

DBMS Sales Orders is USER FRIENDLY, completely menu-driven and can be run in full color.

DBMS Sales Orders supports the following features:

- ◆ Multiple setup options
- ◆ Convenient online look up windows of valid data lists defined by you such as tax areas, sales personnel, etc.
- ◆ Complete inquiry tracking and recovery subsystem integrated with order entry
- ◆ Pre-shipment:  
Order is entered into computer, inventory is committed, pick ticket is printed
- ◆ Post-shipment:  
Shipped orders are selected, inventory is adjusted, packing slips and invoices are printed
- ◆ Backorder file is updated if appropriate
- ◆ Sales order information by sales order number, customer account number, or item number.
- ◆ Update or cancel sales order information prior to shipping inventory is adjusted

## SALES ORDERS

- ◆ Fill partial or full pending backorder, inventory is committed or adjusted as appropriate, pick ticket or invoice is printed as appropriate
- ◆ Credit/Debit memos entered in same fashion as sales order. Allows making accounting entries or process returned merchandise.
- ◆ Programs for printing pick tickets, invoices, credit/debit memos, backorder pick tickets, and backorder invoices
- ◆ Accounts Receivable, General Ledger, and Inventory Control systems are all posted as a result of the sales order activity

Reports include:

- ✓ Customer order status
- ✓ Open orders by item - summary and detailed
- ✓ Aged forecast
- ✓ Aged backlog
- ✓ Orders pending approval
- ✓ Open backorders by customer
- ✓ Backorders by item number
- ✓ Bookings by ...  
sales orders, salesman
- ✓ Bookings totals summary
- ✓ Orders in a hold status
- ✓ Invoices on hold
- ✓ Print sales order
- ✓ and more ...

# SALES ANALYSIS

The sales analysis capabilities of the Distribution Management System are obtained as a result of all data entry normally occurring into the system. Many reports come from the data base of posted invoice details, while others are from summary type files.

Most of the reports have multiple sort and selection criteria options and therefore ...

*each report listed may in fact provide several reports.*

## INVENTORY SALES ANALYSIS

- Mtd/Ytd Sales By Item
- Sales/Cost Analysis By Item
- Sales By Item
- Sales Analysis by Item #
- Sales Analysis by Item with Multiplier
- Sales/Inventory Report by Item
- Sales Analysis by Product Group Codes

## CUSTOMER SALES ANALYSIS

- Sales By Customer By Product Group Code
- Sales By Customer
- Customer Trend Analysis
- Customer Transactions by Invoice Detail
- Summary Sales Analysis
- Summary Sales Analysis by Sale Type
- Customer Sales by Geographic Area
- Customer Ranking

## INVOICE SALES ANALYSIS

- Invoice List (Stock, Direct, Special Order)
- Sales Invoice Summary
- Sales Invoice Detail
- Invoice Summary By Salesman
- Freight Allowed Invoices
- Daily Invoice Analysis

## SALES FORCE ANALYSIS

- Inside Salesman Sales Analysis
- Outside Sales Rep Sales Analysis

## INQUIRY ANALYSIS

- Inquiry Tracking
- Inquiry Tracking by Item
- Inquiry Register by Date
- Representative Inquiry
- Inquiries by State by City
- Inquiries by Customer
- Inquiries by Salesman by Tickler Date
- Inquiries by Select Customers
- Inquiry Averages by Salesman
- Inquiry by Salesman by State

## MONTHLY SALES

- Sales Recap
- Comparative Analysis
- Inventory Review

DBMS Inventory is USER FRIENDLY, completely menu-driven and can be run in full color if desired.

DBMS Inventory supports the following features:

- ◆ Multiple setup options
- ◆ Convenient online lookup windows of valid data lists defined by you, such as product groups, inventory classes, etc.
- ◆ Account lookup windows:  
User may enter description (instead of item number) or part of description.
- ◆ Keywords or multi-level groups:  
Item number may be selected from cascading windows of group(s) of items which meet user definable keyword classifications.
- ◆ Multi-Division/Multi Warehouse:  
Status and reporting can consolidate and/or report warehouses individually
- ◆ User defined inventory item numbers
- ◆ User may choose FIFO, LIFO, Average, or Standard costing.
- ◆ Inquiry:  
Complete status, current data, and sales history for any item along with complete activity audit trail display

## INVENTORY

- ◆ Manual inventory adjustments captures data for inventory auditing purposes
- ◆ Multiple cross reference numbers for any part number
- ◆ Multiple alternate item numbers for any part number
- ◆ Maintenance of current pricing and inventory cost data
- ◆ Complete Physical Inventory Subsystem:  
allows cycle counting
- ◆ Optional integration with General Ledger, Order Entry, accounts Receivable, Purchasing, and Receiving

Reports include:

- ✓ Cross reference
- ✓ Price list by manufacturer
- ✓ Inventory price list by item type
- ✓ Inventory ...  
price/cost, stock status, activity,  
quantity exception, adjustments  
transaction register, quantity  
adjustments journal, purchase  
detail, movement, audit trail
- ✓ Stock status by ...  
ABC code, class code
- ✓ Selective stock status
- ✓ Physical inventory
- ✓ and more ...

DBMS Purchasing/Receiving is USER FRIENDLY, completely menu-driven and can be run in full color if desired.

DBMS Purchasing/Receiving supports the following features:

- ◆ Multiple setup options
- ◆ Convenient online lookup windows of valid data lists defined by you, such as ship via codes
- ◆ Requisitions
- ◆ Complete entry of purchase order data and updating data prior to issuing purchase order
- ◆ Inquiry of purchasing and receiving data by purchase order number, receiver number, or item number
- ◆ Purchase order receipts and receipt corrections
- ◆ Maintenance of vendor database (same file as found in Accounts Payable) including multiple purchasing addresses, vendor contact notes

## PURCHASING

- ◆ Prepares suggested purchase requirements based on forecasts and re-order rules for buyer review
- ◆ Optional integration with Accounts Payable, Inventory Control, and General Ledger

Reports including:

- ✓ Active ...  
requisitions, purchase orders
- ✓ Closed ...  
purchase orders, purchase order shipments
- ✓ Requisition detail
- ✓ Purchase order detail
- ✓ Requisitions by vendor
- ✓ Purchase orders by vendor
- ✓ Purchase receipts detail
- ✓ Weekly exposure detail
- ✓ Delinquent receipts
- ✓ Two-week receipts projection
- ✓ Purchase receipts journal
- ✓ and more ...

DBMS Accounting and distribution software systems are among the most reliable and flexible systems available.

Utilizing true multi-user technology on standard PC computer equipment, mini-computer systems or mainframes, the distribution and accounting systems from DBMS represent real software value.

The Distribution Manager System includes the following:

- ◆ Sales and Transfer orders
- ◆ Inquiry tracking and capture
- ◆ Inventory control
- ◆ Purchasing and Receiving
- ◆ Accounts Payable
- ◆ Accounts Receivable
- ◆ General Ledger
- ◆ Sales Analysis
- ◆ Management & setup control

## GENERAL

- ◆ Over 200 reports and inquiries.

The distribution and accounting systems provide a very high degree of control, flexibility and automation which translates to savings in both time and money.

All systems from DBMS support the following general features:

- ✓ Multi-user up to 64 users (terminals, printers, workstations etc.) on a single standard 486 PC, hundreds on larger platforms.
- ✓ Multiple division, branch, warehouse capability
- ✓ High performance database with built-in query/reporting language.
- ✓ Departmental control over live, daily, monthly, and yearly processing and posting.
- ✓ Support and customization direct from the authors.
- ✓ Easy to learn and use.

## ***The SB+ Option***

DBMS Accounting and Distribution modules are available with an SB+ option.

What that means is, certain aspects of the system have already been converted to take advantage of **SB+** while we pursue the rewrite of the balance of our modules.

**MENUS:** All of the modules are available wrapped in **SB+** menus. Our legacy menu drivers have been replaced by **SB+** menu processes.

**SALES ORDERS:** Our new **SB+** versions of Order Entry and Inquiry Capture also include new **SB+** versions of inventory lookup and customer pricing processes. Your in-house salesman can lookup inventory, capture customer inquiries, price and/or take orders with practically no use of a keyboard. This is accomplished by using a mouse and pointing and

clicking on choices from cascading selection windows. This "point and click" system can be accompanied by our customer dial in version. This more customer price specific "flavor" allows your customers to place their own orders from you using their own PC, SBTerm or SBTermite, and a mouse. No typing for them either!

Last, but not least, is an entity/contact database system that allows you to merge the functions of your rolodex and sales prospect tracking functions. This module allows you to record contacts with people and organizations, including dates and discussion notes, while allowing you to easily identify those entities for use as customers or vendors.

Development continues and new processes are deployed to our **SB+** clients as they become available.