INNOVATION

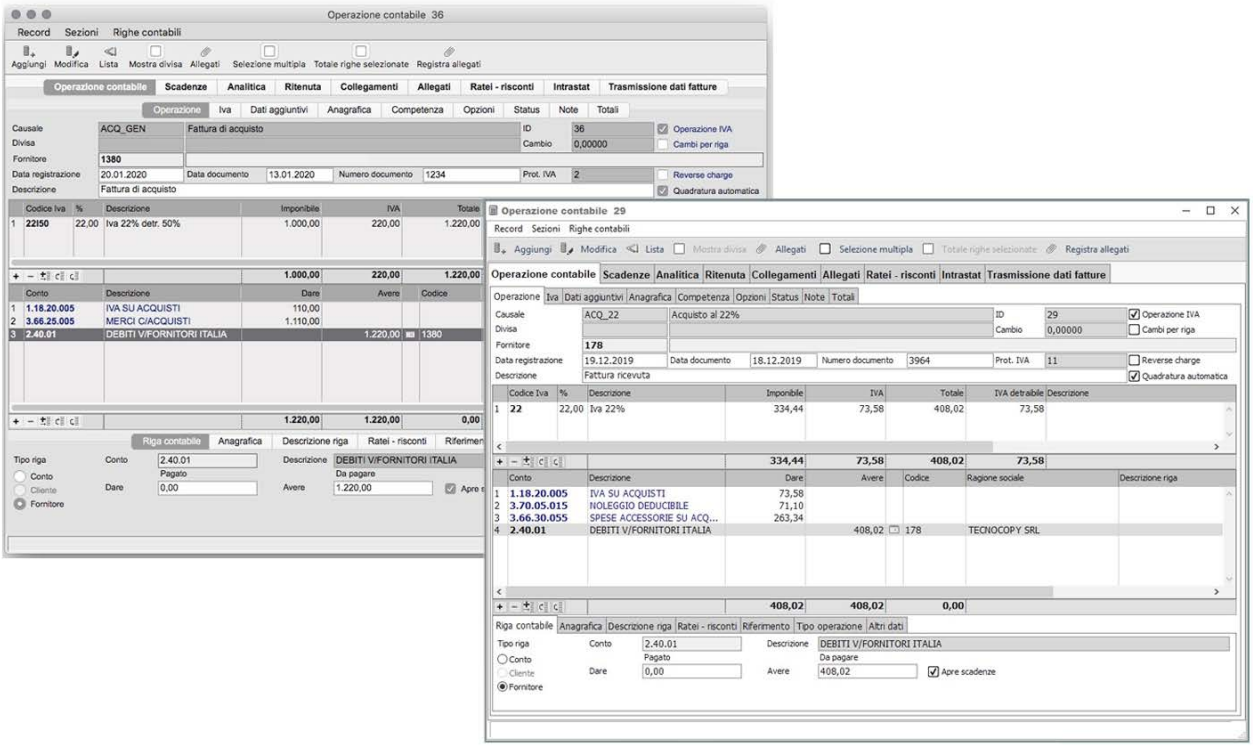
CROSS

CROSS

WHAT ARE YOU MISSING WITHOUT X-Cross?

"If I had asked people what they wanted, they would have said faster horses."
Henry Ford

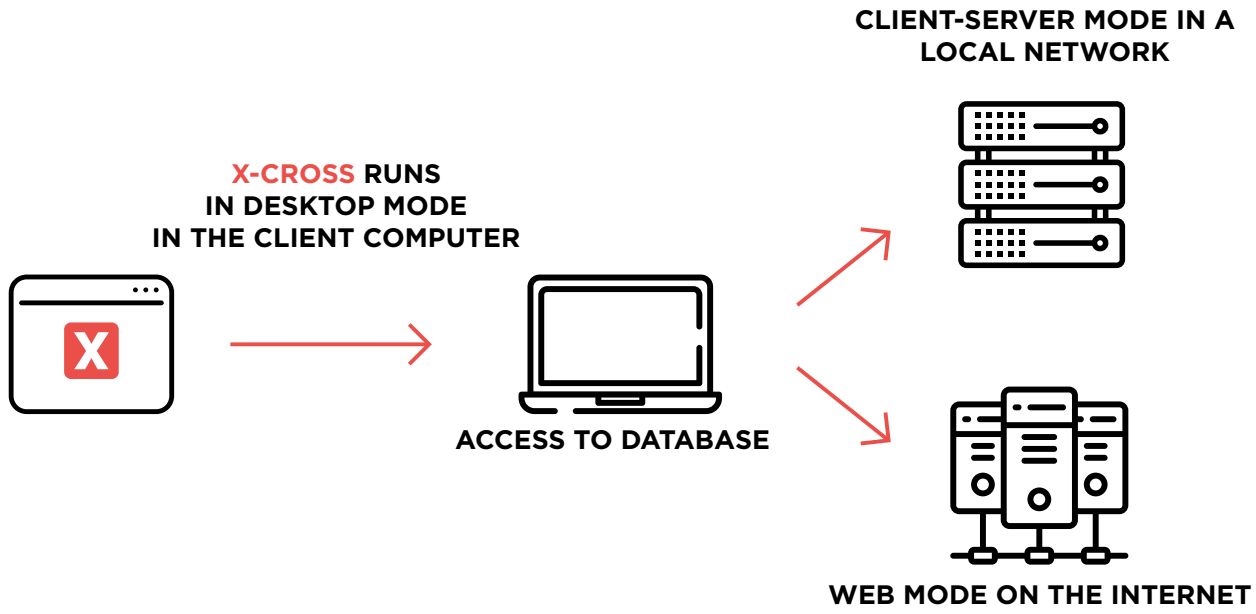
Nobody would have asked for a car at a time when its existence was unknown.
Staying in the "comfort zone", you feel safer, but you lose all the advantages that innovation can bring.
Often, after a change, people say: "I regret not having done it before".
Of course, the evaluation must be reasoned, weighing the risks against the advantages.



Maybe you never asked for what X-Cross can offer just because you didn't know you can have it.

What software are you using now?
In the following pages we will discuss many features that you may be missing with your current software.
Let's say "maybe" because we don't know which program you are currently using.
Depending on how long ago your current software was created, the list of advantages and features that you are currently missing will be longer or shorter.
And if you already have all the features that will be listed... most probably you are already using X-Cross!

CAN YOU USE YOUR SOFTWARE ANYWHERE LIKE AT YOUR DESK?



In a hyper-connected world, the need to use management software even from outside the office is very common.
For this need various solutions have been proposed:

- **Terminal emulation (Terminal Server or equivalent)**
- **Program in the browser none of which, however, is really satisfying**

The CrossCloud system

Our exclusive Internet connection system, without complicated infrastructures, allows you **to work remotely exactly as in your office**, even with a slow connection, and the software can be installed on an external Cloud server or on an internal server in the company, which can be as well used for access from the outside with minimal costs.

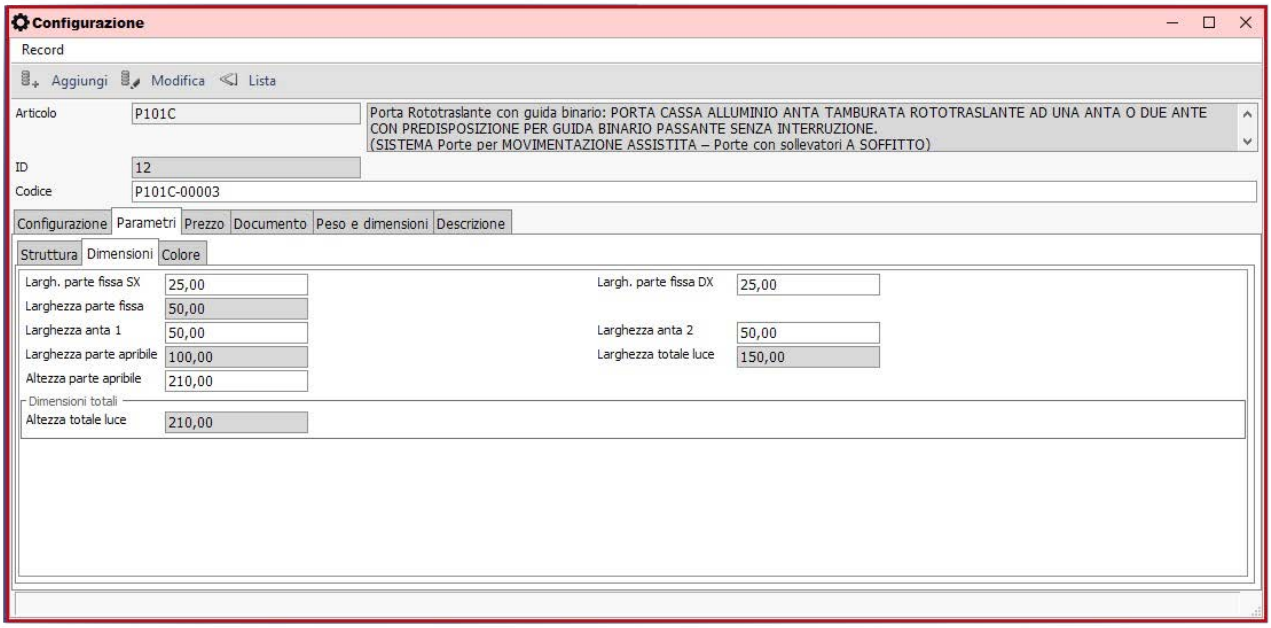
Do you have an ERP “tailor-made” for your needs?

If you have custom software:
Are the custom parts **perfectly integrated in the standard software** or are they somehow “linked” in separate windows or modules?

Do you have a data structure with **all the information that you need?**

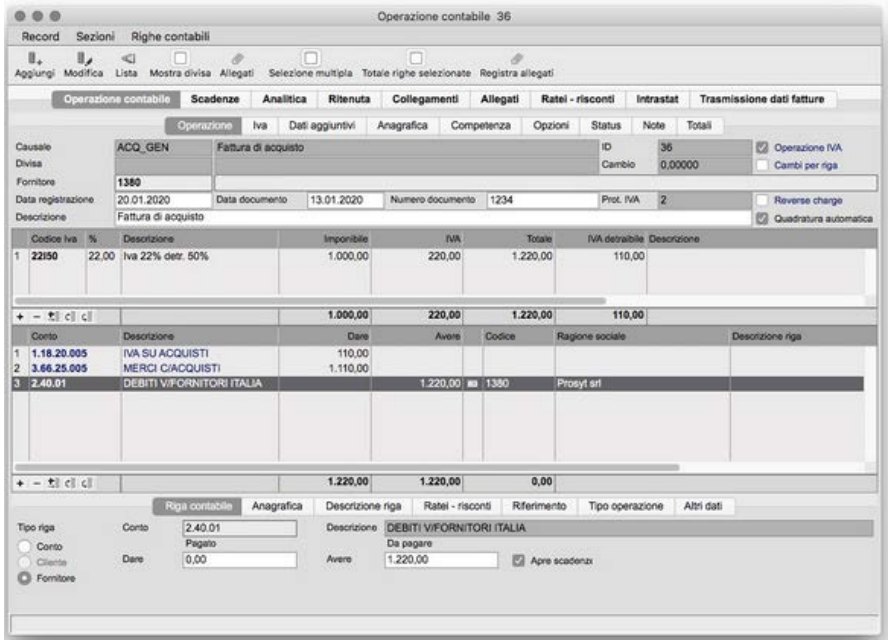
Can you **update** the standard software to the latest versions without **losing your customizations** and without any **“transplanting”** of the custom parts?

In most cases, the users of custom modified software cannot answer yes to all of these questions.
The X-Cross customization engine, on the other hand, allows the development of “tailor-made” features without any of these drawbacks.



ARE YOU USING A MACINTOSH?

If so, can you use the ERP on your computer in native desktop Mode?



In most cases, in a Macintosh environment, an ERP can be used only in these ways:
- in a Windows virtual machine;
- in the Internet browser.

X-Cross runs in native desktop mode on Macintosh operating systems, at maximum speed and taking advantage of the features of these machines.

Apple Silicon computers

The **universal binary** version runs in native mode in the new Apple silicon machines, taking full advantage of the incredible performances that this hardware architecture can offer.

Do you have a “good ERP” ... created many years ago?

Many ERPs are still based on obsolete technologies and continue to offer solutions that could have been advanced 30 years ago but are now completely outdated.

Proprietary operating systems
In some cases (not many) are still in use ERPs that require **proprietary operating systems and dedicated hardware** for their operation.
This type of approach has many downsides, in particular the **maintenance costs** (which tend to be very high) and the lack of flexibility of the systems.
The data structures, then, being the “old style” programs, tend to be not flexible and very restrictive.

Obsolete data structure
In other cases, the software runs on standard and modern operating systems, but the **obsolete data structure** gives away the old age of the project, which sometimes is a software created for character interface (MS-DOS or Unix) migrated to a Windows environment only with cosmetic changes.

Text fields
One of the most typical cases is the structure of **text** fields, that often have a **very short length**, that today is absolutely anachronistic.
In all the modern databases, in fact, the text fields have variable length, that is, if I decide a maximum length of 1,000 characters and use 50, the other 950 are not used and do not use space.
In old databases, however, the maximum length was always occupied, regardless of actual use.
Some programs, evidently developed many years ago, still suffer from these limitations, involving for example descriptive fields of very limited length (30-50 characters).

Text fields X-Cross
Text fields in X-Cross have a practically unlimited length.
For example, the **description** of a document line in X-Cross is **2.400 characters**, and can even be increased if necessary.

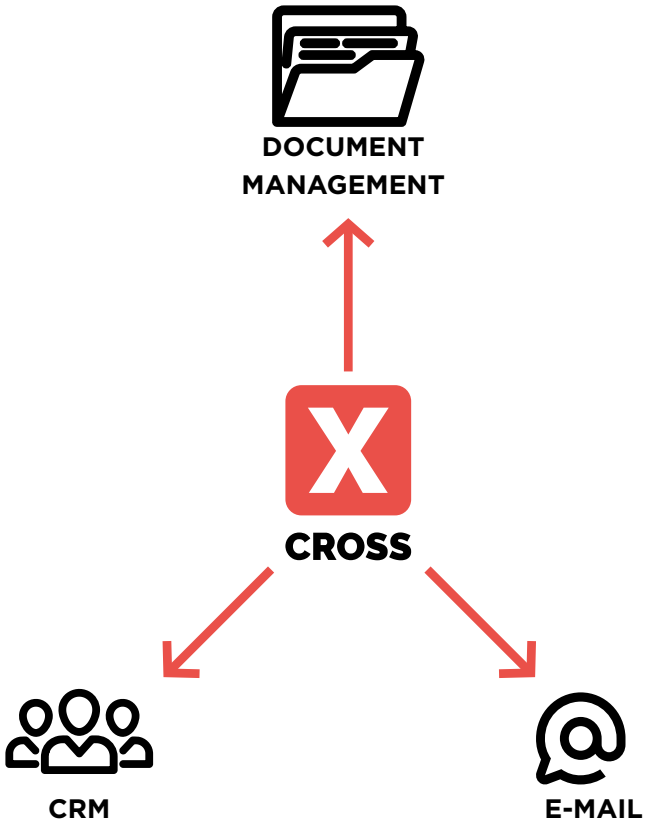
Multi line text fields
To manage text fields of this length, it is necessary to use text fields with **automatic wrapping**, both in the input phase and in printing, but some programs still don’t have this functionality.

Word Processor text fields
But X-Cross goes even further.
How will be described later, not only the text fields can have practically unlimited length, but there is also **a real internal Word processor**, which allows you to use text with formatting (different characters, bold, underlined, etc), images and tables.

DO YOU HAVE EVERYTHING YOU NEED INCLUDED IN THE MANAGEMENT SOFTWARE?

The great majority of ERPs offers only the typical functions of these programs, **leaving other needs to external "connected" software.**

But many activities, even if could be carried out with different programs, would gain a lot in performance and ease of use if they could be incorporated into the management software.



Built-in e-mail program

Almost always e-mails are managed by separate programs.

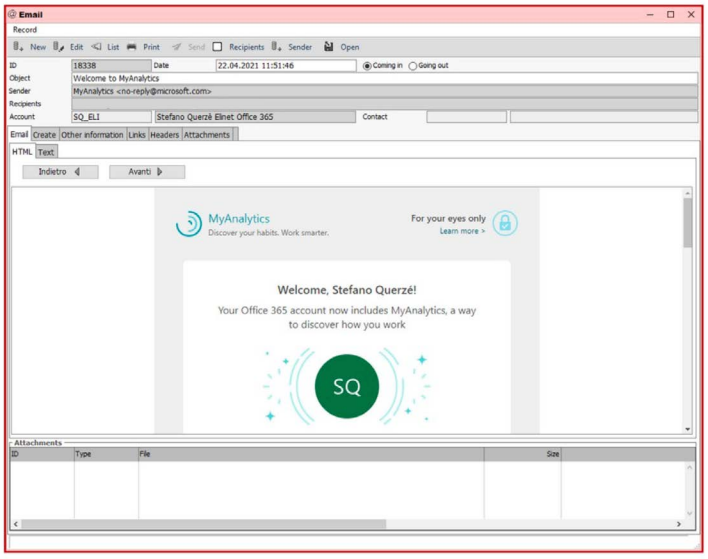
These programs can even be excellent, but they are not integrated into the management software at all.

For example, let's say we want to view all e-mails received from or sent to a customer or supplier.
We need to check the e-mail address (or addresses), go to our e-mail program and perform a search based on the criteria provided, very often with basic and non-modifiable search criteria.

The integrated X-Cross e-mail

In X-Cross, the integrated e-mail allows you to **link e-mails customers - suppliers**, a reference contact, a document, for easy availability.

In addition, all e-mails sent with other programs, even smartphones, are imported and linked to customers - suppliers based on e-mail addresses or domains.



Can you retrieve all e-mails sent to or received by a customer or supplier without external searches?

X-Cross, since the e-mail is integrated in the ERP, offers a large number of advantages compared to the use of external programs:

- **Connection** of e-mails to customer - supplier - contact data, and to references within the company.
- **Link** to other ERP records, for example commercial documents.
- Ability to read the **e-mails of all the accounts** of our company for which you have permission.
- **Integration with CRM**, of which e-mails are an integral and essential part.
- Advanced and **customizable search functions** as for the other sections of the program.
- Management of **mailing lists** and sending of collective mails directly from the database of customers - suppliers - contacts of the management system.
- **E-mails stored in the database** with greater reliability than the storage systems of external e-mail programs, and included in the database backup.

Does your software allow you to link external documents (PDF or other) to database records (e.g. accounting entries, commercial documents, customers and suppliers?

The document management that is integrated in X- Cross, compared to the use of separate programs, offers many advantages.
Apart from having the information stored in the same database, these documents can be linked to the various records of the ERP database, for example:

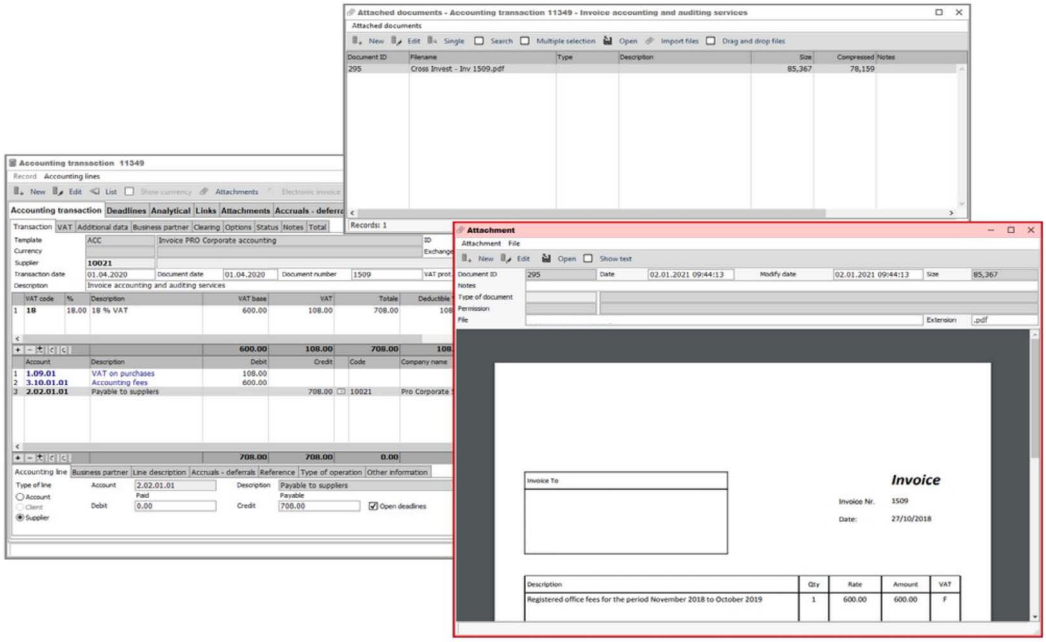
- customers and suppliers;
- CRM contacts and prospects;
- accounting movements;
- contracts;
- warehouse items;
- and in general to any database record.

Search documents

Thanks to the built-in search engine, the integrated documents management offers advanced and customizable search criteria.

Extract text from documents

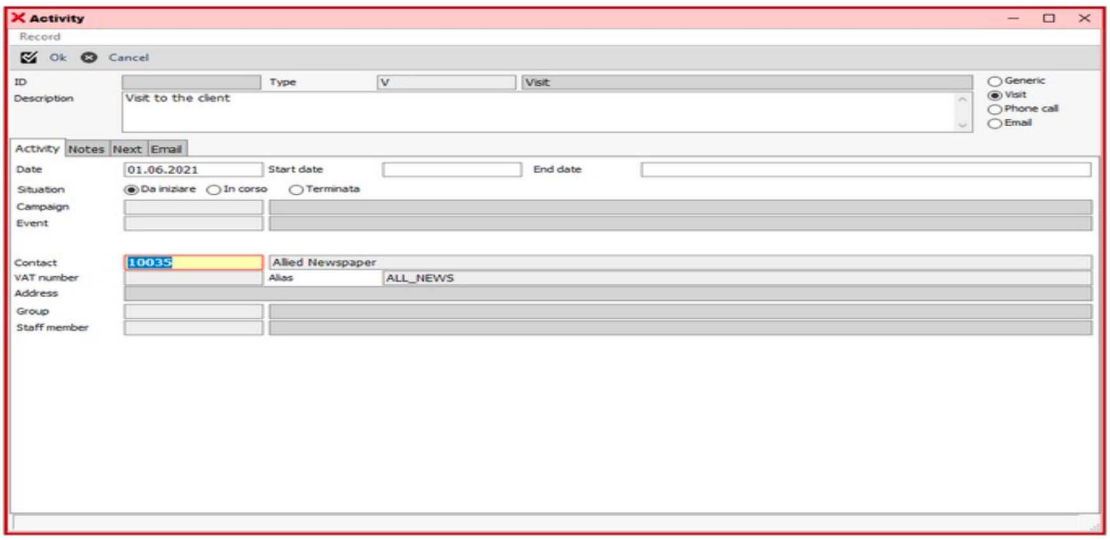
In the case of PDF documents, it is possible to extract the text for a search for contained words, using the advanced search possibilities in the text.



Can you deal with customer relations (CRM) without using external programs?

Many ERPs use external programs for CRM (Customer Relationship Management), creating “connections” with these programs.
But these “connections” usually have a lot of inconveniences:
• duplication of data (eg Customers) with different structures, and consequent misalignments between databases;
• different user interface in the two programs;
• impossibility of an efficient window synchronization between different programs and many other problems, which make the use of separate programs very unsatisfactory.

The X-Cross built-in CRM
X-Cross includes a complete CRM, which shares the database with the ERP, without data duplication, and allows perfect interaction and synchronization between the various sections of the program.
Furthermore, like the basic program, the CRM is also fully customizable according to the user’s needs.

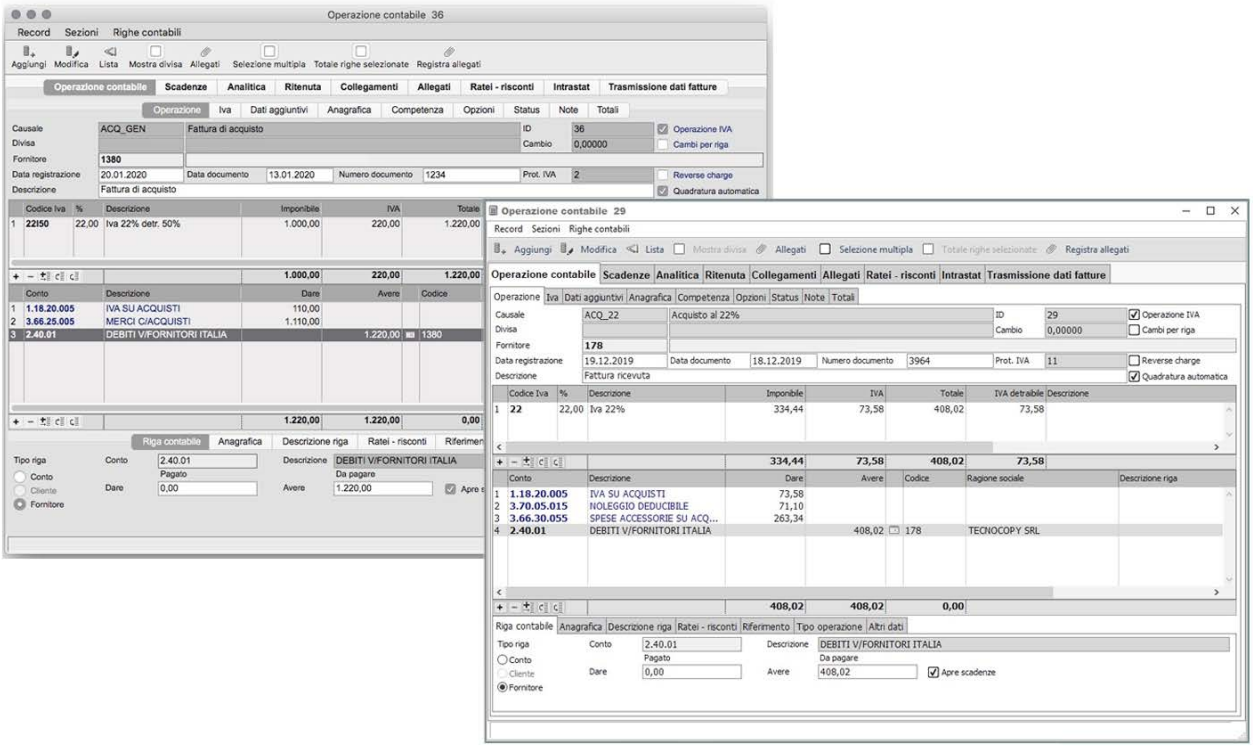


DOES YOUR SOFTWARE HAVE A MODERN AND FUNCTIONAL INTERFACE?

Does your software really have a Windows (or Macintosh) interface?

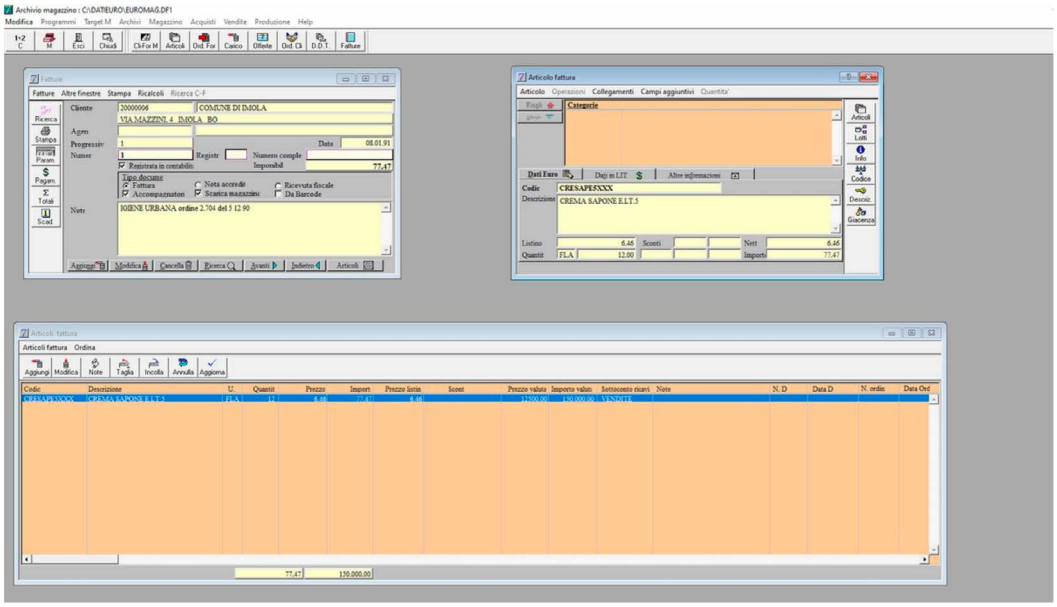
In **many Windows programs, the window interface is a mere "facade"**, which simulates a modern operating environment when in reality **it is the same interface of the previous character versions**, simply "embellished" with a pseudo-graphical interface for purely aesthetic purposes without using the functional elements of the interface itself.
For example, **the windows are not resizable** and cannot be opened at the same time, there are no text fields with automatic wrapping, and all the various features that make the graphical interface practical, not only cosmetic, are totally absent.

X-Cross has a modern graphic interface both in a Windows environment and Macintosh native desktop mode.

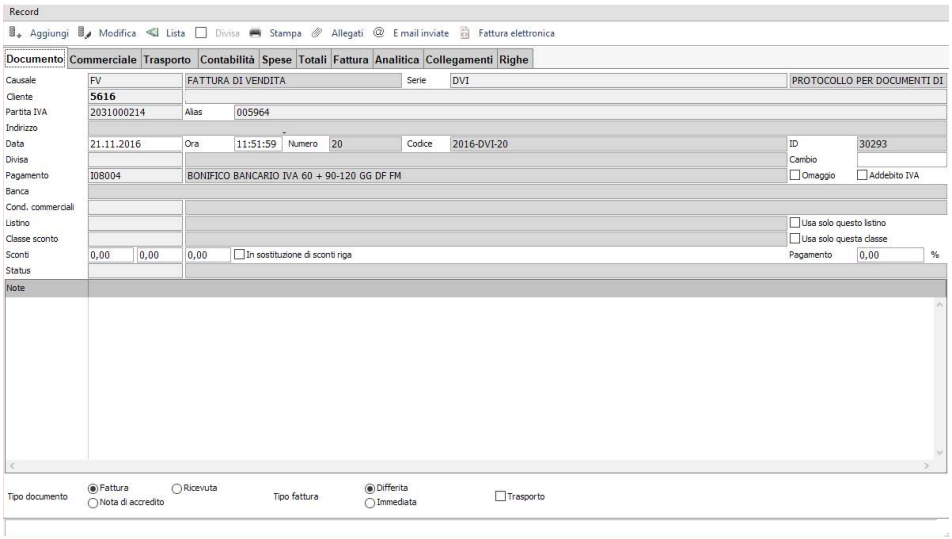


Are the windows of your ERP designed for modern screens?

In other cases, the user interface is Windows, but it was created many years ago and never updated.
High resolution screens are relatively recent; up to 15-20 years ago, the standard was 800x600, in rare cases 1024x768, resolutions that today wouldn't be acceptable for a smartphone.
The windows, therefore, should have been updated to follow the increase in screen resolution, but in many cases they were not.
So here are programs with **microscopic** windows, that "get lost" in modern screens, and force the user to search for various information layouts that could easily be displayed all together.
The following screen is not from a competitor, but from our old Target II management software, displayed on a 1920 x 1080 resolution screen, now practically a minimum standard.



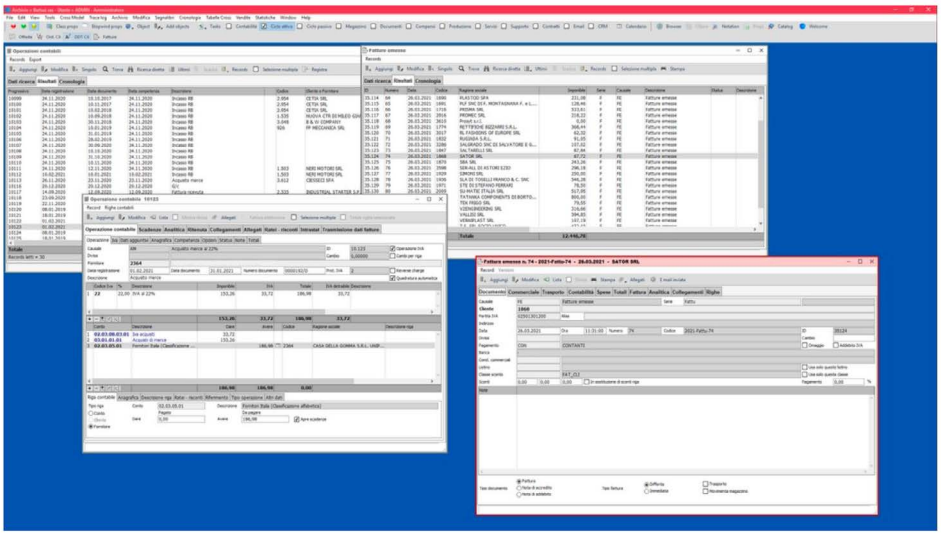
Today, in X-Cross, the same information is contained in a single window, and the data can be entered and modified in a single operation.



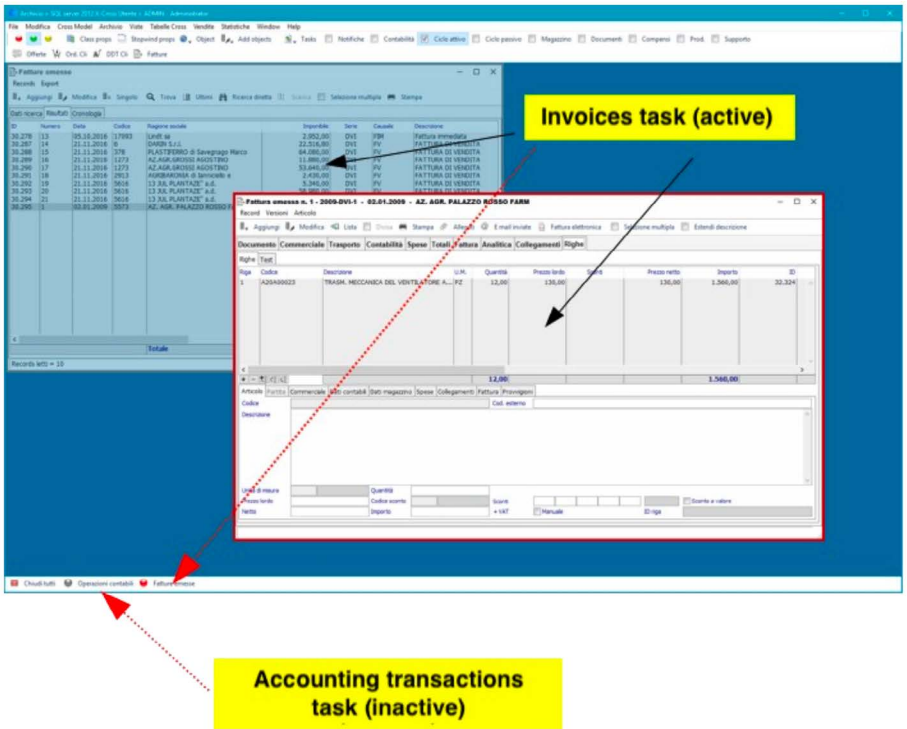
DOES YOUR SOFTWARE HAVE A MODERN AND FUNCTIONAL INTERFACE?

Can you use multiple windows without creating confusion on the screen?

Even with a modern Windows interface, opening multiple windows of different sections of the program at the same time creates a lot of confusion.
For example, if we imagine opening the accounting section and the invoice section at the same time, with all the windows on the screen, here's what we see.

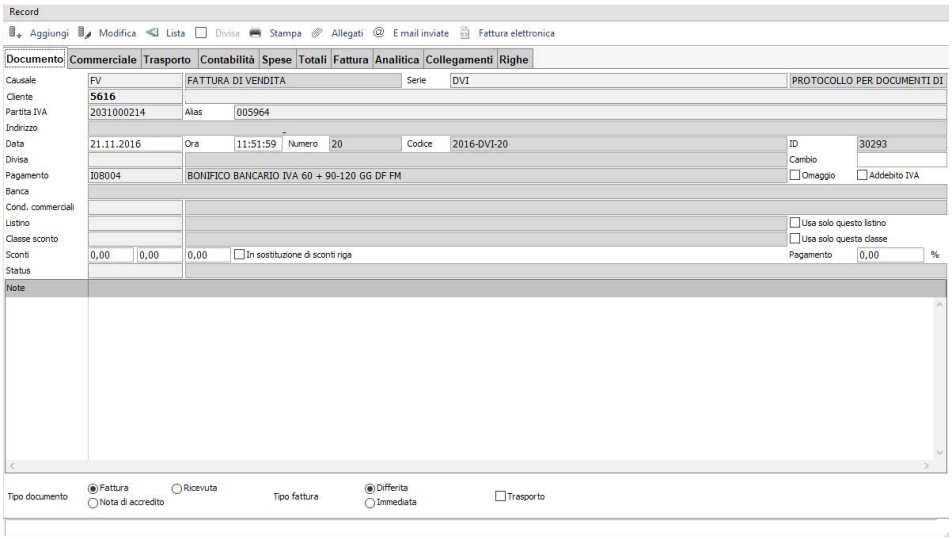


In X-Cross, inactive task windows can be hidden, and the task is displayed only in the bottom bar. With a click on the corresponding toolbar, the task is reactivated, deactivating the others.



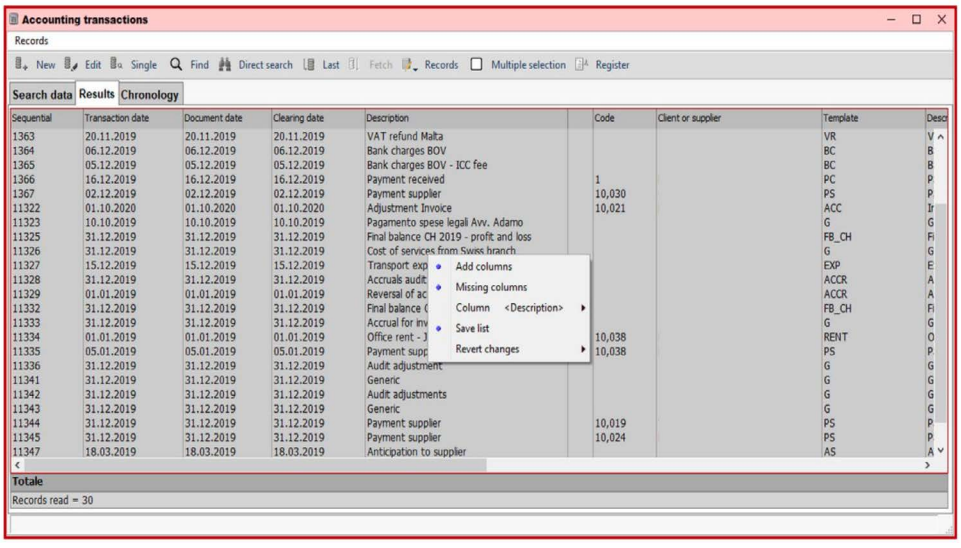
Can you change and save the sizes and positions not only of windows, but also of single parts of a window?

In X-Cross the user not only can save the positions and sizes of the windows for each individual workplace but he can also save **the size of individual parts of the window**.
For example, changing the size of this window, we may want to enlarge the list of lines, or the description field of the line.
By memorizing the dimensions of the individual parts, therefore, we can truly have the windows “made to measure”.



Can you edit and save the structure of the display lists?

In X-Cross, all the on-screen lists can be customized.
You can change the order of the columns, add columns that are not displayed, change the title, and even create calculated fields.
If a column is not present in the data being read, you can modify the read query to include it.



Can you sort all the on-screen lists the way you like, even with multiple sorting levels?

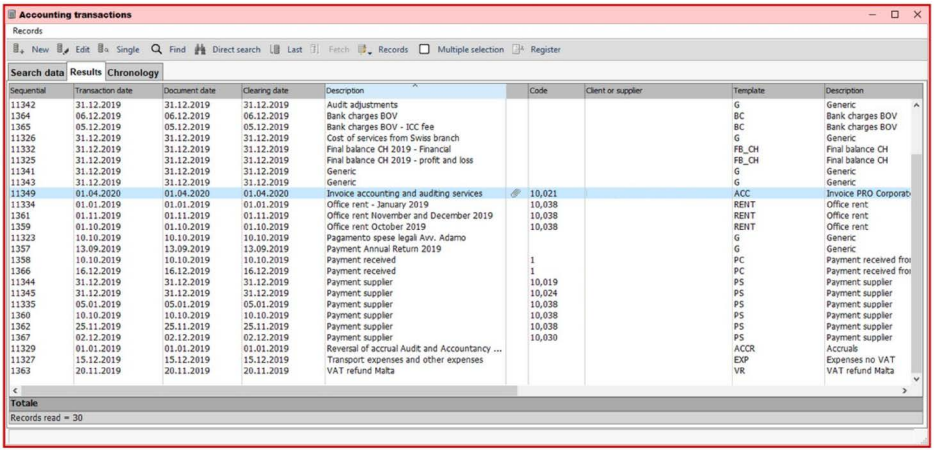
In X-Cross, the data of all the lists on the screen can be sorted by any column of the list, in ascending or descending order.

Multilevel sort

It is also possible to **sort the lists at more than one level**.
For example, invoices can be sorted by customer, and within the customer by date or amount.

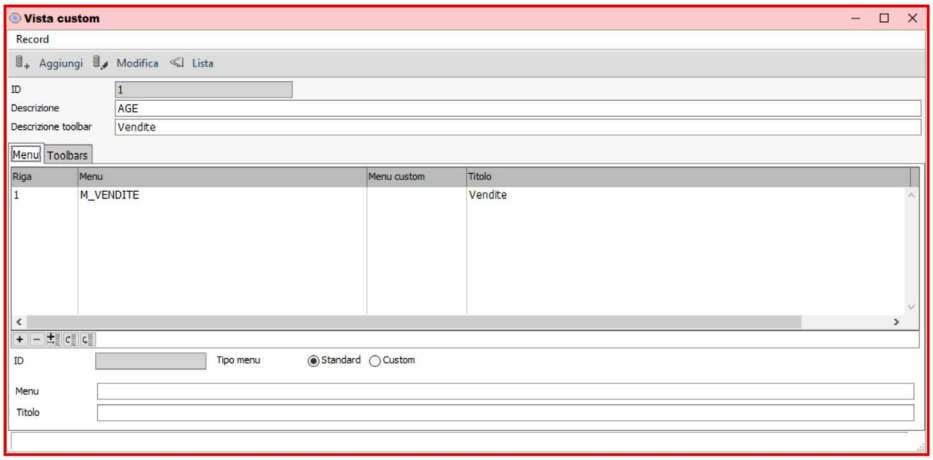
Automatic sort

The preferred sort order of a list can be saved; in this way, every time we read the data they will be automatically sorted.



Can you customize the menus and views for each user access profile, so that only the sections of the program that are used will be available?

In X-Cross, it is possible to define customized access profiles, deciding which menus, toolbars and views are available for each user, who will then have available only the sections and commands assigned by the system administrator.

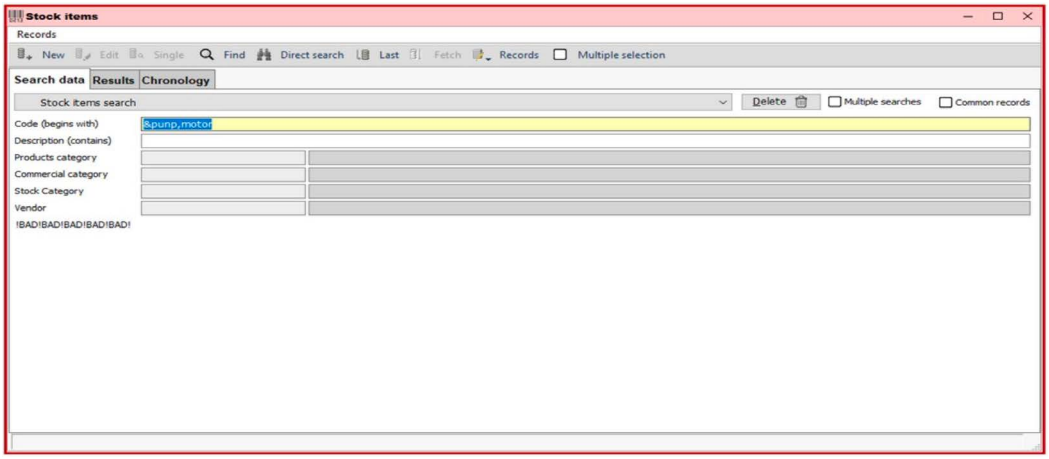


CAN YOU EASILY FIND THE DATA YOU ARE INTERESTED IN?

Does your ERP let you find the data you are interested in based on any search filter?

The search of the data stored in the database is an essential part of an ERP and it becomes more and more important when the amount of stored information increases.
X-Cross, in addition to the standard searches provided, offers other options that allow you to search the data contained by practically any criteria.

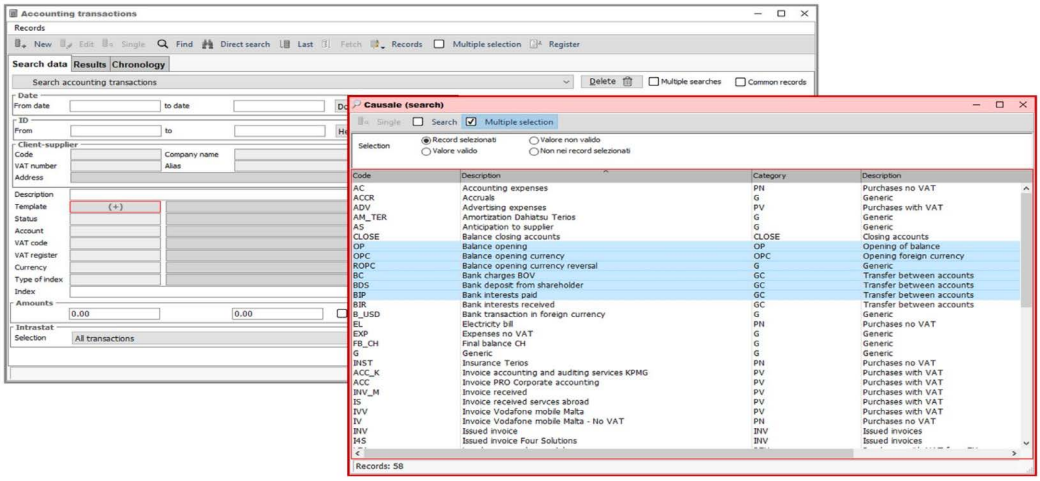
Complex searches (and / or)
The searches on all the text fields in any section of the program can use **logical operators (AND-OR)**.
For example, searching for stock items with the search string "**& pump, motor**" will find articles that contain both the pump and motor string, in any position.
The search string "**| pump, motor**" finds the articles that contain either the pump or the motor string, in any position.



Searches on multiple records

In most ERPs, searches on linked tables (e.g. customer invoices) **are only possible for one connected record.**

In X-Cross, on the other hand, **it is also possible to search for multiple connected records**, for example selecting a list of customers or any other linked record (template, payment, etc.) for the search.



Sequential searches

In X-Cross it is possible to search within other searches, restricting the criteria more and more.

Direct searches

In X-Cross **all fields of a single record window can be used for searching.**

The **direct search** command opens the single record window in which all fields can be used for the search.

Search in sub-tables

In the direct search it is also possible to use the fields of the sub-tables, for example the rows of documents or ledger entries, using any field of these tables.

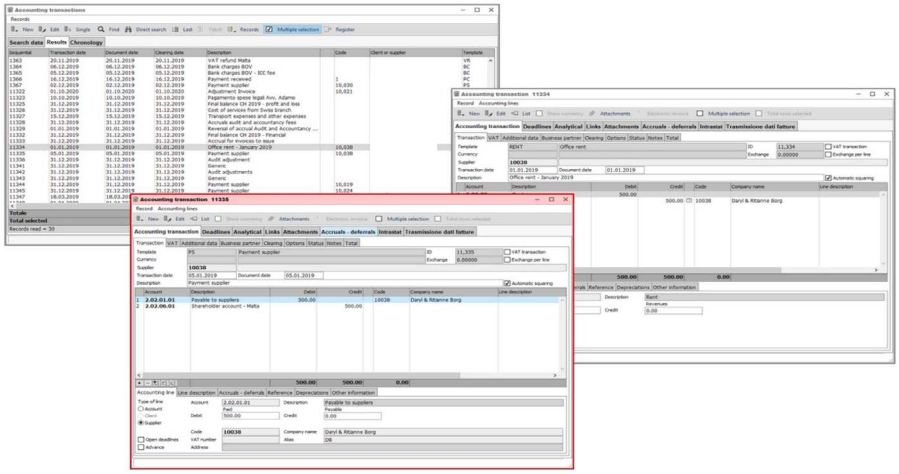
Custom searches

It is also possible for the user to create customized searches to reuse whenever he wishes.

This can be done in a very simple way, with drag and drop of the fields we want to use for the search.

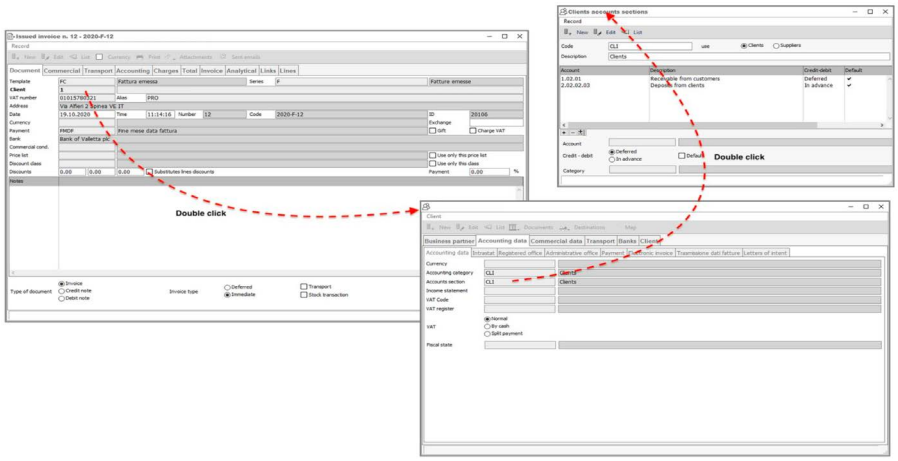
Can you sort all the on-screen lists the way you like, even with multiple sorting levels?

It may happen that you have to read multiple records in the same table; for example, we might want to compare two different invoices to see the differences.
In X-Cross, we can open **unlimited records** of the same type at the same time.



Can you read the tables that are connected to a record, at any level?

Quite often, tables are connected to “parent” records.
For example, a customer can be linked to a payment term, zone, etc., or an invoice will be linked to a customer, and so on. In X-Cross, **we can read any connected record, at any level, simply by double clicking on the link.**



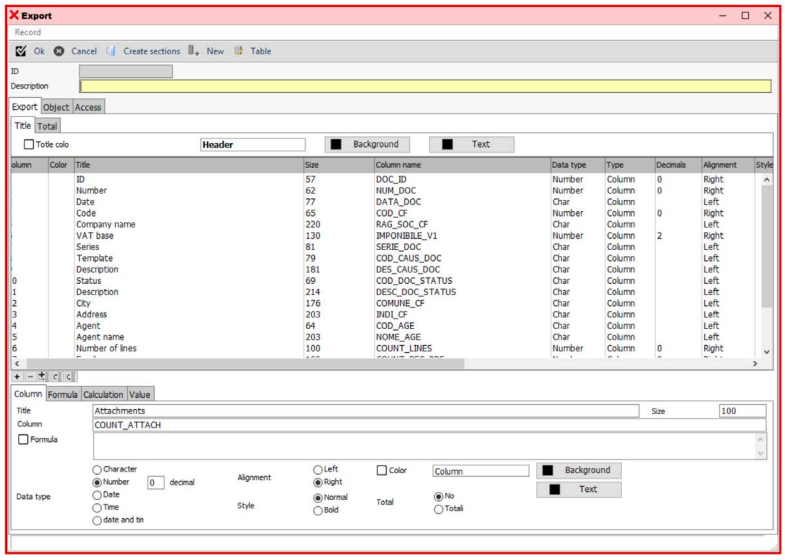
Can you open multiple “tasks” of the same type?

Sometimes, while you are inserting or editing in a section of the program, it may be necessary to open the same section for consultation. For example, we are placing an order, and we want to check other orders from the same customer, or from others.
In X-Cross it is possible to open multiple tasks of the same type (eg accounting, invoicing, orders, etc.) allowing you to carry out different operations in each of them, as if they were independent programs.

CAN YOU EXPORT OR PRINT ALL THE INFORMATION ON THE SCREEN?

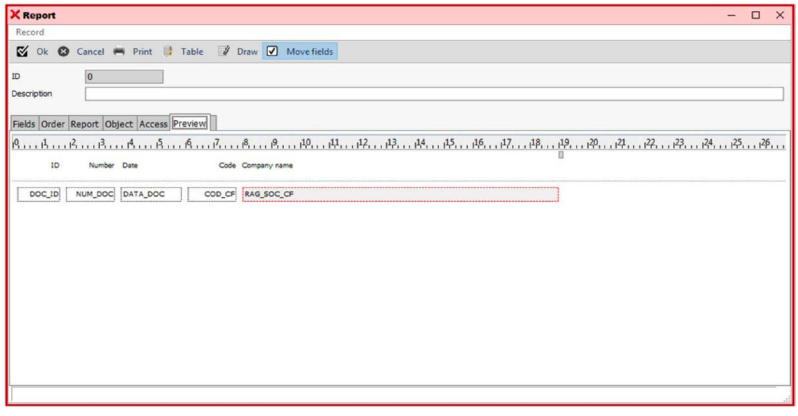
Export to spreadsheet from lists on-screen

In X-Cross, it is possible to search within other searches, restricting the criteria more and more.
X-Cross is not limited to a plain export of the list data, but allows you to define which columns to export (even if not displayed in the list), the formatting, the colors, the calculated fields, the totalized fields, so to obtain a “tailor-made” spreadsheet.
It is also possible to define **different export formats** from which to choose the one to use, which can be used by all users or only by those selected.



Print from on-screen lists

In the same way of the exports, it is possible for the user to define personalized report layouts, which will print the records in the on-screen list.
The X-Cross report editor is very simple to use, just drag and drop the fields, and a graphic editor allows you to view what the print will look like.
The reports that have been created are stored in the database, and can be used by users who are granted permission.



CAN YOU ENTER AND EDIT DATA IN AN EFFICIENT WAY?

Insert and edit data in an efficient way is the basis for the profitable use of an ERP.
In many cases, however, these operations are carried out in a complex and irrational way, reducing the productivity of those who use the software.

Can you insert complex objects in a single window and in a single transaction?

In many outdated programs, data entry in various sections of the program is fragmented into several independent windows.
Typical is the case of commercial documents in which lines can only be inserted one by one.
Our old Target II management system had just this type of working.
This is due to the fact that in many ERPs **it is impossible to deal with complex structures at more than 2 levels**, such as commercial documents (offer, orders, invoices, etc.), which therefore had to be entered "in installments", with obvious inconvenience and waste of time.

The structure of the objects of X-Cross

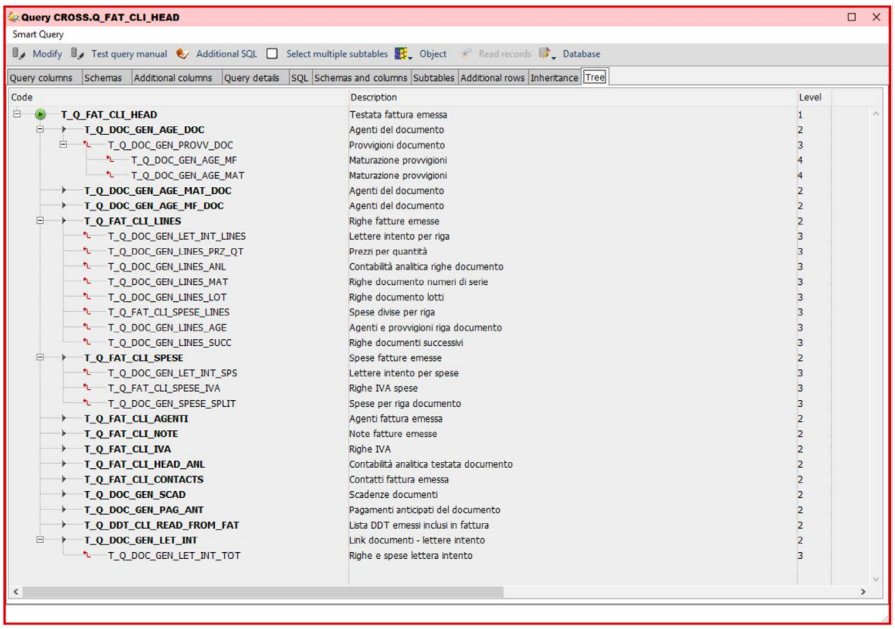
In X-Cross, just to give an example, an invoice includes 30 (!) different tables.
Despite this, **they are all read in a single operation**, which is very fast thanks to database optimization, and (most important) inserted and modified in a single operation (transaction).
This means that either the entire operation is successful or any error, at any level, cancels the entire operation.

Transaction consistency and data integrity

This ensures full data consistency and integrity, and makes work much easier, faster and more productive.

Working on the Internet

Furthermore, by reducing the read-write operations to a minimum, this allows operation on the internet with the same efficiency as in a local network.



Can you insert copies of any database record while retaining previous data?

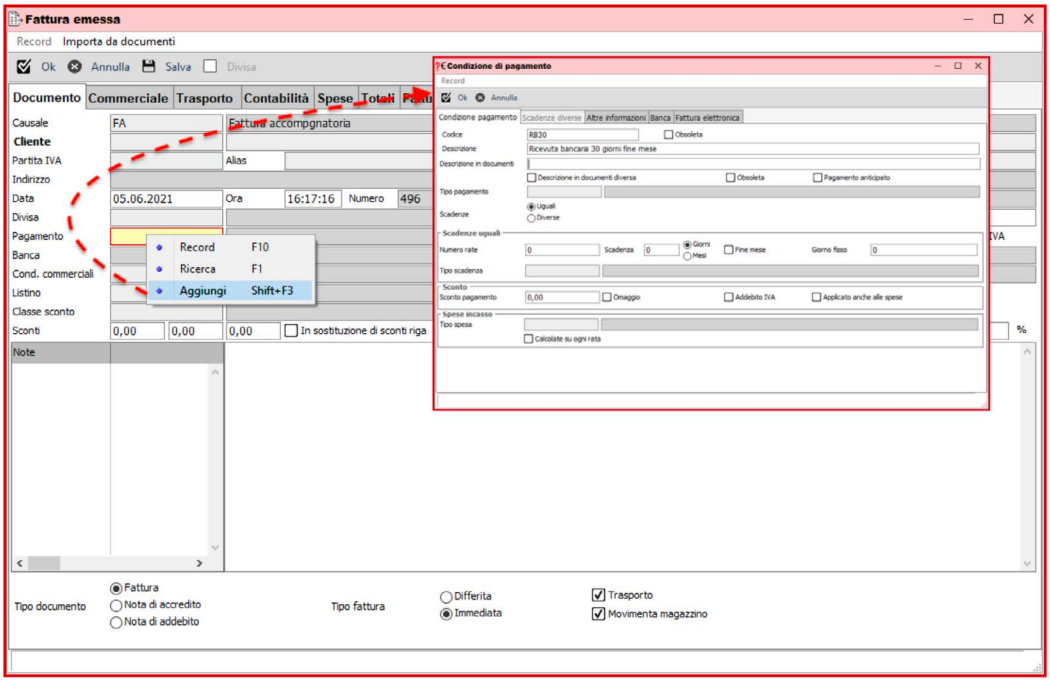
In X-Cross, in any section of the program it is possible to insert a copy of the selected record.
The reports that have been created are stored in the database, and can be used by users who are granted permission.
In the case of complex records, for example commercial documents or accounting entries, it is possible to **keep only the header data or the data of all the linked lists** (sub-tables).
This functionality is available in all sections and in all types of program records, and also in any customizations.

Does your software block the program while entering data (“modal” windows)?

In many programs, when in a section,we are entering or editing data, the windows become “modal”, i.e. it is no longer possible to access other parts of the program.
In some cases, “non-modal” data entry is limited to some main sections, and in all other sections the operation is “modal”.
This has serious drawbacks, as the user remains “blocked” during insertion, and cannot have access to other sections of the program unless he finishes entering data.
In X-Cross there are no “modal” data entries, and the user has full access to the other sections of the program whatever the operation is performing.

Can you insert the missing records in the connected tables during the main insertion?

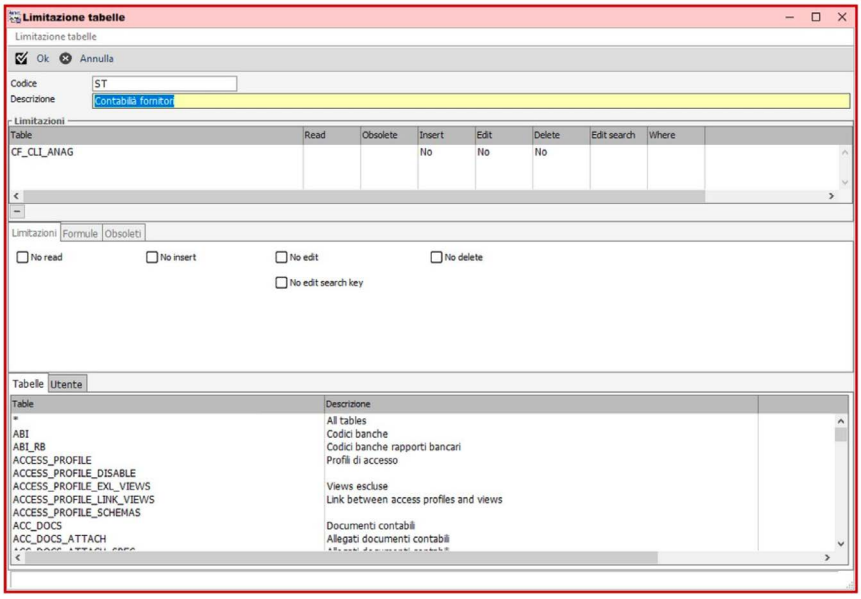
It often happens that you have to insert a record in a linked table, while inserting data in the main one.
For example, inserting an invoice the payment term or any other necessary table could be missing and you have to insert it.
This situation is made even more serious if data entry is done in a “modal” manner, as you do not have access to the other sections of the program.



In X-Cross, wherever there are connected tables, it is possible to insert or modify records in these tables, directly from the main window, without opening other sections of the program.
Each linked table field provides, in the pop-up menu, an Add command that allows the insertion of a record in the linked table, while entering the data in the main section.

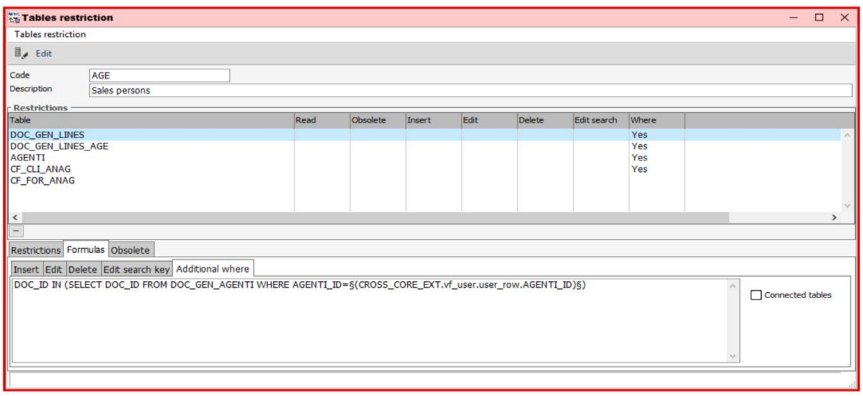
Can you grant the privileges of viewing, modifying, inserting, deleting the data of any table for each user?

In X-Cross, we can create access profiles and apply them to users; these profiles define in which tables the user can insert, modify or delete records.
Access to the table which cannot be displayed, can even be inhibited.



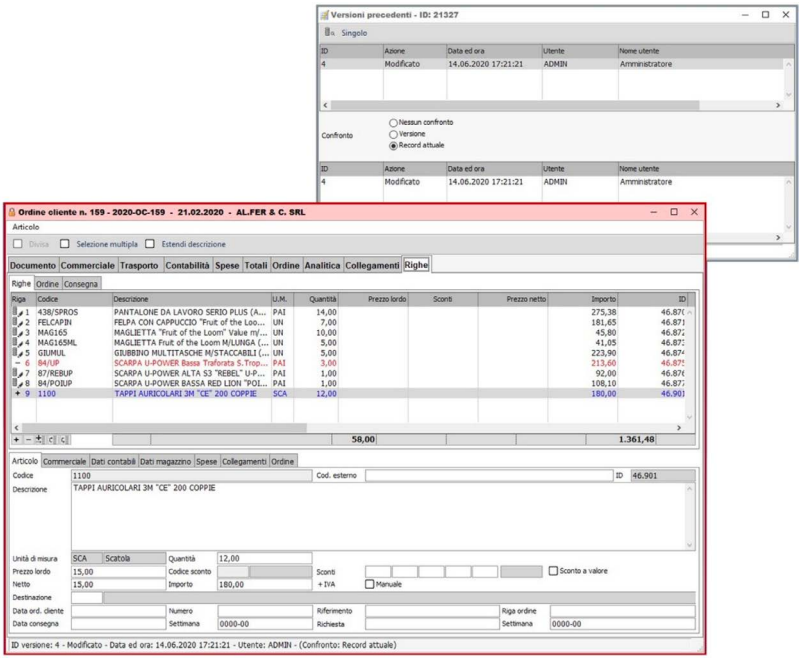
Can you filter the data displayed depending on the user?

Sometimes it happens to want to give access to certain users only to a part of the data in a table.
A classic example is salespersons, that only need to see what is related to their own customers and not those of other salespeople.
In X-Cross it is possible to define custom formulas to restrict access to the records in the table, based on the desired criteria.



Can you keep track of all changes made (versions)?

In multi-user companies it is quite common the need to see **who modified the data and what was changed.**
Many programs limit themselves to save the user who made the last change, in addition to the date and time; others, more sophisticated, save the user, the date and time of all changes.
But this is certainly not enough.
What has been changed: has a small spelling error been corrected or has the amount of the document been changed?



Previous versions
X-Cross allows you to save not only the author and date of the modification, but also **the data as they were before the update.**
That's not all. It is also possible to **compare the data** of the various versions of the same object, highlighting the changes made.

Previous versions by objects
In the case of complex objects (commercial documents, accounting operations, etc.) consisting of many tables, the entire object with all its linked tables is saved.

Can you define default values for entering data in any table?

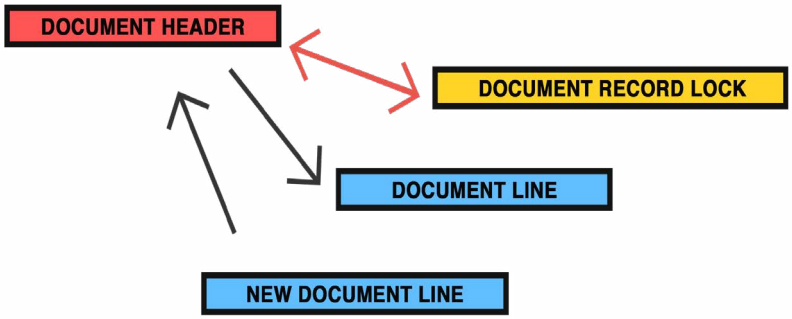
It often happens, entering data, that some of them are in most cases the same.
For example, when entering a customer, they are often from the same province, and usually the same payment is initially attributed.
In these cases, it is useful to be able to provide automatically inserted default values, which can be modified if necessary.
In X-Cross, the creation of default values is very simple: starting from a field that has the desired value, just drag and drop it to the list of defaults to have this value as default.

Can your ERP lock the records being edited, preventing another user from editing the same record at the same time?

X-Cross allows a complete and effective locking of the records being edited.
Some software, on the other hand, has an ineffective record locking system, and some programs even have no record locking at all.
Other programs allow record locking to the first user who enters a section and consults a record, leaving the others read-only. That's better already, but if the first user didn't intend to change anything, block the other users.
Still other programs simply check, before updating the data, if someone else has already updated the same data, but in this case the changes are lost.
X-Cross record locking is very functional for two reasons.

Change of record on specific command
Unlike other programs, when you enter a section the data cannot be modified, and you have to express your intention with the **"Modify"** command, avoiding unwanted locks.

Record locking by objects
In X-Cross, if you change a complex object, such as a document, the **lock is applied to the whole object** (header, rows and more) and not for individual tables.

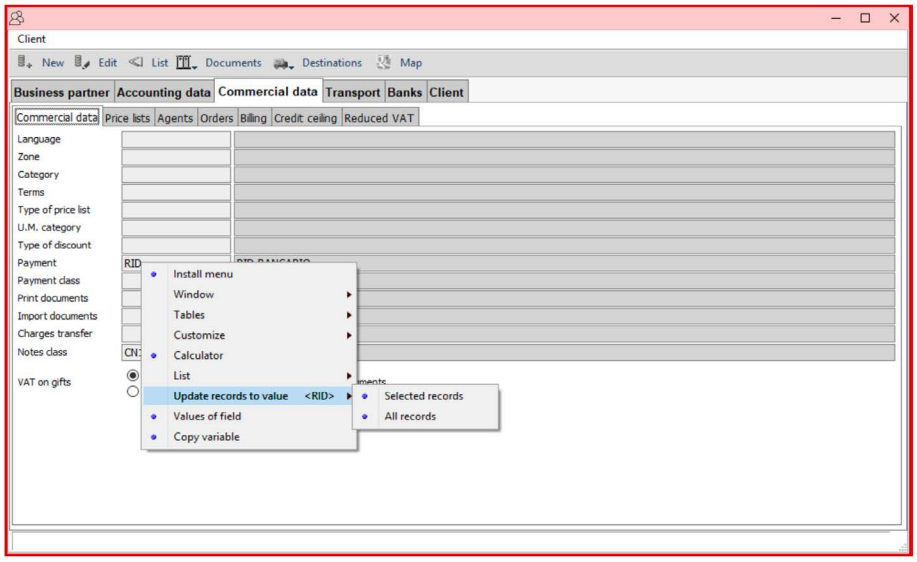


Can you define records in any tables as "obsolete", preventing their use but keeping them in the database?

It often happens that you don't want to use any more some records from a table, but still have to keep them in the database as they have been used.
For example this can relate to VAT rates, payment terms, banks, etc.
In all X-Cross tables it is possible to mark any record as "obsolete".
Selecting this option, you can view the record but you can no longer use it for connections to other tables.
For example an obsolete payment condition can no longer be used in documents, but is still present in the database for consulting the existing one.
If it is necessary to use one of these records, only users enabled to use obsolete records in the specific table can use them, by selecting the "Show Obsolete Records" check box.

Can you update the data of multiple records at the same time?

It is not uncommon to make “massive” record updates, for example:
• transfer stock items from one category to another;
• change the payment terms of a customer group.
In X-Cross it is possible to carry out massive updates with a simple operation.



Selecting a record that has the desired value in the field to be updated, **it is possible to update with the same value the records selected from the list**, or all the records without distinction.

Can you change the search keys of all tables?

It is not uncommon the need to change the search keys (codes) of some tables. For example, we may want to modify customer zones for changing needs.
If these codes are used for connection to other records, as is the case in many programs, they cannot be changed.
In X-Cross, each table has a progressive numeric key (IDENTITY) which is never modified, and which is used for the links between the tables, and an explicit search key (for example the warehouse item code)
The explicit search key (code) is not used for links and can therefore be changed at any time.

Editing tree tables

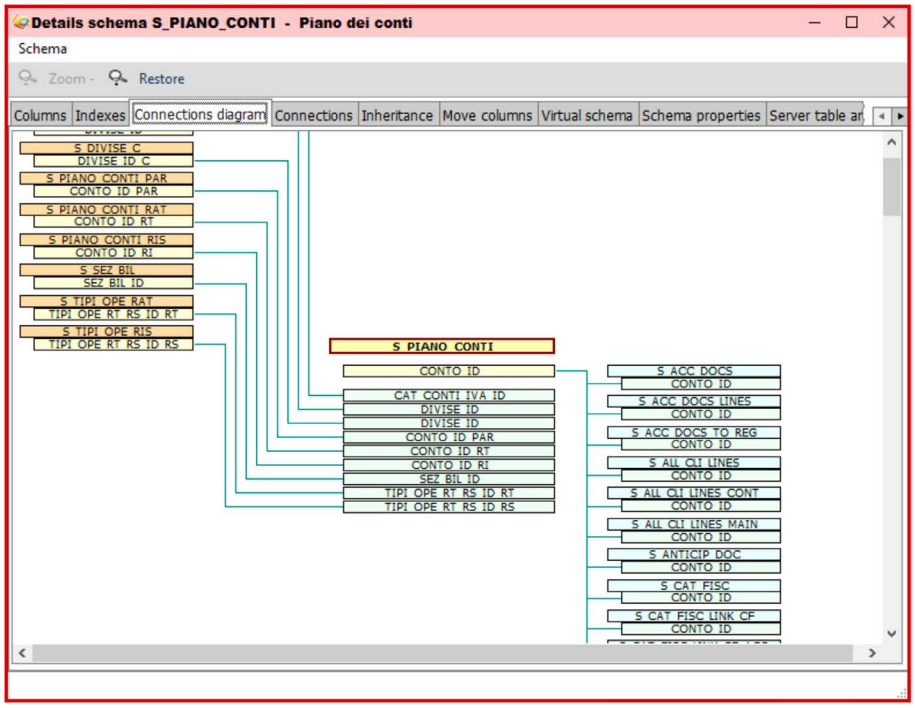
This is also valid if the code of a record depends on the code of the parent record (tree tables).
Even in this case, the search keys (codes) can be changed and the records transferred to a different branch of the tree.

IS YOUR DATABASE STRUCTURE MODERN AND EFFICIENT?

Modern databases don't just store data. They offer a number of features that few programs on the market really take advantage of.
The user is usually not interested in this technology but it has **direct repercussions on the functionality of the program** and above all on the integrity and consistency of the data, a factor usually not taken into consideration until a problem arises.

Have you ever found misalignments of the archives with the need for realignment or cleaning operations?

The lack of referential integrity that can be found in various outdated programs, often creates problems in databases with "orphan" records (example: document lines without the header) or other misalignments.
These problems don't give any warning until there are heavy errors in the database.
In X-Cross, the links between the various tables are guaranteed by the use of the native referential integrity of the database, which avoids any kind of misalignment of the archives.



Does your software require manual launch of procedures (batches) because the data are not updated in real time?

In some programs, not all calculations are performed immediately, and recalculation procedures must be launched, which can take a long time.
In X-Cross, the use of native database procedures, allows you to carry out all the necessary processing in real time, without recalculations.

If you manage multiple companies, can you have them in a single database, deciding for each table if this is shared between companies or separate?

X-Cross offers unique multi-company management.
Not only it is possible to have multiple companies in the same database, but **the user can choose which tables are shared and which are separate** for the various companies.
It is therefore possible to decide whether to have customer - supplier data in common or separate, and the same applies to the chart of accounts, product categories, warehouse items, and any other table.
It is even possible to limit the visibility in other companies for individual records: for example, you can decide which customers are common and which individuals of the various companies.

DO YOU HAVE AN EFFICIENT ACCOUNTING SYSTEM?

Can you insert or edit an accounting transaction with all the connections (closing deadlines, withholdings, etc.) in a single window and a single transaction?

In X-Cross an accounting transactions is a single "object", that includes everything connected to it.
In a single window and in a single database transaction, it is possible to enter and modify everything related to the accounting transactions, therefore not only VAT and accounting lines but opening and closing deadlines, accruals and deferrals, withholdings, etc.

A single accounting transaction
The **single database transaction** feature, very important in any part of the program, assumes an even more essential role in the accounting field, given the sensitivity and importance of the data.
At the end, the transaction includes an "a posteriori" validation procedure of the accounting movement already entered, which is subjected to a consistency check (balancing or other).
This check is much more effective than an "a priori" check done on the client, as the latter does not at all guarantee that the data, after checking, are stored in the database in the form in which they were checked.
A posteriori control, on the other hand, acts on the data already stored. However, if something goes wrong, since the transaction is still open, everything can be canceled, as if it had never happened.

Do you have a full account of the link between VAT and accounts?

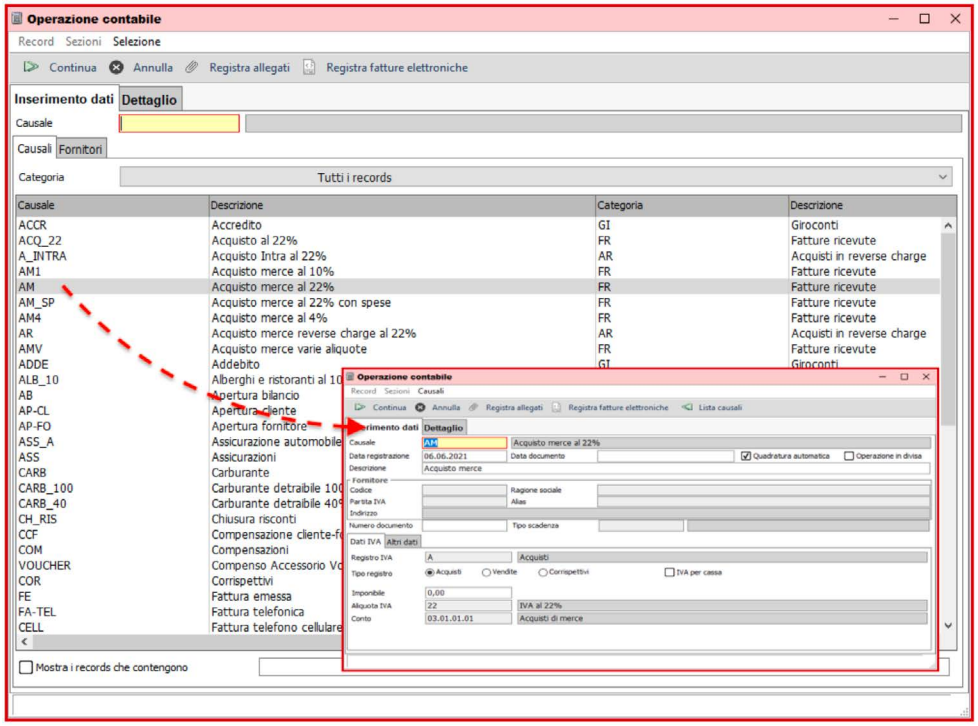
The software on the market essentially deal with VAT in two ways:
- **VAT and accounting data in the same list;**
- **VAT and accounting data on two different lists.**

In the first case there is a VAT-account connection, but there is the problem of having to break the lines if a VAT rate goes to two different accounts, with the problem of rounding.
In the second case there are no such problems, but there is no VAT-account link.
In this case, many users use the workaround of creating alternative rates with the same VAT or exemption depending on the accounts to which they will have to be linked, but this is an impractical expedient that leads to complications.

X-Cross solves these problems and puts together the advantages of the two methods.
Each VAT line can be linked to an account, but also to multiple accounts, and the lines of the economic accounts are created automatically.

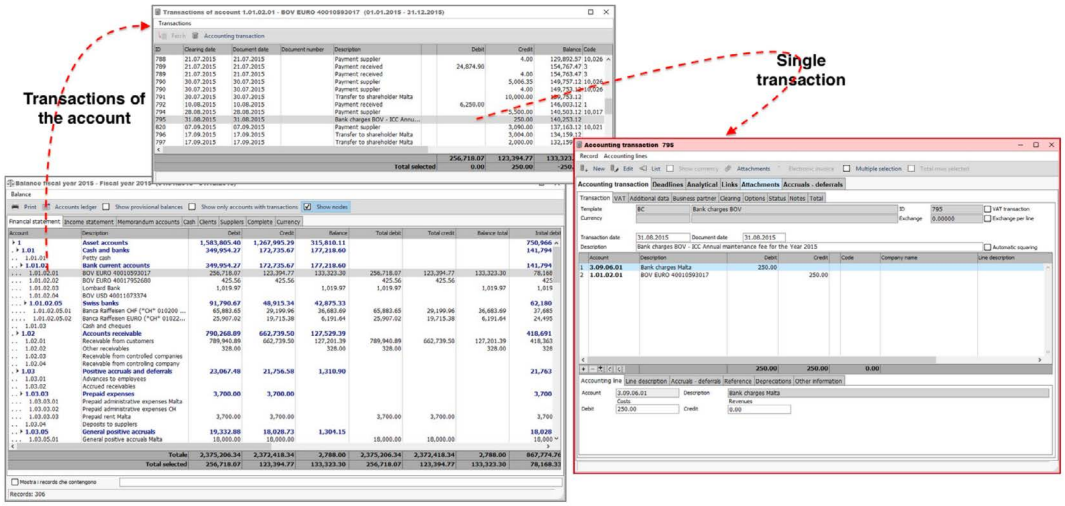
Do you have a “wizard” to enter accounting transactions that allows you to enter only the missing data, with enormous savings in time?

As early as 1988, Target (ancestor of X-Cross) presented a system, the first on the market, for the **automation of accounting transactions.**
More than 30 years and a lot of experience later, X-Cross offers an even more sophisticated and efficient way of inserting accounting transactions.
For each type of transactions, a dedicated input window is opened.
In this window the user can enter only the missing data, which are significant for the type of operation.
Therefore, for a VAT operation, in addition to the document data, the taxable amounts, the rates and the accounts will be entered; for a deadline closing operation, the paid or collected deadlines will be selected, and the bank or cash account, and so on, and all consequent calculations are performed automatically.



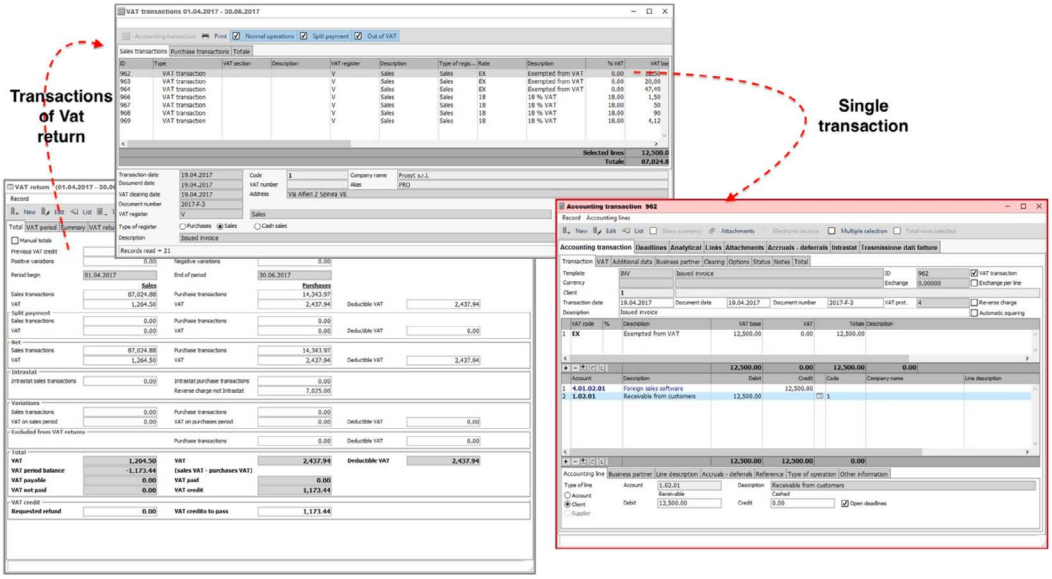
Do you have an interactive balance sheet with a view of all the operations involved and a zoom on the single operation?

In X-Cross the balance, as well as printed, can be displayed on the screen in an interactive window.
For each account, we can see all the transactions, and for each of them we can see, and if necessary modify, the single transaction.



Can you have a VAT return with a view of all the operations involved and a zoom on the single operation?

The same level of interactivity of the balance is also present in the VAT returns.
The user can see all the operations (by VAT clearing date) that are included in the VAT return, and view (and also modify) the single accounting operation.



Can you have balance reclassifications included in the management software, without having to export to external spreadsheets?

X-Cross offers a complete system of accounting reclassifications, that can be calculated without exporting to external spreadsheets.
For each accounting row we can define the accounts whose total is included, or, in the case of calculated rows, the calculation formula.

Dynamic formulas

Formulas that refer to line numbers, such as in a spreadsheet, are automatically updated if you insert or delete lines.
On the basis of the inserted formulas, the calculations will be performed and saved in the database.
Every calculations can refer to up to 3 accounting years.
The calculations are saved in the database and can be exported as spreadsheets.

Do you have complete multidimensional and job-based analytical accounting?

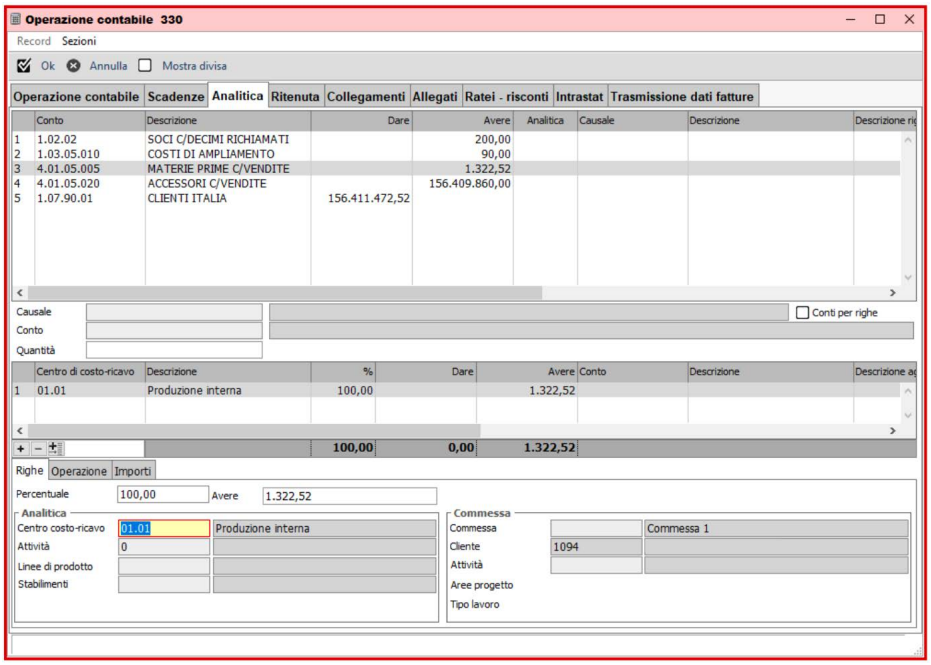
X-Cross offers an **extremely complete multidimensional analytical accounting**:

- **Cost item;**
- **Cost-revenue center;**
- **Up to 5 user-definable dimensions**
- **Activities**
- **Jobs**
  - **Contract activity**
  - **2 internal dimensions to the job that can be defined by the user**

Of course it is not mandatory to use all these dimensions, but only the necessary ones.

Analytical accounting balances

The various dimensions of cost accounting can be combined with each other to produce highly detailed analytical accounting balances.



DO YOU HAVE AN EFFICIENT COMMERCIAL MANAGEMENT?

Can you insert and edit a commercial document (quotations, orders, invoices, etc.) with all its parts (lots, serial numbers, commissions, etc.) in a single window and a single transaction?

One of the most innovative features of X-Cross is the ability to work on complex objects, that are composed of several tables in a hierarchical structure.
A typical example of these complex objects are the business documents (offer, orders, invoices), that are formed not only by header and lines, but by a number of other tables, for example:

- lots;
- serial numbers;
- expenses;
- line charges;
- salespersons;
- commissions;
- accrual of commissions;
- analytical accounting.

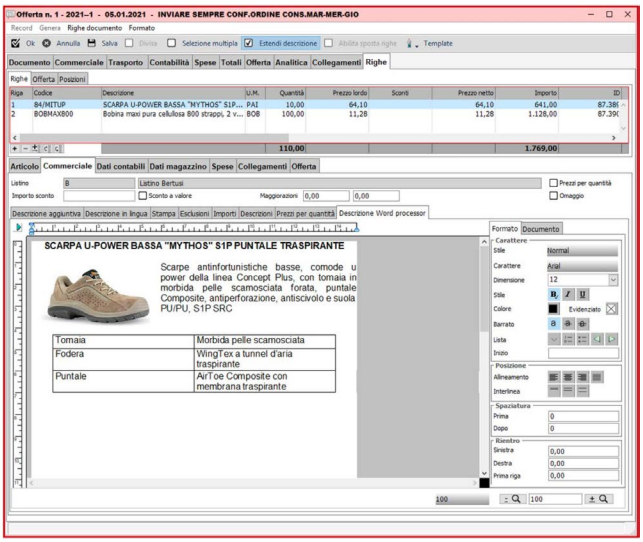
In X-Cross, for example, an invoice is made up of 30 different tables.
All these parts of the document can be inserted, modified and deleted at the same time, allowing the user to compile the document in a single operations, **and not for example inserting one line at a time.**
This feature, in addition to speeding up and greatly facilitating the work of those who insert or modify the document, offers the advantage of **entering and saving all the information in a single transaction, avoiding the possibility of inconsistent data.**

Can you insert document lines in word processor instead of plain text?

In X-Cross you can have descriptions with formatted text and images in documents in two ways:

- taking the descriptions from the items;
- inserting descriptions directly into the lines of the document.

In both cases, you can print documents with text and graphics directly from the ERP.



Can you have the lines of a document with a multilevel hierarchical structure?

The lines of an X-Cross document can be organized in a multi-level hierarchical structure.
This is possible on all documents, but is particularly used in **quotations**.

Calculated lines

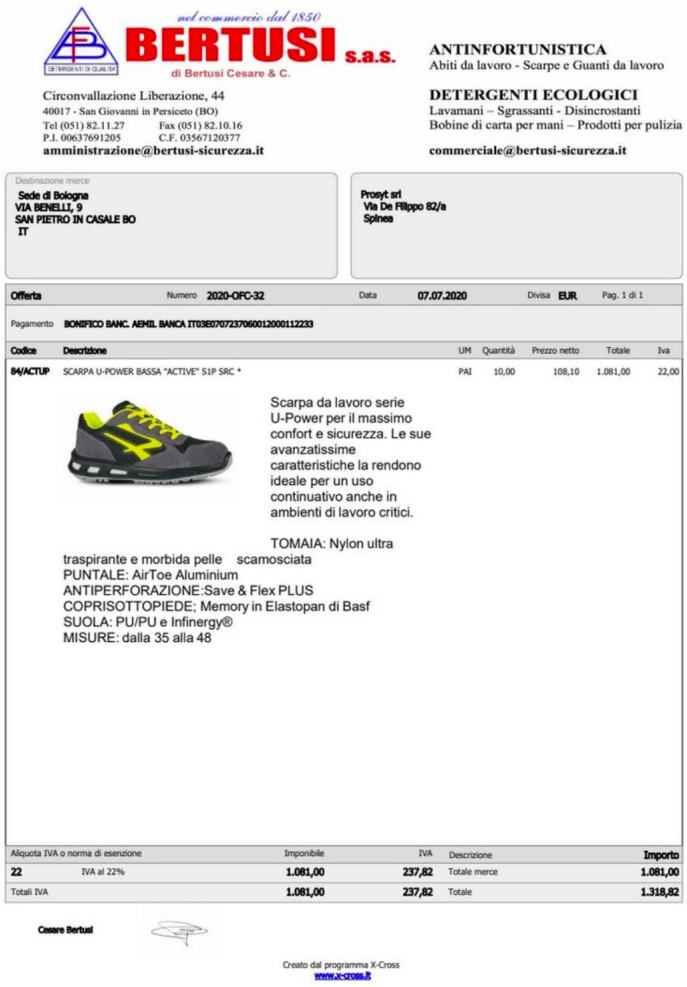
It is also possible to insert **calculated lines**, as in a spreadsheet. For example, in an offer it is possible to highlight the partial total of the various alternative solutions proposed.

Dynamic reference

The references to the various rows, as in a spreadsheet, are dynamic: inserting or deleting a row, the formula is updated.

Can you print documents with text and graphics directly from the ERP?

In X-Cross, thanks to the built-in word processor, commercial documents with text and graphics can be printed directly from the program, without the need to export into external programs



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Offerta Numero 2020-OFC-32 Data 07.07.2020 Divisa EUR Pag. 1 di 1

Pagamento BONIFICO BANC. AEMIL BANCA IT03E0707237060012000112233

Codice	Descrizione	UM	Quantità	Prezzo netto	Totale	Iva
84/ACTUP	SCARPA U-POWER BASSA "ACTIVE" S1P SRC *	PAI	10,00	108,10	1.081,00	22,00

Scarpa da lavoro serie U-Power per il massimo confort e sicurezza. Le sue avanzatissime caratteristiche la rendono ideale per un uso continuativo anche in ambienti di lavoro critici.

TOMAIA: Nylon ultra traspirante e morbida pelle scamosciata
PUNTALE: AirToe Aluminium
ANTIPERFORAZIONE:Save & Flex PLUS
COPRISOTTOPIEDE; Memory in Elastopan di Basf
SUOLA: PU/PU e Infinergy®
MISURE: dalla 35 alla 48

Aliquota IVA o norma di esenzione		Imponibile	IVA	Descrizione	Importo
22	IVA al 22%	1.081,00	237,82	Totale merce	1.081,00
Totali IVA		1.081,00	237,82	Totale	1.318,82

Cesare Bertusi

Creato dal programma X-Cross
www.x-cross.it

Can you send the documents by e-mail in total automation, to all the addresses you want?

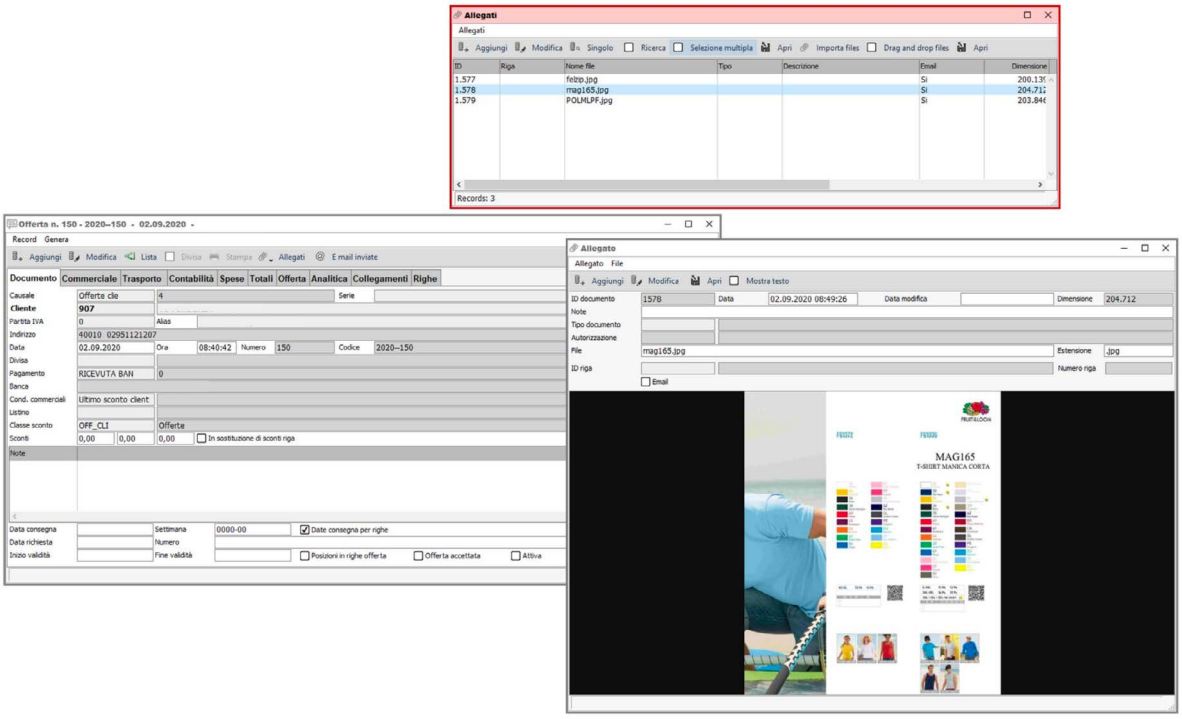
In X-Cross, all commercial documents (offers, orders, invoices, etc.) can be sent by e-mail in complete automation.
We can insert the e-mail addresses for the various documents in the company record, and these addresses that can then be modified for each e-mail sent.
A complete parameterization of the sending options allows the user to create a customized e-mail message, that can be used in total automatism.

Send CC

In addition to the addresses of the customer or supplier, the e-mail can also be sent in CC to internal company addresses, for example to salespersons or any other e-mail address.

Can you automatically attach documents (e.g. certificates, images, additional documentation) when sending e-mails?

The need to attach documents to business document e-mails is very common.
For example, in an offer we could want to attach PDFs of product description, commercial terms, etc., in an order confirmation or a delivery we could attach certificates of approval, and so on.
X-Cross allows two types of e-mail attachments:
• standard attachments, which are added to the e-mail without duplicating data and without taking up space in the database;
• attachments specific to this document, inserted from time to time.
For standard attachments, it is possible to set rules for these to be automatically attached based on document type, customer or supplier and other parameters.



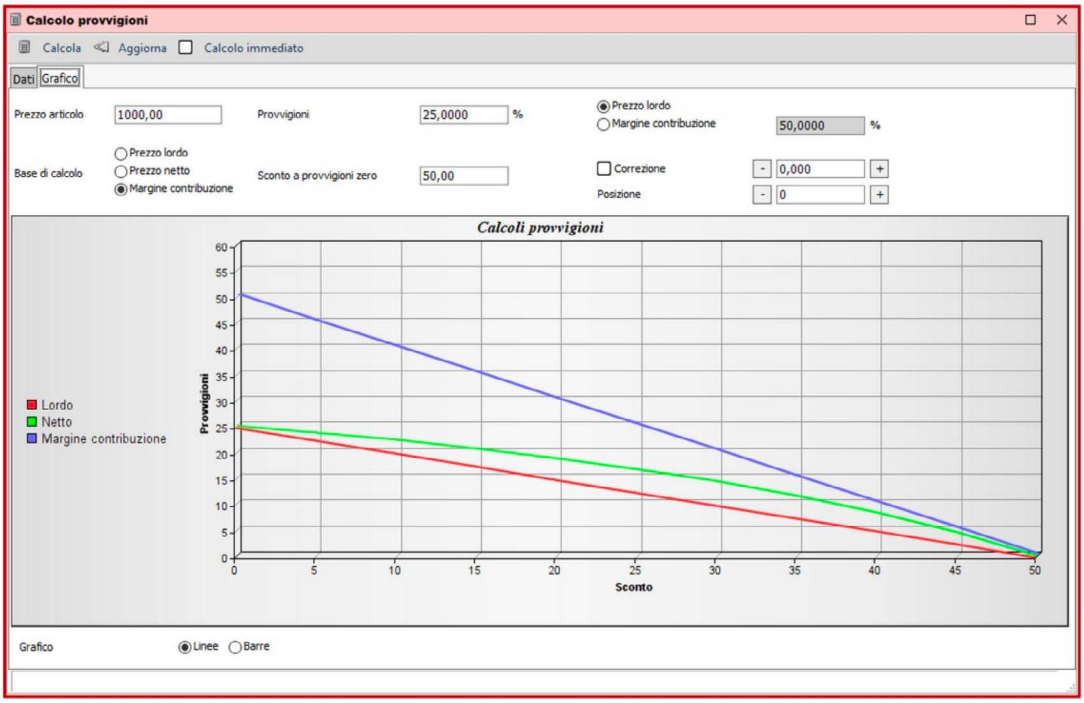
Can you manage unlimited salespersons or sales structure levels per document or per document line, with a sophisticated customizable calculation of commissions?

Salespersons in the document

In X-Cross each single document line can have an unlimited number of salespersons, that can be inserted based on mandate rules, by area, customer, product categories, etc.

Calculation of commissions

In X-Cross, the calculations of the salespersons' commissions can be completely parameterized, and can be associated with the mandates.
We can have various calculation methods (single agent, split agents, etc.) and for each calculation method we can define a series of parameters that determine the variation of commissions based on price and discount.
A commission table is calculated and it can also be displayed in graphical form for a more immediate understanding.



DO YOU HAVE MODERN WAREHOUSE MANAGEMENT?

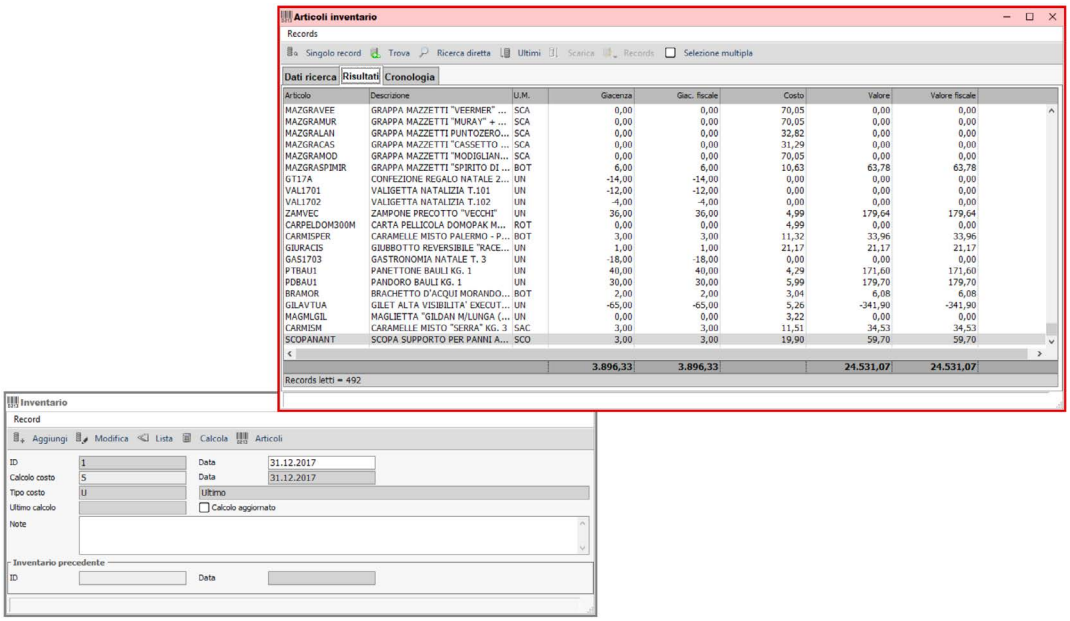
Are you able to manage special stocks (e.g. repair, on consignment, etc.) without creating dedicated warehouses?

All ERPs can obviously manage items stocks, but in many cases problems arise in the management of "special stocks", such as the material on consignment, under repair, awaiting testing, etc.
For this problem, usually two types of "trick" are adopted:
• the creation of alternative article codes;
• the creation of "special" deposits.
Both of these solutions are unsatisfactory.
In the first case, non-existing article codes are created, when in reality it is the same article, in stock for different reasons.
In the second case, the user creates deposits that do not actually exist and this brings more problems.

The X-Cross solution
X-Cross allows you to define "Types of stock", each of which with its own features (availability, fiscal ownership, etc.) which can be applied to all warehouses.
The stock will therefore be defined not only by item + warehouse, but by item + warehouse + type of stock.

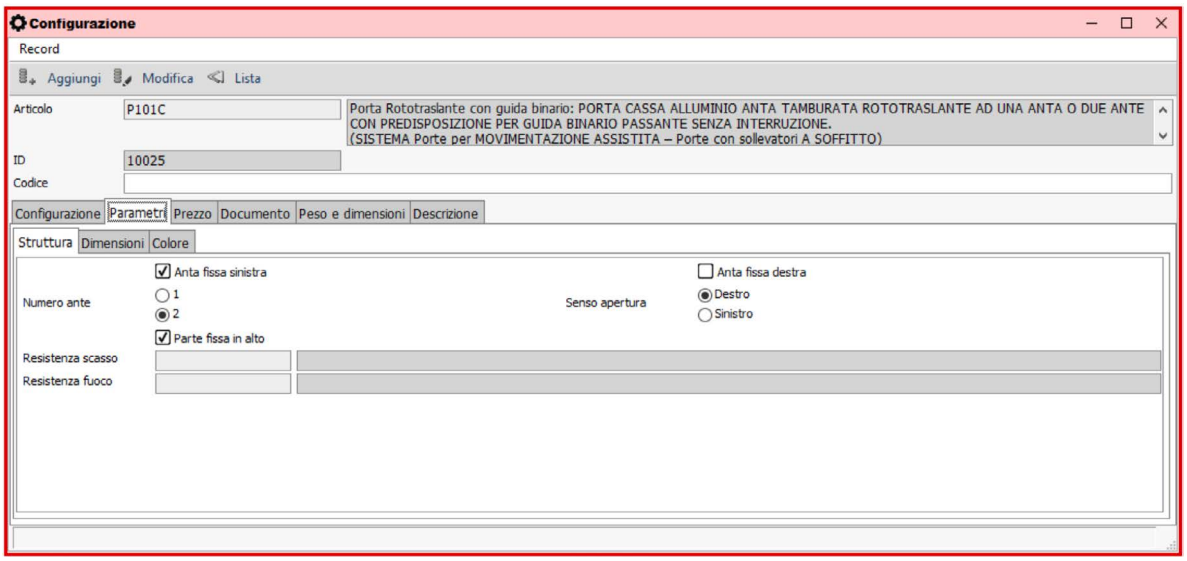
Does your software allow you to have inventories at different dates, evaluated with the type of cost you prefer?

In X-Cross, the cost calculations can be referred to any date, and can be of various types (last, last continuous, LIFO, FIFO, etc.).
The inventories can also be on any date, and can be combined with a cost calculation method.



THE CUSTOMIZATION OF SOFTWARE

In many cases, the software needs to be customized, to be adapted to the various business realities, and this is one of the problems for which there is not (or better, there was not) a fully satisfactory solution.



Separate or integrated customizations?
We often hear: **“My software can be (or has been) customized”**.
Most programs can be customized, but in practice the result is often unsatisfactory.
Let’s see why.

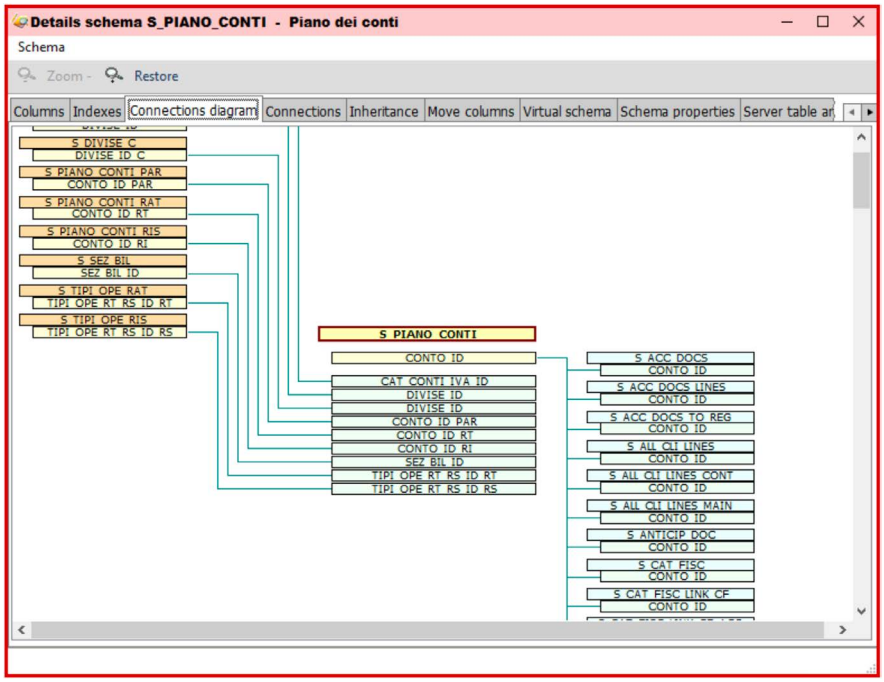
Customizations in a separate module (program)
If the customizations are developed as separate modules, there are not many problems updating to future versions, but the interface, usability and interoperability of the various parts leave much to be desired.
Typically the “custom” modules open “satellite” windows of the main ones, creating synchronization problems, and consequently requiring “modal” enter data, i.e. without access to the other windows, because of the aforementioned synchronization problems.
If you then want to intervene on the functional logic of the program, for example how commissions are calculated or with what logic a production order is created from a bill of materials, with this type of architecture it is not possible to modify effectively the way a program works.
How can we tell the program to use custom methods instead of standard ones?

Customizations in a separate module (program)
For these reasons, it is often necessary to modify directly the objects (windows, methods or other) of the standard program.
In this way, however, it becomes problematic to transfer the changes that have been made into subsequent versions of the standard program, and so the user is in fact locked to one version.

The X-Cross customization manager

X-Cross uses a customization engine (CrossModel) that offers the advantages of the two solutions, eliminating all the disadvantages.

The changes to the standard program can be transferred to the new versions as if they were a separate module, but at the same time it is possible to intervene in a non-superficial way on the basic program, modifying the windows, the interface and the operating logic, with the custom parts that are perfectly integrated with the standard ones, as if they had always been part of it.



CROSS