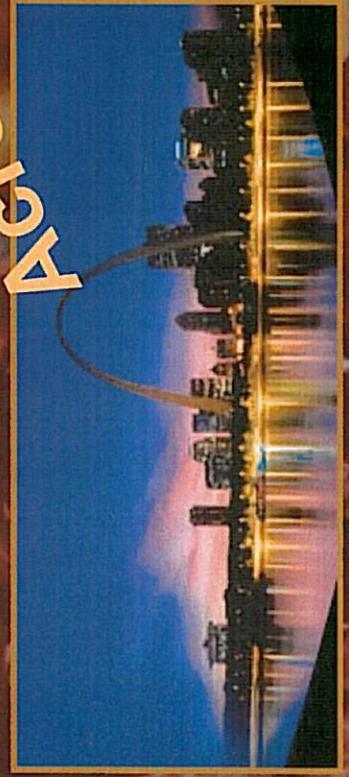
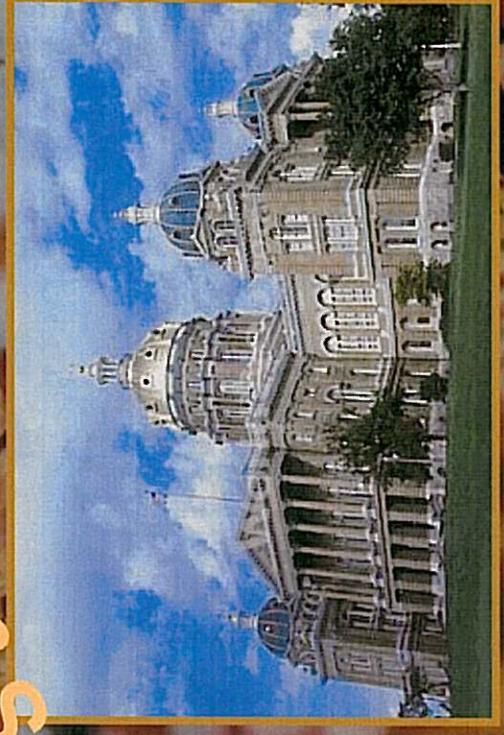
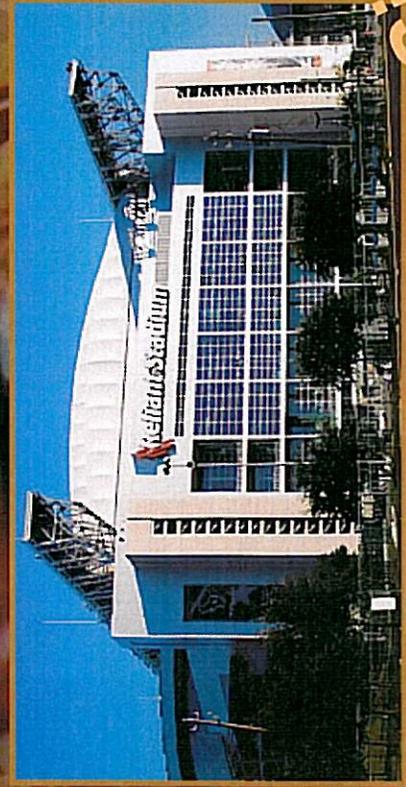


Qm W.

4:15 - 5:00 P.M
THUR

45 MIN

LSi FACTS Status & Exception Management Seminar 2007



Address the U.S. and FACTS and Canada

Customer

- AR Disputed Notes
 - ✓ View and Report. Better reporting & analysis.
 - ✓ Sort Aging Columns
 - ✓ Collections, SLSP, CSR's
- AR Aging to Excel
- Notes Categories
- Urgent Notes
 - ✓ Up front Qualifiers- Buyers, Instructions
 - ✓ Payment Research & Analysis
- Payment History

See specific slide *illustrate* on *FACTS*

later

Disputed Invoice Views

01-DEMO COMPANY, AR Customer Inquiry - Customer Order (AR1610)

Options View Sort By Export Print Help

Go To Starts with

Customer Name City State
 C100 Southeastern Industrial Supply Atlanta, GA 30
 C101 Deluxe Equipment Warehouse Douglasville, GA 30
 C102 Roark Architectural, Inc. Acworth, GA 30

Aging Ledgers Cards Open Docs Paid Doc History Check History Codes

Document	T	D	IN	Due	Original	Current	Entered	Period
001450-0	IN	*	02/12/2005	1487.50	635.74	00	01/12/2005	2005/01
001835-0	IN	*	10/28/2005	635.74	635.74	00	09/28/2005	2005/09
001492-0	IN	*	07/03/2005	904.40	904.40	00	06/03/2005	2005/06
001646-0	IN	*	08/28/2005	1847.27	1810.00	00	07/27/2005	2005/07
001665-0	IN	*	01/13/2005	1767.47	.00	00	12/13/2004	2004/12
001695-0	IN	*	09/27/2005	3676.15	00	00	08/28/2005	2005/08
001721-0	IN	*	10/28/2005	2777.15	00	00	08/28/2005	2005/08

Start From Document View Invoice AR Detail Edit

01-DEMO COMPANY, AR Detail for C100 (AR1614)

Doc Detail by Document

Document 001835-0 Type IN Register 0550 Memo 98724560K8SD02
 Disputed Salesperson quoted a different price
 SO Doc D00144 Branch 01 Period 09-2005

Entry Date 09/28/2005 Original Current
 Due Date 10/28/2005 Amount 635.74
 Discount Due Date 10/08/2005 Discount 12.71

Transactions

S...	Date	Period	R...	Payment	Discount	Adjustment	Memo

Notes Close

AR Aging with disputed Notes

ARBTLS Page: 1
Time: 11:23 AM

DEMO COMPANY
Aged Trial Balance - Detail

Date: 09/12/07
User: SSI TM
Customer: CL00 to CL00
Aging Date 09/12/07
Branch 01 Atlanta Branch

Customer Name	Last Payment	Doc#	TY	Entry Date	Due Date	1-30	31-60	61-90	91-120	OVER 120
CL00 Southstream Industrial S	01/10/06			25921.26		206.88	.00	.00	.00	25725.38
Returns Pending Credit										
Salesperson quoted a different price										
001646	IK	07/27/05		08/26						1810.00
001791	IK	09/27/05		10/27						490.72
001815	Y	09/28/05		10/29						635.74
001841	CK	09/28/05		10/29						-468.75
001942	IK	08/05/05		09/04						162.07
001965	IK	09/19/05		10/10						4366.37
001981	CK	09/27/05		10/27						-183.54
001988	IK	09/12/05		10/12						342.52
001989	IK	09/16/05		10/16						24.98
001992	IK	07/22/05		08/22						515.09
001918	IK	09/20/05		10/20						2231.50
001922	CK	02/26/07		03/29						-742.19
001923	IK	08/09/05		09/08						228.00
001945	IK	05/17/05		06/16						607.00
001946	IK	05/30/06		06/29						-3836.26
001958	IK	12/20/06		01/19						5172.04
001962	IK	02/14/07		03/16						1693.42
001963	IK	03/22/07		04/21						13370.94
001964	IK	04/03/07		05/03						1067.50
001970	IK	08/11/07		09/30		206.88				50.00
002001	IK	09/05/05		10/05						1.00
002003	IK	09/02/05		10/02						-801.84
002045	OA	09/20/05		09/20						-1460.06
002047	OA	09/30/05		09/30						30.13
500764	CC	09/30/05		09/30						

Report Total 25921.26 206.88 .00 .00 25725.38

Customer Count: 1
#-Disputed Invoice, TY=Document Type
End of Report

Notes Categories

01-DEMO COMPANY, Note Entry (SME/10)

Note Type: Customer
 Customer:
 Category: General Information

Date/Time: _____ User: _____

Urgent Inactive Urgent/Only

Creating Category for Customer Notes

Category ID	SLP	Inactive	<input type="checkbox"/>
Description	Salesperson customer notes		
Security Code Required to View Notes	7		<input type="checkbox"/>
Security Code Required to Create Notes	7		<input type="checkbox"/>
Allow Changing Notes	U - Only Notes They Created		
Allow Deleting Notes	U - Only Notes They Created		
Change/Delete Override Security Code	g		<input type="checkbox"/>

OK Defaults Cancel

Print Done

View Note

Note Type: _____ Created: 09/12/2007 11:39 AM by SSI
 Category: SLP Salesperson customer notes Edited: 09/12/2007 11:40 AM by SSI

Subject: Customer Purchasing Plan for 2008
 Note: Customer plans to buy everything from me with 40% margin.

Close

Urgent Notes

01-DEMO COMPANY, Next Sales Order (SOE210)

File Edit View Options Go To Help

DocCust: C101 Ship-To: [] InitWise: 01

Price Level: Ordered: 000122007 Requested: []

Ship Via: [] Salesperson: [] Ordered By: []

Item: [] Ship Direct: [] Ordered: [] Committed: [] Backordered: [] Price: [] Extension: []

Weight: .000 Units: .000 Mtse: .00 Ext: []

Enter doc or customer number, F1-Add, F2-Cust Search, F3-Doc Search

01-DEMO COMPANY, Important Notes on File (SMI710)

Help

Customer: C101 Deluxe Equipment Warehouse

Note Type/Category: Urgent Subject: []

Customer/General Information: Y CONFIRM SHIP-TO ADDRESS

All Notes Urgent Only Print Entry Done

CHEC

A Day's-Work-in-a Day

Day's-Work-in-a-Day comes first to remove the paperwork and material float, thereby creating an environment in which cycle counting will do some good. Cycle counting is next. Gordon Graham.

- Shipments Confirmed ✓ Sales, Transfers
- Receipts Confirmed ✓ Purchasing, Cash, Returns
- Day end = Month end ✓ Does there need to be a difference?
- Year end ✓ Vendor Pricing confirmation, Customer contract pricing
- Look/work upstream for optimization

Status Reports

- PO Status Report
 - ✓ Give customer's advance notice of late receipts
 - ✓ Eliminate a put-a-way and pull, expedite order fill
 - ✓ GL Control, PO receipt issues
 - ✓ Shipping status, backorders, \$'s, Linked PO's
- PO Fill Report
- Un-invoiced PO Receipts
- Order Status
- AR Delinquent Only

Item	-----Inventory-----				-----Order-----				SL	FR	---FO/Tran---	SH
	Available	On Order	Backorderd	UM	Ordered	Committed	Shipped	Backorderd	UM	Price	UM T	Doc# LN# S WH
Doc#: 002013 (Cont...)												
I100	809	278	14	EA	1	1	0	0	EA	204.000	EA	01
Pallet Loading Hand Truck												
										Document Total	204.000	
Doc#: 002014 Type: O Pri: N Origin: N Init Wh: 01 Ord: 07/31/07 Req: ASAP Cust: C100 Southeastern Industrial Supply												
I100	809	278	14	EA	1	1	0	0	EA	204.000	EA	01
Pallet Loading Hand Truck												
										Document Total	204.000	
Doc#: 002015 Type: O Pri: N Origin: N Init Wh: 01 Ord: 07/31/07 Req: ASAP Cust: C100 Southeastern Industrial Supply												
I100	809	278	14	EA	1	1	0	0	EA	204.000	EA	01
Pallet Loading Hand Truck												
										Document Total	204.000	
Doc#: 002016 Type: O Pri: N Origin: N Init Wh: 01 Ord: 07/31/07 Req: ASAP Cust: C100 Southeastern Industrial Supply												
I100	809	278	14	EA	1	1	0	0	EA	204.000	EA	01
Pallet Loading Hand Truck												
										Document Total	204.000	
Doc#: 002017 Type: O Pri: N Origin: N Init Wh: 01 Ord: 07/31/07 Req: ASAP Cust: C100 Southeastern Industrial Supply												
I100	809	278	14	EA	1	1	0	0	EA	204.000	EA	01
Pallet Loading Hand Truck												
										Document Total	204.000	
Doc#: 002018 Type: O Pri: N Origin: N Init Wh: 01 Ord: 08/16/07 Req: ASAP Cust: C100 Southeastern Industrial Supply												
I996	0	0	2	EA	2	0	0	2	EA	10.000*	EA	01
Green Clean Machine												

Report TOTAL
 Doc Count
 * Unit Overrides
 No Error Cost

Performance Review

- **AR Payment History Report**
 - ✓ Last activity, current balance and payment performance.
 - ✓ Projected orders, Inside SLSP activity
 - ✓ A non-GL report netting profits after operational costs.
- **Order Booking**
- **Customer Profitability**
- **SO Service Level**
- **Inventory Turns**
- **Movement Class**
- **Lost Sales**
 - ✓ Fill & Shipping performance
 - ✓ Consider “buying” lost sale knowledge

DATE: 09/12/07
USER: SSI TW

DEMO COMPANY
PAYMENT HISTORY REPORT

ARR730 PAGE: 1
TIME: 12:00 PM

CUSTOMER C100 TO C100
BRANCH 01 Atlanta Branch

CUSTOMER NAME	LAST SALE	LAST PAYMENT	DATE OPENED	CURRENT BALANCE	---LAST 03 PDS---		---LAST 06 PDS---		---LAST 12 PDS---	
					TOTAL INVOICES	AVG DAYS	TOTAL INVOICES	AVG DAYS	TOTAL INVOICES	AVG DAYS
C100 Southeastern Industrial Supp	10/10/05	01/10/06	06/15/00	25932.26	26	-6	43	-1	74	1

AVG DAYS-AVERAGE DAYS TO PAY PAST DUE DATE

CUSTOMERS: 1

or Invoice date depending on Payment History Control.

END OF REPORT

DATE: 09/12/07
USER: SSI TW

DEMO COMPANY
ORDER BOOKING REPORT

SOR735 PAGE: 2
TIME: 12:55 PM

---SLSP---

ORDER#	ACTION	DATE	TIME	PRI	2ND	INS	ORIGIN	USER	WHSE	CUSTOMER	ORDER	TOTAL	COST	TOTAL	BOOKED	AMT	COST	AMT	GM%					
=====																								
07/31/2007																								
SALESPERSON 30 Sally Furness																								
002016	CREATE	07/31/2007	9:58 AM	30		10	ORDER	SSI	01	C100		193.80	111.59		193.80	111.59		42.42%						

															SLSP TOTAL:		ORDERS 4				775.20		446.36	

															DAILY TOTAL 07/31/2007:		ORDERS 5				982.08		557.95	
08/16/2007																								
SALESPERSON 10 Ronald Patton																								
002018	CREATE	08/16/2007	4:48 PM	10		10	ORDER	SSI	01	C100		20.28	.00		20.28	.00		100.00%						

															SLSP TOTAL:		ORDERS 1				20.28		.00	

															DAILY TOTAL 08/16/2007:		ORDERS 1				20.28		.00	
08/17/2007																								
SALESPERSON 10 Ronald Patton																								
002019	CREATE	08/17/2007	10:58 AM	10		10	ORDER	SSI	01	C100		413.76	223.18		413.76	223.18		46.06%						

															SLSP TOTAL:		ORDERS 1				413.76		223.18	

															DAILY TOTAL 08/17/2007:		ORDERS 1				413.76		223.18	
08/29/2007																								
SALESPERSON 10 Ronald Patton																								
002020	CREATE	08/29/2007	3:12 PM	10		20	ORDER	SSI	01	C100		206.88	111.59		206.88	111.59		46.06%						

															SLSP TOTAL:		ORDERS 1				206.88		111.59	

															DAILY TOTAL 08/29/2007:		ORDERS 1				206.88		111.59	
08/31/2007																								
SALESPERSON 10 Ronald Patton																								
002021	CREATE	08/31/2007	2:54 PM	10		10	ORDER	SSI	01	C100		206.88	111.59		206.88	111.59		46.06%						

															SLSP TOTAL:		ORDERS 1				206.88		111.59	

															DAILY TOTAL 08/31/2007:		ORDERS 1				206.88		111.59	

															REPORT TOTAL:		ORDERS 12				6128.21		3493.84	

DAYS: 9

End of Report

9-2 -

DATE: 09/12/07
USER: SSI TW

DEMO COMPANY
CUSTOMER PROFITABILITY REPORT

SOR620 PAGE: 1
TIME: 12:58 PM

CUSTOMER C100 TO C100
SHIP DATES 01/01/07 TO LAST
TYPE: ORDERS

Customer	Name	Invoices	Lines	Gross Profit	GP/Line	Service Cost	Net Profit Cont	NPC/Line
C100	Southeastern Industrial Supply	4	11	4920.90	447.35	35.00	4885.90	444.17

Customers: 1

END OF REPORT

DATE: 09/12/07
USER: SSI TW

DEMO COMPANY
SERVICE LEVEL REPORT

SOR860 PAGE: 1
TIME: 1:05 PM

WAREHOUSE 01
DATE FIRST TO LAST
ORDERS AND COUNTER SALES
CUSTOMER C100 TO C100
DETAIL

CUSTOMER NAME	ORDER#	SHIP DATE	LINES SHIPPED	LINES FILLED	SERVICE LEVEL
=====					
Warehouse 01 Atlanta Warehouse					
C100 Southeastern Industrial Supply	001449	09/29/05	2	0	.00%
	001468	09/29/05	2	0	.00%
	001494	09/28/05	2	0	.00%
	001521	09/28/05	2	0	.00%
	001569	09/28/05	2	0	.00%
	001628	03/22/07	2	2	100.00%
	001660	10/10/05	2	2	100.00%
	001663	08/27/05	1	1	100.00%
	001697	09/09/05	1	1	100.00%
	001699	09/09/05	2	2	100.00%
	001701	09/10/05	2	2	100.00%
	001737	09/12/05	1	0	.00%
	001745	09/12/05	1	0	.00%
	001762	09/16/05	1	1	100.00%
	001982	05/17/06	2	2	100.00%
	002000	12/20/06	1	1	100.00%
	002007	02/14/07	3	3	100.00%
	002021	08/31/07	1	1	100.00%
	002022	09/01/07	1	0	.00%
	D00143	09/27/05	1	1	100.00%
	D00144	09/28/05	2	2	100.00%
	D00185	09/12/05	1	1	100.00%
	D00206	08/09/05	1	1	100.00%
	D00208	01/09/06	1	1	100.00%
	D00212	01/09/06	1	1	100.00%
	D00215	05/08/06	1	1	100.00%
	D00225	04/03/07	1	1	100.00%
	S00571	05/08/06	1	1	100.00%
			-----	-----	-----
		CUSTOMER TOTAL	41	28	68.29%
			-----	-----	-----
		SERVICE LEVEL FOR WAREHOUSE 01	41	28	68.29%
			-----	-----	-----
		REPORT TOTAL	41	28	68.29%

ORDERS: 28

End of Report

DATE: 09/12/07
 USER: SSI TW

DEMO COMPANY
 INVENTORY TURNS REPORT

ICR725 PAGE: 1
 TIME: 1:07 PM

ITEM CLASS FIRST TO LAST
 VENDOR ALL
 WAREHOUSE 01

ITEM	DESCRIPTION	MV S CL N	-----LAST 12 PERIODS-----					
			TOTAL USAGE UM	AVERAGE COST UM	TOTAL COST	AVERAGE ON HAND	AVERAGE VALUE	TURNS
Warehouse 01 Atlanta Warehouse								
Item Class 400 SEALS								
Vendor V100 General Industrial MFG								
651-01374-I420	1.374ID x 1.615OD x 0.1205CS x	14 N	.000 EA	.000 EA	.00	.000	.00	*
F122192	1.585ID x 1.851OD x .133CS x 1	14 N	.000 EA	.000 EA	.00	.000	.00	*
F122356	4.26ID x 4.67OD x .205CS x229L	14 N	.000 EA	.000 EA	.00	.000	.00	*
F208507	0.918ID x 1.094OD x .088CS x 1	14 N	.000 EA	.000 EA	.00	.000	.00	*
					VENDOR TOTAL	.00		*
					ITEM CLASS TOTAL	.00		*

Item Class DCK Dock Equipment								
Vendor V100 General Industrial MFG								
Z3X3X3/16 PRIMED	3 X 3 X 3/16 PRIMED LINNEAL	14 N	.000 FT	.000 FT	.00	.000	.00	*
					VENDOR TOTAL	.00		*

Vendor V105 Warehouse Equipment Unlimited								
I115	Plastic Dolly	5 N	459.000 EA	25.140 EA	11539.26	64.080	1610.97	7.2
I129	Sealer Tool	5 N	676.000 EA	18.880 EA	12762.88	86.830	1639.35	7.8
I130	Heavy Duty Dock Bumper	8 N	181.000 EA	34.440 EA	6233.64	13.500	464.94	13.4
					VENDOR TOTAL	30535.78	3715.26	8.2

Handwritten notes:
 11539.26
 1610.97
 459/64.08
 67

Vendor V110 Georgia Shipping Equip. Co.								
200	Pallet Loading Hand Truck	14 N	.000 EA	.000 EA	.00	.000	.00	*
I100	Pallet Loading Hand Truck	1 N	509.000 EA	108.220 EA	55083.98	72.920	7891.40	7.0
I100-T	Pallet Loading Hand Truck	14 N	.000 EA	.000 EA	.00	.000	.00	*
I118	Lightweight Hand Truck	4 N	293.000 EA	63.290 EA	18543.97	42.170	2668.94	6.9
I128	Self Standing Hand Truck	4 N	144.000 EA	111.400 EA	16041.60	13.920	1550.69	10.3
					VENDOR TOTAL	89669.55	12111.03	7.4

Vendor V113 Atlanta Crane & Hoists								
I122	Electric Hoist/2000 lb cap.	4 N	24.000 EA	632.990 EA	15191.76	3.080	1949.61	7.8

DATE: 09/12/07
 USER: SSI TW

DEMO COMPANY
 INVENTORY TURNS REPORT

ICR725 PAGE: 6
 TIME: 1:07 PM

ITEM	DESCRIPTION	MV S CL N	-----LAST 12 PERIODS-----						TURNS
			TOTAL USAGE UM	AVERAGE COST UM	TOTAL COST	AVERAGE ON HAND	AVERAGE VALUE		
Warehouse 01 Atlanta Warehouse									
Item Class WHS Warehouse Equipment									
Vendor V120 Warehouse Interiors, Inc.									
I106	Telescopic Lift Boom	2 N	55.000 EA	640.970 EA	35253.35	7.420	4756.00	7.4	
I107	Portable Floor Crane	1 N	125.000 EA	274.490 EA	34311.25	18.420	5056.11	6.8	
			VENDOR TOTAL		69564.60		9812.11	7.1	
			ITEM CLASS TOTAL		59753.28		91185.75	.7	
			WAREHOUSE TOTAL		430865.68		245605.80	1.8	
			REPORT TOTAL		430865.68		245605.80	1.8	

TURNS=TOTAL COST DIVIDED BY AVERAGE VALUE, *=INSUFFICIENT DATA (NOT INCLUDED IN TOTAL)
 MV CL=MOVEMENT CLASS (1-12, 13=DEAD STOCK, 14=NOT SET), SN=SEASONAL (N=NONSEASONAL, L=LOW, H=HIGH)

ITEMS: 89

End of Report

DATE: 09/12/07
 USER: SSI TW

DEMO COMPANY
 MOVEMENT CLASS RESET

ICR730 PAGE: 1
 TIME: 1:08 PM

ALL MOVEMENT CLASSES
 ALL VENDORS, ALL CLASSES
 DEAD ITEM CUTOFF .00
 USE ACTUAL USAGE FOR FLAGGED ITEMS
 ITEMS EXCLUDED W/MONTHS OF USAGE < 6

ITEM	DESCRIPTION	12 MO ST USAGE UM	CT COST UM	EXTENSION	VENDOR CLASS	ITEM CURRENT MV CL

Warehouse 01 Atlanta Warehouse						
Movement Class 1 - Top 7.5%						
MY-ITEM	MY SPECIAL OP/LP ITEM	7350 EA	25.000 EA	183750.00	V108	GEN 10
MY-ITEM2	MY SPECIAL MIN/MAX ITEM	7200 EA	25.000 EA	180000.00	V108	GEN 14
I101	Pallet Truck	355 EA	338.150 EA	120043.25	V105	WHS 1
I100	Pallet Loading Hand Truck	556 EA	111.590 EA	62044.04	V110	DCK 1
Movement Class 2 - Next 7.5%						
I106	Telescopic Lift Boom	55 EA	660.860 EA	36347.30	V120	WHS 2
I107	Portable Floor Crane	125 EA	283.060 EA	35382.50	V120	WHS 1
I113	Rolling Stock Picking Ladder	90 EA	330.650 EA	29758.50	V116	WHS 2
I103	Rotary Drum Pump	306 EA	97.220 EA	29749.32	V100	WHS 2
Movement Class 3 - Next 10%						
I133	Steel Swivel Caster 2 1/2" dia	61090 EA	48.40 CT	29567.56	V101	GEN 2*
I114	Digital UPS/Parcel Post Scale	184 EA	144.770 EA	26637.68	V102	GEN 3*
I136	Reinforced Strapping Tape	8951 EA	2.470 EA	22108.97	V116	WHS 3*
I132	Steel Swivel Caster 2" dia.	89390 EA	23.40 CT	20917.26	V101	GEN 3*
I111	Plastic Shelf Bin - blue	82 EA	235.360 EA	19299.52	V102	GEN 3
I112	Portable Waste Container w/Lid	288 EA	66.130 EA	19045.44	V116	GEN 3*
Movement Class 4 - Next 10%						
I118	Lightweight Hand Truck	293 EA	64.880 EA	19009.84	V110	DCK 4
I120	Hand Held Stretch Wrap	8226 EA	2.220 EA	18261.72	V101	GEN 1*
I128	Self Standing Hand Truck	144 EA	114.45 EA	16480.80	V110	DCK 4*
I122	Electric Hoist/2000 lb cap.	24 EA	652.580 EA	15661.92	V113	DCK 4*
I110	Steel Storage Cabinet	90 EA	159.820 EA	14383.80	V105	WHS 4*
I121	Heavy Duty Shipping Scale	255 EA	55.530 EA	14160.15	V101	GEN 4*
Movement Class 5 - Next 8%						
I116	Aluminum Dock Plate	152 EA	88.380 EA	13433.76	V100	WHS 4
I108	Steel Top Work Bench	142 EA	91.640 EA	13012.88	V120	DCK 5
I115	Plastic Dolly	459 EA	25.560 EA	11732.04	V105	DCK 5*
I145	Portable Scaffold Sys., deluxe	27 EA	428.23 EA	11562.21	V102	WHS 6*
I157	Drum, 20 gallon	316 EA	36.07 EA	11398.12	V116	WHS 5
Movement Class 6 - Next 8%						
I144	Portable Scaffold System	52 EA	199.30 EA	10363.60	V102	WHS 6
I123	20 gal Waste Container	724 EA	13.250 EA	9593.00	V101	WHS 5*
I135	Drum Dolly	298 EA	30.06 EA	8957.88	V116	GEN 6*

DATE: 09/12/07
USER: SSI TW

DEMO COMPANY
MOVEMENT CLASS RESET

ICR730 PAGE: 3
TIME: 1:08 PM

ITEM	DESCRIPTION	12 MO ST USAGE UM	CT COST UM	EXTENSION	ITEM CURRENT VENDOR CLASS	MV CL

Warehouse 01 Atlanta Warehouse						
Movement Class 14-Not Set						
MY-ITEM3	MY SPECIAL NOT SURE HOW TO REP	0 EA	10.000 EA	.00	V108 GEN	12

**=INCLUDES EXTRAPOLATED AVERAGES, THERE ARE LESS THAN 12 MONTHS USAGE.

CURRENT MV CL=EXISTING MOVEMENT CLASS. WILL RESET TO RECALCULATED MOVEMENT CLASS.

*=FLAGGED USAGE-WILL RESET TO CLASS 14 IN UPDATE IF SELECTED.

DEAD ITEMS (CLASS=13) CANNOT BE RECALCULATED BY THIS REPORT. ONLY ITEMS BEING CHANGED TO CLASS 14 ARE LISTED.

ITEMS: 60

End of Report

ITEM FIRST TO LAST
 ITEM TYPE ALL
 WAREHOUSE 01
 ALL REASON CODES

REASON DESCRIPTION	# OF REQUESTS	QUANTITY UM	TOTAL
=====			
Warehouse 01 Atlanta Warehouse			
Item I100 Pallet Loading Hand Truck			
NS Nonstock Items	2	15 EA	750.00
OS Currently out of stock	2	182 EA	21751.43

		ITEM TOTAL	22501.43
Item I102 Adjustable Height Steel Stool			
OS Currently out of stock	1	4 EA	136.00

		ITEM TOTAL	136.00
Item I106 Telescopic Lift Boom			
NS Nonstock Items	1	2 EA	2141.20

		ITEM TOTAL	2141.20
Item I108 Steel Top Work Bench			
OS Currently out of stock	2	4 EA	593.80

		ITEM TOTAL	593.80
Item I127 Plastic Pallets			
OS Currently out of stock	2	18 EA	691.20

		ITEM TOTAL	691.20
Item I128 Self Standing Hand Truck			
OS Currently out of stock	1	10 EA	1794.50

		ITEM TOTAL	1794.50
Item I131 Panoramic Half Dome 180			
NS Nonstock Items	1	3 EA	145.50

		ITEM TOTAL	145.50
Item I148 Miracle Cleaner			
OS Currently out of stock	1	2 EA	101.00

		ITEM TOTAL	101.00
Item I151 Bicarbonate of Soda			
PR Price not competitive	1	15 LB	39.00

REASON DESCRIPTION	# OF REQUESTS	QUANTITY UM	TOTAL

		ITEM TOTAL	39.00
Warehouse 01 Atlanta Warehouse			
Item I156 Plastic Spray Bottles			
OS Currently out of stock	1	20 EA	20.00

		ITEM TOTAL	20.00
Item OVHD Overhead Track Hoist System			
OS Currently out of stock	1	1 EA	1500.00

		ITEM TOTAL	1500.00

		WAREHOUSE TOTAL	29663.63

		REPORT TOTAL	29663.63

ITEMS: 11

END OF REPORT

Guidance & Right Arm

- **SO Commit B/O's**
 - ✓ Don't miss B/O fill opportunities
- **IC Replenishment**
 - ✓ The information is there—just waiting to be used.
- **SA Temporary Items**
 - ✓ Stocking consideration, GM

DATE: 09/12/07
USER: SSI TW

DEMO COMPANY
TEMPORARY ITEM REPORT

SAR485 PAGE: 1
TIME: 1:15 PM

ITEM FIRST TO LAST
VENDOR ALL
WAREHOUSE 01
DATE 06/30/94 TO LAST
DESCENDING SALES

ITEM	DESCRIPTION	# SALES	UNITS UM	SALES CLS	VENDOR	LAST SALE
=====						
Warehouse 01 Atlanta Warehouse						
2053224	STEEL 6-FT. SAFETY STEP LADD	1	2.000 EA	997.50 DCK		09/20/05
SHELVES	1/2 INCH PARTICLE BOARD SHEL	1	12.000 EA	684.00 DCK		09/20/05
BLEACH	5 GALLON BLEACH	1	20.000 EA	570.00 DCK		09/20/05
	I832 Nonstocked - Conveyor Roller		5.000 EA	111.75 GEN		09/28/05
	BLOCK Nonstocked - Cement Block		24.000 EA	66.96 GEN		09/21/05
		-----	-----	-----		
	WAREHOUSE TOTAL	3	63.000	2430.21		
		-----	-----	-----		
	REPORT TOTAL	3	63.000	2430.21		

ITEMS: 5

End of Report

Trends

- SA Comparisons
 - ✓ By Whse, customer, Class, Item
 - ✓ Balance Sheet, P & L
 - ✓ Reasons, volume. The GL doesn't highlight this.
 - ✓ Requires use of Vendor/Item. Vendor performance.
- 6 & 12 Period Financials
- SO Returns Report
- Vendor Item History

**STATEMENT OF
FINANCIAL POSITION**
All Balance Sheet Accounts

Company
All accounts consolidated
AS OF 08/31/05

	09/04 Sep	10/04 Oct	11/04 Nov	12/04 Dec	01/05 Jan	02/05 Feb	03/05 Mar	04/05 Apr	05/05 May	06/05 Jun	07/05 Jul	08/05 Aug
Cash	241413	203042	189992	235415	153913	183101	216672	275399	283149	265275	293029	331166
Petty Cash	147	236	420	512	188	210	438	1860	462	177	138	257
Accounts Receivable	174915	169633	169821	179365	176576	180769	179062	183789	190333	185930	179611	107587
Inventory	182848	183831	176292	180613	163541	172295	185171	161671	177393	194180	195553	200565
Nonstocked Inventory	8533	9463	10327	11377	954	1997	2981	3691	4735	5747	6751	6751
In-Transit Inventory	3961	4254	4558	5241	2900	2927	3256	3621	3614	3532	3860	3548
Prepaid Taxes & Insurance	1452	4707	3995	3388	2719	2153	1483	854	4179	3385	2731	2376
Deposits	1124	1124	1124	1124	1124	1124	1124	1124	912	912	912	912
Employee Advances	0	0	0	0	0	0	0	0	2800	2300	1800	950
Total Current Assets	614392	576290	556528	617035	501914	544576	590187	632009	667577	661438	684384	654112
EQUIPMENT OWNED	87309	85388	83466	81545	79624	77702	75781	73860	13686	43495	41573	39652
Property Owned	105000	164500	164000	163500	163000	162500	162000	161500	161000	160500	160000	159500
Goodwill	20000	20000	20000	20000	32000	32000	32000	32000	32000	32000	32000	32000
Total Fixed Assets	212309	269888	267467	265045	274624	272202	269781	267360	206686	235995	233573	231152
Total Assets	826701	846178	823995	882080	776538	816778	859968	899369	874263	897433	917958	885264
Liabilities & Equity												

**STATEMENT OF
FINANCIAL POSITION**
All Balance Sheet Accounts

Company
All accounts consolidated
AS OF 08/31/05

03/05 Mar 04/05 Apr 05/05 May 06/05 Jun 07/05 Jul 08/05 Aug

ASSETS

CURRENT ASSETS:

Cash	216,672.13	275,398.92	283,149.27	265,274.59	293,029.17	331,165.98
Petty Cash	438.38	1,859.79	461.80	176.50	137.83	256.83
Accounts Receivable	179,062.25	183,788.70	190,333.20	185,930.20	179,610.53	107,587.23
Inventory	185,170.75	161,670.77	177,392.52	194,180.48	195,552.88	200,565.17
Nonstocked Inventory	2,980.76	3,691.24	4,735.11	5,747.02	6,750.87	6,750.87
In-Transit Inventory	3,255.51	3,621.40	3,614.23	3,532.43	3,859.52	3,547.52
Prepaid Taxes & Insurance	1,483.47	854.44	4,179.42	3,385.11	2,731.38	2,376.38
Deposits	1,123.50	1,123.50	911.91	911.91	911.91	911.91
Employee Advances	0.00	0.00	2,800.00	2,300.00	1,800.00	950.00
Total Current Assets	590,186.75	632,008.76	667,577.46	661,438.24	684,384.09	654,111.89

FIXED ASSETS:

EQUIPMENT OWNED	75,781.04	73,859.74	13,685.54	43,494.64	41,573.34	39,651.54
Property Owned	162,000.10	161,500.11	161,000.08	160,500.08	160,000.08	159,500.07
Goodwill	32,000.00	32,000.00	32,000.00	32,000.00	32,000.00	32,000.00
Total Fixed Assets	269,781.14	267,359.85	206,685.62	235,994.72	233,573.42	231,151.61

Total Assets

Total Assets	859,967.89	899,368.61	874,263.08	897,432.96	917,957.51	885,263.50
---------------------	-------------------	-------------------	-------------------	-------------------	-------------------	-------------------

Liabilities & Equity

Current Liabilities:

Accounts Payable	248,094.25	284,061.58	236,350.17	212,747.87	207,147.95	145,592.75
Insurance Payable	0.00	0.00	0.00	3,396.12	0.00	0.00
401(k) Payable	2,214.12	796.32	1,402.96	2,286.21	865.23	1,804.65
Christmas Fund	1,320.25	2,640.50	3,960.75	1,320.25	2,640.50	2,670.50
Credit Union	5,726.05	7,828.21	9,627.97	11,747.15	13,738.82	14,268.82
Federal Taxes Payable	39,304.57	4,486.42	8,845.70	17,485.11	26,160.81	32,883.00
State Taxes Payable	8,136.99	10,009.82	1,634.20	3,688.65	5,387.09	6,460.00
Taxes Payable	5,777.27	7,106.97	1,160.28	2,618.93	3,824.84	4,281.62
Overhead Accrued	6,238.95	11,173.37	13,689.37	16,385.51	18,691.60	21,320.61
Packaging Accrued	9,358.42	16,760.00	20,534.04	24,578.30	28,037.38	28,109.92
Labor Accrued	12,477.82	22,346.69	27,378.69	32,771.00	37,383.13	42,699.20
Purchases-Inventory	0.00	0.00	0.00	0.00	0.00	4.84
Total Current Liabilities	338,648.69	367,209.88	324,584.13	329,025.10	343,877.35	300,095.91

DATE: 09/12/07
USER: SSI TW

DEMO COMPANY
RETURNS REPORT

SOR750 PAGE: 1
TIME: 1:25 PM

CUSTOMER C100 TO C110
DATE 06/30/06 TO LAST
RETURNS CODE ALL
INITIATING WAREHOUSE 01

CUSTOMER NAME	ITEM	DESCRIPTION	WHSE IN SH T	RETURN INVOICE DATE	UNITS UM	PRICE EXTENSION	RC TYPE
C100 Southeastern Indu	I100	Pallet Loading Hand Tru	01 01 W	C00096 02/26/07	-5 EA	-781.25	MG RETURN
						CUSTOMER TOTAL	-781.35
						REPORT TOTAL	-781.25

IN=INITIATING, SH=SHIPPING, T=TYPE (W=WAREHOUSE, D=DIRECT), RC=RETURNS CODE

CUSTOMERS: 1

End of Report

DATE: 09/12/07
 USER: SSI TW

DEMO COMPANY
 VENDOR/ITEM HISTORY

POR750 PAGE: 1
 TIME: 1:29 PM

VENDOR FIRST TO LAST

ITEM	DESCRIPTION	-----LAST RECEIPT-----					BY	AVG		
		PO#	UNITS	COST UM	DATE	LT		UNITS UM	DOLLARS RCT	# DAYS
Warehouse 01 Atlanta Warehouse										
Vendor V100 General Industrial MFG										
I100	Pallet Loading Hand Truck	0	.0	118.38 EA		0	.0 CT	0.00	0	0 MTD
							.0	0.00	0	0 YTD
							.0	0.00	0	0 PYR
I101	Pallet Truck	001363	2	288.150 EA	02/08/06	0	2 EA	676.30	1	0 MTD
							2	676.30	1	0 YTD
							0	0.00	0	0 PYR
Vendor V101 Industrial Supply Distributors										
I100	Pallet Loading Hand Truck	0	.0	.000 EA		0	.0 CT	0.00	0	0 MTD
							.0	0.00	0	0 YTD
							.0	0.00	0	0 PYR

LT=LEAD TIME (DAYS), # RCT=NUMBER OF RECEIPTS

ITEMS: 3

END OF REPORT

11-4

On-The-Spot Information

- **SO Order Review**
 - ✓ New, and good
- **Sync'd Inquiry Screens with Entry**
 - ✓ Saves time.
- **O/E Price Search**
 - ✓ After SO customer number entered
- **Inquiry & View Preferences**
 - ✓ Personalized column display, sorts, filters
- **Drill Downs**
 - ✓ ARI to Invoice, Ledgers to document

Personalized Searches

The screenshot displays a software application window titled "Item - Item # Order (IC1610)". The main window is divided into several sections:

- Search Window:** Contains a search criteria table and a list of search results.

Item	Type	Description	Descriptor
10000		SQUARE/BUNDLE	
10824		24" X 8' FORM PANEL	STEEL PL
11000		BLAP	
- Item Details:** Shows "Go To" fields for Item #, Alpha, Interchange, and Class. Below this is a "Ledgercards" section with fields for Price and Warehouse.
- Search Results:** A list of items with columns for Alpha, Item, Type, Vendor, and Description.

Alpha	Item	Type	Vendor	Description
1100-I				U110 Pallet Loading Hand Truc
100	Foot E I302			U100 100 Foot Extension Cord
1000/752W	ZCONUEC HTR	U		U110 1000/752W
24" X 8' F	10824			U110 24" X 8' FORM PANEL
3 X 3 X 3/	Z3X3X3/16 PRIMED			U100 3 X 3 X 3/16 PRIMED LINN
3-socket E	I300			U100 3-socket Emergency Lamp
480	ZFLO HTR	U		U110 480
75-Watt Ha	I3B1			U100 75-Watt Halogen Bulb
ADJUSTABLE	I990	U		U100 Adjustable Height Steel
ADJUSTABLE	VEITUNB	U		U100 Adjustable Height Steel
AMMONIA	I152			U119 Ammonia
AUTO DOC	S-7758			U100 Auto Document Feeder
BACK-UP	651-01374-1420			U100 1.37410 X 1.61500 X 0.12
BENCH STEE	I108			U120 Steel Top Work Bench
BENZENE CO	I155			U119 Benzene Compound
BICARBONAT	I151			U119 Bicarbonate of Soda
BIN BOXES	I117			U116 Corrugated Bin Box
BIRD FOOD	ABC-1000			U100 BIRD FOOD
BIRD FOOD	222-BOX			U100 BIRD FOOD BOX
BLACK	11000			U100 BLACK
- Preferences Dialog:** A small dialog box titled "Preferences" is open, showing options for "Default Sort Order" (set to 2 - Alpha), "Lines Displayed" (set to 20), and a checked "Save as User Defaults" option. There are "OK" and "Cancel" buttons.

Historical Past Invoice Report – New

With Customer Report Layout Feature

01-DEMO COMPANY, Past Invoice Report (SOR870)

Template Print Options Custom Report Layout Help

Order Beginning Ending First Last

Properties Beginning Date 01/01/2007 Ending Date Last Ship-To Information

Restricted By Item Vendor Item Class All All All

Template None Printer Print to file Layout Standard

Print in invoice, doc, cust, cust class or sispferr order? (Y/D/C/K/S)

OK Cancel

Date: 09/12/07
User: SSI TW

DEMO COMPANY
Past Invoice by Customer

SOR870 Page: 1
Time: 1:32 PM

Customer First to Last
Date First to Last
Restricted By:
Item I150

Customer	Inv#	Doc#	Inv/CM Date	CST CLS	Item Number	ITM CLS	S/T	Shipped	Cost UM	Extension	Price UM	Extension
=====												
C100	Southeastern Industrial Supply											
	001971	002022	09/01/07	WSL	I150	GEN	10	2	5.620 GL	11.240	9.100 GL	18.200
	Bleach - maximum concentration											

										Invoice Total	11.240	18.200

										Customer Total	11.240	18.200
C120	Porsche Pieces, Inc.											
	001853	001664	08/27/05	WSL	I150	GEN	30	12	5.620 GL	67.440	9.100 GL	109.200
	Bleach - maximum concentration											

										Invoice Total	67.440	109.200

										Customer Total	67.440	109.200
C123	Georgia Print Machines, Inc.											
	001645	001430	09/29/05	WSL	I150	GEN	10	4	5.620 GL	22.480	8.650 GL	34.600
	BLEACH - MAXIMUM CONCENTRATION											

										Invoice Total	22.480	34.600

										Invoice Total	56.200	86.500

										Customer Total	78.680	121.100

										Report Total	157.360	248.500

Customer Count: 3
CST CLS=Customer Class, ITM CLS=Item Class, S/T=Salesperson/Territory, *=Line Discount

End of Report

16-1

System Management

- Customized Menu
 - ✓ Friendlier security
 - ✓ User Customizable
 - ✓ Remember to purge
 - ✓ Includes security levels of each Menu option
- End of Period Checklist
- User or F/M Audit
- Menu Selections Print
- User Defined Fields
 - ✓ Customer, Vendor, Item
- SM Inquiry
 - ✓ New 7.6 Graphical presentation & options

System Management Inquiry

Summary Management Inquiry (SMI610)		SMI610	
Help		CP=09/05 SEP	
01-DEMO COMPANY		SUMMARY MANAGEMENT INQUIRY	
BRANCH ALL		09/13/07 Thru	
DEPARTMENT ALL			
-----CURRENT BALANCE-----		-----SALES HISTORY-----	
ACCOUNTS PAYABLE	79009.29	SALES	COST
ACCOUNTS RECEIVABLE	207323.88	OCT	618.42
CASH	314487.89	SEP	143421.20
INVENTORY	673327.39	AUG	99486.00
OPEN PURCHASE ORDERS	113338.12	JUL	91720.00
OPEN SALES ORDERS	540404.26	JUN	103299.00
		MAY	99154.00
		APR	90369.00
			G.M.%
			-7.7%
			37.6%
			36.7%
			32.4%
			32.0%
			32.1%
			32.0%
CR-REDISPLAY, F4-BACKUP		Backup OK	