

COMPUTEC Ltd

Information Technology Solutions

D - MACC

***STOCK MANAGEMENT, INVOICING
CUSTOMER ACCOUNTING
AND SALES MANAGEMENT***

D – MACC

DISTRIBUTION MACC

This integrated product meets the needs of WholeSalers and Distribution Companies who need to maintain a multi warehouse , multi product stock environment and produce Invoices that automatically update the stocks and the accounts Receivable.

A wide range of reporting is available to monitor stocks , Receivables and Sales history and trends.

This complete system is composed of several integrated modules some of which can be operated as standalone systems.

A - THE MAIN MODULES ARE :

- Stock Control
- Invoicing
- Accounts Receivable and credit control and aging analysis
- Sales Reporting and Analysis
- Interface to General Accounting System.

B - OPTIONAL MODULES

- Route Control and Management (for Van distribution)
- Foreign Purchases and automatic landing of goods
- Customer Orders – Advanced Price Book

C - MACC CORE MODULES

- General Accounting
- Budget and financial Reporting
- Payroll
- Fixed Assets management
- Human Resources
- Time and attendance system

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STOCK CONTROL SYSTEM

The Stock Control System is highly modular with very flexible file structure. The system has the following features :

- 1 - Multiple warehouse, multiple location possibilities with item number of up to 25 alphanumeric digits long and no limit on the number of stock items.
- 2 - Allows for batch processing of input as well as on-line input and inquiry.
- 3 - The system is linked to an on-line invoicing and sales reporting system.
- 4 - The system is also linked with an order handling system which keeps track of pending orders from the time they are placed until they are received in stock.
- 5 - Maintains Historical data to assist the management in the analysis of fast/slow moving items and pricing margins, profitability of products and to determine demand trends.
- 6 - Periodic and year end Inventory taking cycle with automatic adjustment of stock quantities and accounting movements.
- 7 - Rollback of computations to recompute average prices of issues. This is needed to handle situations where final prices of landed goods are known after receipt and issue of goods.

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8 - The master file structure has in it such relevant fields :

- Item description in English and Arabic
- Supplier No.
- Original supplier reference No.
- Min/max quantities and reorder level
- Order units/issue units
- ABC classification
- Last issue date
- Last receipt date
- Last cost prices : FOB or landed (original currency)
- Selling prices (wholesale, retail)
- Discount codes
- Sales Commission Codes
- Monthly and year-to-date summary data on :
 - Receipts (Qty, Value)
 - Issues (Qty, Value)
 - Returns, Adjustments, Transfers

STOCK SYSTEM REPORTS

- STOCK INDEX
- DETAILED STOCK MOVEMENTS STATEMENT (KARDEX)
- STOCK MOVEMENT SUMMARY : MONTHLY
- STOCK MOVEMENT SUMMARY : YEAR-TO-DATE
- STOCK INVENTORY
- ITEMS TO BE REORDERED
- NON MOVED ITEMS
- DETAILED ISSUES (SALES & RETURNS)
- DETAILED RECEIPTS
- INTER WAREHOUSE TRANSFERS
- ISSUES SUMMARY
- LIST OF FREE OF CHARGE ITEMS

II - THE INTEGRATED BI-LINGUAL INVOICING, STOCK CONTROL, CUSTOMER ACCOUNTING AND SALES STATISTICS REPORTING.

The System

In order to minimise the processing steps required and to ensure proper updating of the associated files, an INTEGRATED system approach is implemented.

The following steps and procedures are executed in the invoicing cycle :

1. During invoice preparation the stock availability is checked before the item is sold. The unit selling price can be automatic or imposed.
2. Invoices are prepared from orders or from cash invoices already issued.
3. The invoice is prepared on the screen and checked before printing. For every item the quantity availability is checked and quantity discount is made automatically.
4. Each item in stock can point to a certain discount schedule which is used to automatically give a % discount. The description of each item is also given (both in English and Arabic) to allow for invoice preparation as required.

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5. In addition to the standard pricing the system can maintain a special contract price list for each customer. During invoice preparation the contract file is checked first to see if the customer has any special prices under the contract/agreement.
6. Customer credit limit is checked before printing the invoice and if exceeded may be bypassed only by a password.
7. The invoice is then printed in either English or Arabic depending on customer choice.
8. All invoices issued update the corresponding stock. The quantity invoiced is taken from the quantity available and added to the quantity sold and an accounting/sales stat record is generated.
9. At the same time an accounting movement debiting the client is also generated.
10. At end of day a sales summary journal is printed and the stock situation can be obtained upon request. All customer accounting movements are effected and up-to-date statements can be obtained.
11. A daily report of sales & collections is also produced by salesman. The summary of this report can automatically generate a daily sales journal voucher which is passed on to the general ledger system to complete the integration.

12. The issuing of the invoice therefore has updated automatically the customer accounts, the stock, the sales statistics and general ledger files. No more action on the invoice movements is needed.
13. The customer master file maintains data relevant to the customer dues, payment history, his salesman, credit limit, language of invoice, area etc... . All of this data can in requested on the screen.
14. The stock file has a multi-warehouse capability to allow for multiple branch operations.
15. The stock movements file constitutes the base for sales statistics. This file contains sales by customer, item, area, salesman and date. The Sales data is maintained at the invoice item level by item number , quantity , sales value , discounts and cost value. From these details any level of detailed Sales Statistics , gross margin analysis and other reporting can all be produced.

INVOICING AND A/R REPORTS

- INVOICES ISSUED (PREPRINTED) ARABIC OR ENGLISH).
- LIST OF CUSTOMERS BY AREA OR SALESMAN
- LIST OF CUSTOMERS (NUMERICAL ORDER/ALPHA ORDER)
- PRICE LIST
- DISCOUNTS SCHEDULE
- DAILY LIST OF INVOICES
- DAILY LIST OF INVOICES BY SALESMAN
- MONTHLY LIST OF INVOICES
- DAILY SALES AND COLLECTIONS SUMMARY
- DAILY JOURNAL OF MOVEMENTS (Interface to General Accounts)
- CUSTOMER STATEMENT OF ACCOUNT ON SCREEN
 - or ON REGULAR PAPER
 - or ON PRE-PRINTED FORMS
- AGING OF CUSTOMER ACCOUNTS RECEIVABLE
- SALES COMMISSION BY SALESMAN
- SALES COMMISSION SUMMARY

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III- SALES ANALYSIS

- 1 - The sales reporting system accepts input from either the on-line invoicing system or from invoices issued manually and entered offline. The system maintains sales data over any number of years, the data is maintained at the lowest optimum level/ item / warehouse/ customer / month / year / quantity/ gross value / net value / cost value / salesman.

- 2 - The system interfaces with the customers file where the customer area, territory and trade are known thus additional variations on the sales file to which can be obtained by these classifications.

- 3 - The stock file to which the system also interfaces is used to obtain the item units to product order units conversion factors.

- 4 - With these features it is then possible to have a complete sales reporting management system. The system can produce summary reports for upper management and field reports for followup or for management evaluation whenever necessary.

SALES ANALYSIS REPORTING

- Item sales history for 1 year
- Sales analysis by item (company total)
- Sales analysis by area and item
- Gross profit analysis by item (ranked)
- Gross profit analysis by customer
- Sales performance appraisal by salesman
- Year to date customer ranking by total purchase
- Detailed purchases by customer & item

SALES STATISTICS REPORTING (OPTIONAL)

This year sales compared to last year - by Area & Item

" " " " " " " " - by Item - Company Total
" " " " " " " " - by Area & Product Line
" " " " " " " " - Product Line
" " " " " " " " - Company Total
" " " " " " " " - Area & Product Line
" " " " " " " " - Area - Co. Total Summary

This year sales compared to budget - by Area & Item

" " " " " " " " - by Item - Company Total
" " " " " " " " - by Area & Product Line
" " " " " " " " - Product Line
" " " " " " " " - Company Total
" " " " " " " " - Area & Product Line
" " " " " " " " - Area - Co. Total Summary

Sales performance appraisal (all sales force)

Year-to-date sales by trade and section

Monthly sales by trade and section

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