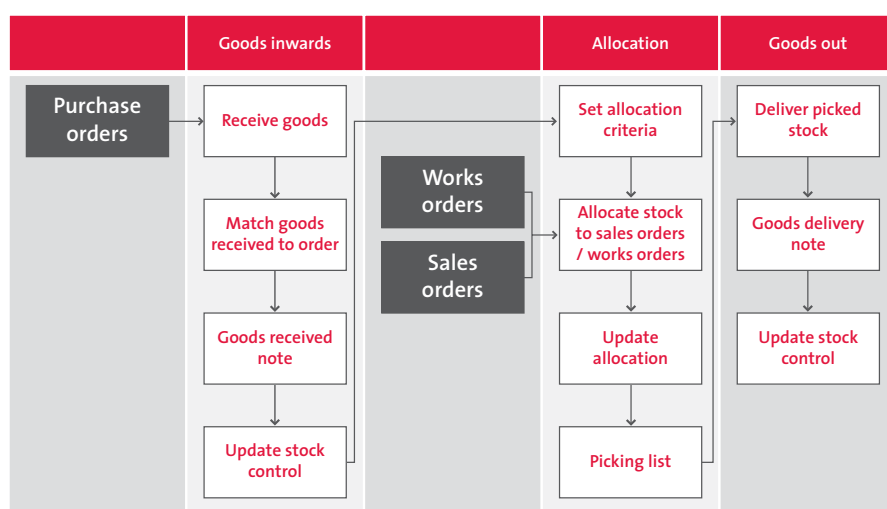


Inventory & stock control

With multi-dimensional analysis, visual stock planning and full integration to CRM, the internet and ordering, you have instant visibility of your current and future, physical and free stock position.

Landed costs, bills of materials and integration to your nominal ledger provide effortless, up-to-the-minute, valuations using FIFO, standard cost and weighted average cost methods.



Availability & visibility

See what you've got, where it is, how long it'll last and what it's worth. Physical and free stock quantities are continually updated by supplier and customer orders, bills of materials, deliveries and returns across any number of locations, lots and bins.

Flexible sub-analysis facilitates stock grouping to handle sizes, colours and any other product families of your choice, providing an intuitive system for analysis and reporting.

Multi-dimensional analysis

You can allocate each item to a specific family or type of product and then apply up to six levels of sub-analysis, for example, location, colour and size. Bin locations can be handled over multiple warehouses. Each form

of analysis can be labelled to suit the terminology used for each product line within your organisation, creating an intuitive system for analysis and reporting. Quantity and value is tracked and consolidated for each record, at every level of sub-analysis, providing key information however detailed your enquiry.

Full catalogue of information

Each stock item is identified by an alphanumeric code up to 25 characters long, a name and a multi-page description. It can be further enhanced by a bar code, a serial number and a photograph or graphic as appropriate. You have sufficient scope and flexibility to describe each item as you would in a brochure or catalogue, making it very easy for your staff to identify items that they're handling or selling.

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Order scheduling

The system monitors open sales orders, open purchase orders and the 'required by' date on each order line and provides a schedule of availability based on the flow of goods in and out.

EC-SSD & Intrastat

Each stock item stores its own commodity code, country of origin and net mass. These details are used when generating Intrastat Arrivals and Dispatch reports which can be submitted to HMRC in an appropriate format.

Real-time updates

Stock update to nominal

Live updates to your nominal ledger make it easy to maintain an accurate valuation of your stock position and track cost of sales and accruals. Each time an item of stock is bought, sold or moved, full details are transferred in real-time straight from your sales and purchase ledgers and stock modules for visibility and up-to-the-minute information.

Cost & pricing

All your vital pricing information is available at a glance, enabling you to get the true cost of every stock item and make a profit on everything you sell. Landed costs, such as import charges, duties, transport and storage, are easily tracked as are actual, standard and supplier costs. Easy-to-use price matrixes store unique pricing structures for every combination of customer and stock and profitability is tracked for every line item sold.

Stock valuation methods

Ten supplier buy prices and a standard cost can be held against each item. The true cost of every item can be stored for the lifetime of your system, facilitating a choice of valuations including FIFO (First in first out), weighted average and standard cost.

Landed costs

Additional costs (over and above the purchase price) can be collated and added to each stock item to provide you with the true cost of purchase. Costs are collected in a series of user-

definable headings relevant to each item. These are typically the costs of taxes and duties for importing the goods, but the system will accommodate any other costs, such as haulage or storage, whether the goods are imported or purchased locally.

Fixed rate & percentage

Costs can be recorded on a fixed rate, for example £nn per item, or on a percentage basis, for example +8% of the cost. Purchase invoices (or selected lines of purchase invoices) can be allocated to a stock item, or a single invoice can be allocated across multiple stock items, for example a single purchase invoice may be split over all the items that arrived in a particular container.

Price matrix

In addition to 10 standard selling prices per item, you can specify a unique price for every factor and combination of your choice. Factors could include individual customers and groups, item, area, sector and account manager. For example, you could specify that all trade customers in the North receive 28% off timber and 31% off ironmongery.

Successful promotions

From simple 'buy one get one free' offers to 'whole order' discounts the system will cater for the style of promotion you want to run. Prices and terms can be maintained for any length of time or updated regularly with special offers. You can set start and end dates for activation of new prices and ensure they are only available within your promotional window. Prices and margins can be updated very quickly using in-built routines or through two-way spreadsheet integration.

Margin protection

When taking orders, staff are instantly warned if discounts take the sale price below the cost price (with optional visibility of your profit margin) – giving the option to proceed or not. Prices can also be locked down to ensure the same values are always quoted. You can report margins on a deal basis and easily interrogate the margins achieved by a campaign, a territory or salesperson.

Traceability & stocktakes

Transactions both in and out can be stored for the lifetime of your system and allocated flexibly over multiple locations. Serial numbers can be picked or allocated individually or automatically allocated by the system. Everything you buy or sell can be identified with bar codes and is fully traceable. Stock takes can be assisted by handheld devices and special transaction types track damaged and stolen goods.

Serial number tracking & bar codes

Barcode readers can operate through hand-held devices or feed directly into your system. Specific transaction types speed up stock takes while booking-in facilities enable rapid and accurate data entry. Serial numbers can be swiped or entered individually, or hundreds of sequential serial numbers booked in automatically. This information forms the basis for companies seeking BS 5750 or ISO9000 approval.

Advanced ordering methods

All ordering methods are designed to optimise your stock and meet customer demand, whether triggered automatically by Just in Time and back-to-back processes, submitted via an online purchase request or received from the forecasting module. Customer quotations can be seamlessly progressed into orders and pro forma or invoices while prompting up-selling and cross-selling opportunities. Fast order entry is facilitated by order templates, which can be duplicated or tailored to fit customer buying trends, and the required items ring-fenced out to ensure your priorities are met.

Authorisation

Every confirmed order can be put through a pre-defined authorisation process encompassing appropriate levels and details of approval. Similarly, you can specify a workflow for fulfilled orders, including for example, separate stages for accepting, registering and approving the purchase invoice.

Detailed stock records

Finding a stock record is quick and easy, whether you have 10 product lines or 10,000. You can search on multiple indexed fields or pick from a list and filter it. Each stock item is identified by an alphanumeric code up to 25 characters long, a name and a multi-page description. It can be further enhanced by a bar code, a serial number and a photograph or graphic as appropriate.

You have sufficient scope and flexibility to describe each item as you would in a brochure or catalogue, making it very easy for your staff to identify items that they're selling.

Out of stock and equivalent items

If an item is out of stock, then the system will offer to place an equivalent purchase order and will automatically recommend your specified alternative so that the customer can be satisfied immediately. Where an item ordered is part of a kit or a bundle, the system will prompt the addition of dozens of similar and /or cross-sell items.

Stock prioritisation

Specific stock can be ring-fenced at the time a sales order is raised (or subsequently as required). These reservations are flexible enabling prioritisation in any way that suits your business, from ensuring that your oldest stock is used first to guaranteeing that orders for your top customers are shipped first.

This facility also enables your dispatch team to plan cost-effective delivery routes. As goods are shipped to customers you have the option to update the Nominal Ledger. (see 'Real-time updates' above).

Stock forecasting

Forecast your physical stock position, week by week for as many months ahead as you wish and run "what if" scenarios for the possible timing of new sales orders, purchase orders and supplier lead times.

The system forecast is based on your current stock position plus and minus

known sales and purchase orders. As you play out different scenarios, the free stock is instantly re-calculated and displayed graphically, empowering confident forward planning.

The start point

The initial forecast is based on your current physical stock position plus and minus known sales and purchase orders. The free stock position is displayed numerically and as a traffic light, the colour of which signifies the following:

- Green: Optimal level. No danger of overstocking, or losing orders placed
- Amber: At risk of becoming under stocked
- Red: Unable to fulfill existing orders
- Blue: At risk of over-stocking (you may be stuck with redundant stock with the corresponding cashflow implications).

What if scenarios

As you play out different scenarios (for example, new sales and purchase orders and supplier lead times) the free stock is instantly re-calculated numerically and the traffic light indicators provide an immediate visual impact, week by week for as many months forward as you need to review.

Sales predictions

You can start by inputting the number of new customer orders you expect to receive, week by week, taking account of the season, promotional events, sales force predictions and any other factors that are relevant in your business. You can automate this sales prediction by referring to the sales performance of the same item in previous years, or by referring to the historic sales performance of similar items.

Purchasing predictions

Simply enter quantities in the grid until the free stock indicates green or amber. With seasonal stock you will aim to 'go amber' towards the end of the season and may even accept red at the close if it's more profitable to sacrifice a small number of orders in favour of keeping out-of-date stock.

Estimates can be confirmed as purchase requests which can then be consolidated, supplier by supplier, into purchase orders with scheduled required by dates.

Powerful selection

Stock can be reviewed one product at a time or in groups. You can select all stock of a particular type, or colour, supplier or brand. You can select to review items that are selling fast, or lines which are running low. If buying from overseas, you may review all the stock from a particular country or goods transported in the same container or ship.

Better than a spreadsheet

Your forecast is refreshed each time you run it, updating the current stock quantity and all the new, actual, sales and purchase orders received or placed. You can save your models and choose to update them as new scenarios are run - saving huge amounts of time and significantly reducing the risk of errors.

Simple & low-risk

Stock forecasting provides a constantly up-to-date and visual roadmap, presenting top-level information in a manner that's quick to review and easy to understand. It simultaneously de-skills complex yet necessary buying decisions and eliminates reliance on spreadsheet models - which go out of date as soon as a further sales or purchase order is placed on the system.

Who we are

Our special skill lies in combining and refining industry standard accountancy packages to form a solution that matches your unique business needs and challenges - from in-depth reporting on business intelligence to breakdowns of profitability per client or project, to enabling the remote data entry of timesheets, expenses or sales information.

Right down to providing real-time snapshots of business performance for senior managers on their desktop.

Our solutions deliver an unlimited number of databases to match your company structure, enable head office control of unique record management, structure Management Accounts consolidation to suit your specific needs or implement serial number stock control, that sets stock levels for warehouse management.

In short, Netcom makes sure your accounting and business system transforms the way you work and control your business. We do this by partnering with our clients, working with you to meet every challenge in a way that is cost-effective, and, above all, reliable.



Possibilities are infinite

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