9	>

## **Additional Modules:**

- Integration Hub
- AI
- Service Portal
- Advanced Pricing and Rebates
- Price Quote Tool
- Inventory Planning and MRP
- Sales Rep Portal
- Commissions
- WMS Lite

## **Business Model Shift:**

### Subscription-Based

- New features
- Latest Technology
- Ecosystem of innovation

### Value for Customers

- Faster time-to-benefit
- Access to shared team for support and development

## **Future Alignment with SAP:**

Positioning for SAP's Thin Client

- Designed around SAP's architecture
- Hand-in-hand with SAP Roadmap

Long-Term Vision

- B1 customers future-proof
- Constant evolution with modern technology

# **ProcECS Engine**

## *AI Modules*

Form Name: Request For Quote  
Submission Time: June 18, 2025 10:54 am  
Browser: Safari 18.5 / OS X  
IP Address: 64.181.92.89  
Unique ID: 1354508345  
Location:

### Quote Information

Is this a Competitive Bid or Design-Build? Competitive Bid

Select Your Lencore Sales Representative:

What date do you need the quote back by for the bid? Jun 19, 2025

From whom do you want to receive your quote? Direct

### Your Contact Information

Full Name

Email

Phone

Company Name

Industry/Role Lencore Sales Rep

Country United States

Address

Should the quote be made out to you? No

### Quotee Contact Information

Quotee Name

Quotee Email

Quotee Phone

Quotee Company Name

**GENERAL NOTES:**

- This is not a construction drawing. This represents a proposed masking layout. Verification of unit placement prior to final installation may be required.
- Placement of Head-end equipment is depicted at suggested locations and may be relocated to other electrical or communications closets within close proximity as shown.
- The number of Lencore OP's per single power supply shall not exceed six (6) for Masking Systems and three (3) for Masking/Paging Systems.
- For G225, plenum OP, use 16 gauge, 2 conductor, non-shielded, plenum rated cable for power. Power cable cannot exceed 300' from the power supply to the last OP in Power Zone (Not applicable to G1525).
- Use Cat6 or equivalent, 4 pair, non-shielded, twisted, 24 gauge, plenum rated cable terminated at each end with standard RJ45 connector (Straight Pin) for Data Cable.
- The number of Lencore speakers per OP speaker channel shall not exceed eight (8).
- Use Cat6 or equivalent, 4 pair, non-shielded, twisted, 24 gauge, plenum rated cable terminated at each end with standard RJ45 connector (Straight Pin) for Speaker Channels. Lencore has experienced issues using EZ-RJ45 connectors. Even though these cable heads allow for easier termination of Cat6 or equivalent wires, cut wires have caused shorts, and intermittent open connections. The root cause of these failures is unknown at this time but Lencore is aware of the potential issue and is prepared to discuss with installers, if need be. Please contact Tech Support for more detail.
- OP Speaker Channels are not to exceed 150' from the OP to the 1st speaker and 150' from the 1st speaker to the last for an overall distance of 300' from the OP to the last speaker.
- Head-End equipment requires power from one (1) dedicated 110-120 volt outlet. Power Supplies are not to exceed five (5) on a dedicated 20A circuit.
- Ground wire (16 gauge, plenum rated) required between OP's of different power zones. Ground Wire must follow the path of the Data Cable.
- Please refer to Lencore iNet<sup>®</sup> installation manual for complete instructions.

Quad OP Rack Mount Unit to be located per installer's discretion. Refer to the General Notes for cable distance requirements.

**LENCORE**  
COMFORT. PRIVACY. PRODUCTIVITY.  
830 New York Ave., Suite 211  
Huntington, NY 11743  
(516) 662-9292  
www.lencore.com

**iNet<sup>®</sup>**

Quantity	Symbol	Description	Quantity	Symbol	Description
-	UP-FIRING UNIVERSAL SPEAKER	-	DECORATIVE FIXED MOUNT END SPEAKER		
-	DOWN-FIRING UNIVERSAL SPEAKER	-	DECORATIVE SWIVEL MOUNT RECT. SPEAKER		
-	UP-FIRING NON-UNIVERSAL SPEAKER	-	FIXED HORN SPEAKER		
-	DOWN-FIRING NON-UNIVERSAL SPEAKER	-	FLAT TOP SPEAKER		
-	UP-FIRING PENDANT SPEAKER	-	UP-FIRING IN-LINE SPEAKER		
-	DOWN-FIRING PENDANT SPEAKER	-	DOWN-FIRING IN-LINE SPEAKER		
-	CEILING PLATE SPEAKER	-	UP-FIRING REMOTE SPEAKER		
5	TANGENT SPEAKER	-	DOWN-FIRING REMOTE SPEAKER		
-	LIQUID STATE TRANSDUCER SPEAKER	-	TANGENT IN-LINE SPEAKER		
-	TILE REPLACEMENT SPEAKER	-			

**Speaker Modifications**

PAINTED	5	TILE BRIDGE
---------	---	-------------

**Headend**

BOUND MESSAGING HEADEND BACK UNIT	SEVER HEADEND BACK UNIT
MP LOCAL BACK UNIT	
QUAD OP RACK MOUNT UNIT	

**System Components**

OPERATING PLATFORM	AMP	AMPLIFIER
POWER SUPPLY 8V DC	IR HUB	IR HUB
TERMINATOR	AUDIO	SOCK MOUNT AUDIO INTERFACE
IR WALL CONTROLLER	CORDA	CORDA HUB
IR TOUCH PAD CONTROLLER	MP	MUSIC PAGE INTERFACE RACK MOUNT

**Ancillary Prewired Enclosures**

SMART ROUTER RACK MOUNT	IP RECEIVER ENCLOSURE (EXTREAMER)
ENCL 10	IP TRANSMITTER ENCLOSURE (INSTREAMER)
ENCL 10	

NUMBER OF CHANNELS (X-A): **4**

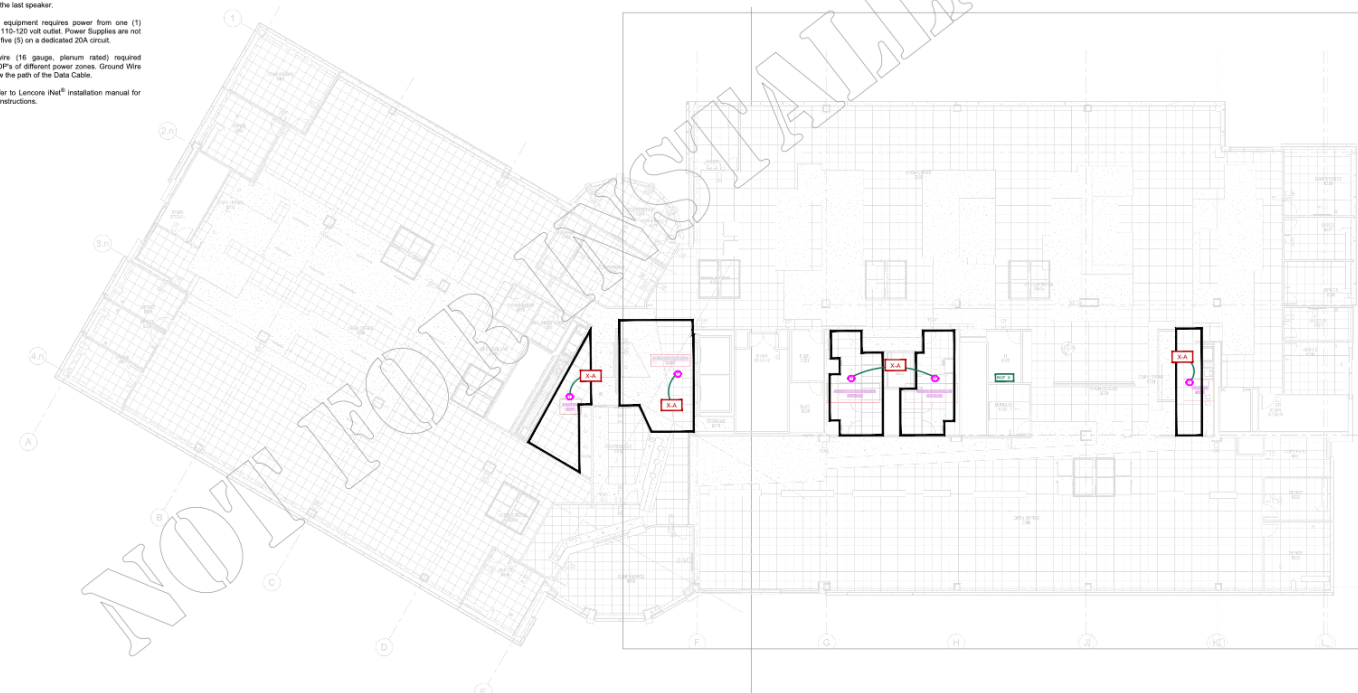
AREA OF COVERAGE DEPICTED IS: **1,249** NOT IN CONTRACT:

1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	
26	
27	
28	
29	
30	

Project Number: 2586-2582  
DRAWN BY: [ ] SCALE: 1/8" = 1'-0"  
DATE: 7/20/2020  
Drawing Size: 36x48 (E-Size)

REVISION

NO.	DATE	DESCRIPTION	SHEET
1			1



\*Full sized installation drawing will be e-mailed at time of order where channels will be identified.

**TUNING NOTES FOR MASKING AND PAGING**

- Tuning Masking: measure 4' AFF, 47-48 dBA in Open Office and 45-46 dBA in Closed Office.
- Tuning Paging: measure over the ambient background sound 10 dB in Private areas and 15 dB in Public areas.

## RFQ AI Automation

Leverage AI to speed up tasks for you!

[< Go Back](#)



Drag and drop files to upload

or

[Browse](#)

Supported files: PDF, XLS, XLSX

Uploaded files

No files uploaded yet

[Submit](#)

## Layout AI Automation

Leverage AI to speed up tasks for you!

[< Go Back](#)



Drag and drop files to upload

or

[Browse](#)

Supported files: PDF, XLS, XLSX

Uploaded files

No files uploaded yet

[Submit](#)





**Sales Quotation**

Customer Name: [Redacted]      Select Layout [v]      No. Primary: 99498  
 Contact Person: [Redacted]      Status: Open  
 Customer Ref. No.: [Redacted]      Posting Date: 10/28/25  
 Tax Liab: [Redacted]      Valid Until: 12/12/25  
     Set Avatax Tax Code      Document Date: 10/28/25  
 New Construction: [Redacted]      End User Name: [Redacted]      Project Name: [Redacted]  
 Purchaser Zip Code: [Redacted]      Subproject Name: [Redacted]      Revision: [Redacted]

Equipment Discount: 0      **Check Quote**

Contents    Logistics    Accounting    CL General    CL General 2    Attachments    Project Info

Item/Service Type	Item	Summary Type							
#	Type	Item No.	Item Description	Quantity	Unit Price	Discount %	Non-Registration Discount %	Registration Discount %	F
1		G8350	i.Net Headend Rack Unit, Sound Masking, UL2572 Tested, 1RU	1	\$ 2,414.6000	0.00			
2		i.NetExtendedService	i.Net Extended Service and Product Replacement Program	1	\$ 995.0000	0.00			
3		G21	Data Terminator	1	\$ 146.6000	0.00			
4	T								
5		G1525	1RU i.Net Quad OP	1	\$ 2,617.7000	0.00			
6		G545-U	i.Net Speaker, brushed aluminum housing, RJ45, universal chain	70	\$ 103.5000	0.00			
7	Σ		Subtotal					0.00	0.00
8		TUNE	Commissioning, Tuning & Balancing	1		0.00			
9	T		Head End unit complies with NFPA72 code to mute sound masking during an emergency event. To ensure available rack space, note rack unit (RU) size for all rack mount type equipment shown. Include 1RU abo			0.00			
10									

Sales Employee: [Redacted]      Designer: [Redacted]      Solicited

Owner: [Redacted]      Integrator/Contractor BP: [Redacted]      Integrator/Contractor Name: [Redacted]      Ready for SF: No

On Hold: No      Release Date: 10/28/25      Spiff %: 0.00

Remarks: [Redacted]

Single Use Certificate

Total Before Discount: \$ 13,418.90  
 Discount: %  
 Freight: 0.0000  
 Tax: 0.00 %      0.0000  
 Total: \$ 13,418.90

Total CL Fees: 0.00  
 Total Install Fee: 0.00  
 Total Tune Fee: 0.00

**OK**    Add Draft & New    Cancel    Calculate Tax    Preview Tax    Create Revision    Rate Shop    Copy From    Copy To

**Sales Quotation**

Customer Name: [Redacted]      Select Layout [v]      No. Primary: 99498  
 Contact Person: [Redacted]      Status: Open  
 Customer Ref. No.: [Redacted]      Posting Date: 10/28/25  
 Tax Liable: [Redacted]      Valid Until: 12/12/25  
     Set Avatax Tax Code      Document Date: 10/28/25  
 New Construction: [Redacted]      End User Name: [Redacted]  
 Purchaser Zip Code: [Redacted]      Project Name: [Redacted]  
     Equipment Discount: 0      Subproject Name: [Redacted]  
     Revision: [Redacted]      Check Quote

Contents    Logistics    Accounting    **CL General**    CL General 2    Attachments    Project Info

Product Line	i.Net
No Drawing Recd	No
Unknown Conditions	No
Open Office	Yes
Private Office	Yes
Conference Room	Yes
Other	Yes
Other Text	Hallways
Ceiling Type	Various Types
Ceiling Height	8ft-10ft
Quote Remarks	[Redacted]

Plenum Height: 2ft-5ft  
 Insulation: Unknown  
 Square Foot Coverage: 9338  
 Custom Color: [Redacted]  
 Construction: [Redacted]  
 Installation?: [Redacted]  
 Tuning: [Redacted]  
 Ceiling Work Done Before: [Redacted]  
 Drawing Revision #: [Redacted]  
 Unit Spacing: 15ft  
 Consulting Spec?

Consulting Company: [Redacted]  
 Consulting Phone Number: [Redacted]  
 Consulting Contact: [Redacted]  
 Consulting Address: [Redacted]

Sales Employee: [Redacted]    Designer: [Redacted]  
 Owner: [Redacted]    Solicited: [Redacted]  
 On Hold: No    Integrator/Contractor BP: [Redacted]  
 Release Date: 10/28/25    Integrator/Contractor Name: [Redacted]  
 Spiff %: 0.00    Ready for SF: No

Single Use Certificate

Total Before Discount	\$ 13,418.90
Discount	%
Freight	0.0000
Tax	0.00 %
Total	\$ 13,418.90
Total CL Fees	0.00
Total Install Fee	0.00
Total Tune Fee	0.00

OK    Add Draft & New    Cancel    Calculate Tax    Preview Tax    Create Revision    Rate Shop    Copy From    Copy To [v]

Sales Quotation

Customer Name  
 Contact Person  
 Customer Ref. No.  
 Tax Liabile  
 New Construction  
 Purchaser Zip Code

Equipment Discount 0

Select Layout

No. Primary 99498  
 Status Open  
 Posting Date 10/28/25  
 Valid Until 12/12/25  
 Document Date 10/28/25  
 End User Name  
 Project Name  
 Subproject Name  
 Revision

Check Quote

- Contents
- Logistics
- Accounting
- CL General
- CL General 2
- Attachments
- Project Info

Installation Hours  
 Permit Required No  
 Union Work Non Union  
 Install Vendor  
 Installer Contact  
 Installer Estimate 0.00  
 Tuning Vendor  
 Tuning Contact  
 Tuning Estimate 0.00  
 Other  
 Other Vendor  
 Other Contact  
 Other Estimate 0.00

Administrative Fee 0.00  
 Verified Price with Rep? No  
 Verified Email for Quote?

Rep 2 % 0  
 Rep 3 % 0  
 Rep 4 % 0  
 Rep 5 % 0

Sales Employee Burt Jackson - CNS  
 Designer  
 Owner Roquia, Gary  
 Solicited  
 On Hold No  
 Integrator/Contractor BP  
 Release Date 10/28/25  
 Integrator/Contractor Name  
 Spiff % 0.00  
 Ready for SF No  
 Remarks

Single Use Certificate

Total Before Discount \$ 13,418.90  
 Discount %  
 Freight 0.0000  
 Tax 0.00 % 0.0000  
 Total \$ 13,418.90  
 Total CL Fees 0.00  
 Total Install Fee 0.00  
 Total Tune Fee 0.00

- OK
- Add Draft & New
- Cancel
- Calculate Tax
- Preview Tax
- Create Revision
- Rate Shop
- Copy From
- Copy To