

Ostendo
by Development-X Limited



BUSINESS SYSTEM SOFTWARE

For

- ◆ Custom Product Manufacturing
- ◆ Engineering Fabrication & Jobbing
- ◆ Food & Chemical Process Industries
- ◆ Distribution & Wholesale
- ◆ Sales, Service & Repair
- ◆ Preventative Maintenance
- ◆ Contracting, Construction & Projects



SOLUTION MANAGEMENT

Software sales, implementation, training and support

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**Ostendo
Partner**



SOLUTION MANAGEMENT

SOFTWARE SOLUTIONS

Solution Management provides business system consulting, implementation and support services for manufacturers, distributors and service organisations.

We provide for:

- Evaluation of the status of your organisation relative to your business system and software selection requirements.
- Set up and implementation of business system software.
- Training and support.
- Customisation of standard forms, and development of company-specific reports.
- Custom scripts and EDI for business to business and web shop requirements.

Business software applications we have expertise in include :

- Ostendo software for service, distribution and manufacturing operations.
- MYOB accounting software.
- Quickbooks.
- Xero.
- Action Log - Improvement and action management software.
- Custom application and database development using Visual Basic, SQL Server, Firebird, Access and Excel.
- Report writing.

We have provided business system software and improvement solutions for more than one hundred organisations since the 1990s.

Our team has the diverse range of people and technical skills appropriate for working with today's business systems and database technologies.

We are committed to maintaining a high standard of project quality, health & safety and environmental awareness within our organisation.

We would welcome the opportunity to provide a proposal for your review, and to be of service to your organisation.

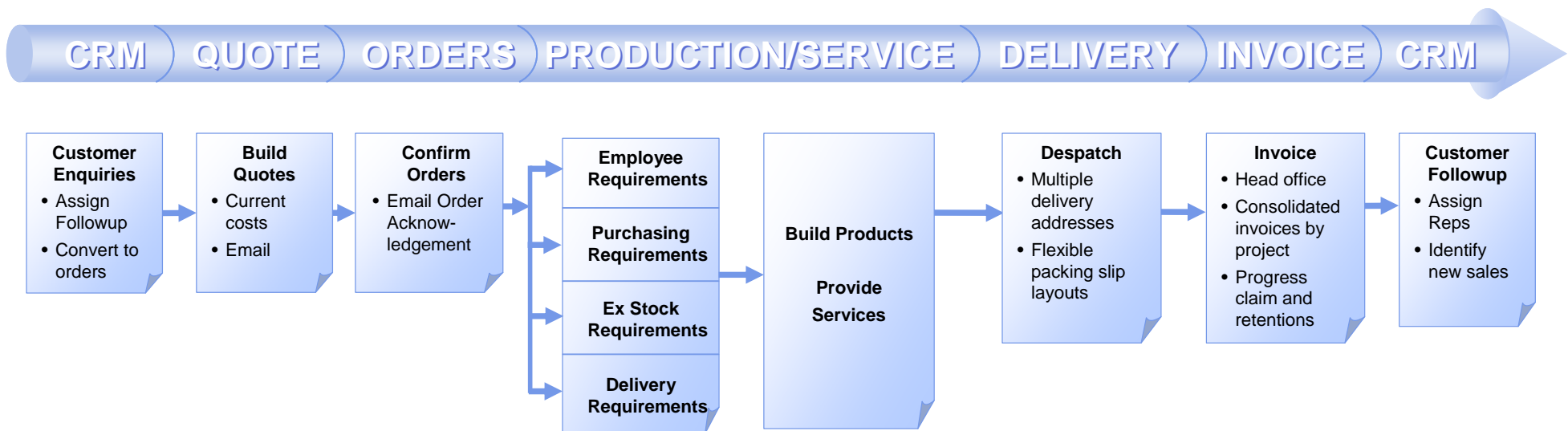


INTRODUCTION

Ostendo has been designed to allow companies to continue with their current accounting product and add enterprise-level functionality where it is needed.

Some of the key functions that Ostendo adds to an accounting package are :

- **Inventory Management** – requirements planning; barcodes; serial number, batch and expiry date tracking.
- **Job Management** – quotes, job costing, labour tracking, progress claims, and retention invoicing.
- **Manufacturing** – custom bills of materials, works orders, and scheduling.
- **Sales Management** – discount, quantity break pricing; EDI invoicing; sales rep commissions; CRM.
- **Distribution** – multiple warehouse and site management, scan to pick, EDI for 3rd party logistics contractors.
- **Mobility** – Mobile tablet options for onsite job management and in-the-field sales management.



CUSTOMER RELATIONSHIP MANAGEMENT

The screenshot displays the 'Call Centre' software interface. At the top, a navigation bar includes 'List' and 'Detail' tabs. Below this is a menu with options: 'Call Centre Documents', 'Contacts', 'Customers', 'Customer Statistics', 'Customer Assets', and 'Suppliers'. The main form contains the following fields and sections:

- Ticket ID:** 1004
- Call Method:** Phone
- Date:** 05/01/2009
- Time:** 10:42 a.m.
- Service Status:** Logged
- Call Status:** Closed
- Who is It:**
 - Type: Customer
 - Contact: Mary
 - Company: Azure Products Ltd
- Additional Details:** Asset field
- Phone or Mobile:** 555 6666
- Email:** mary@azure.co.nz
- Lead Source:** (empty)
- What Type of Call:**
 - Call Classification: Sales
 - Sub Classification: Change to order
 - Brief Description: Asked whether job could be completed before next Monday
- Call Relates to:**
 - Relates To: Job Order
 - Create Order button
 - Linked To: JOB400035
- Call Notes:** Action Information, Call Resolution Information, Service Level, Service Response
- Assigned To:** Bob Drum
- CC To:** (empty)
- Action History:**
 - Action Completed:
 - Sign Off Date: 09/01/2009
 - Signed Off By: Bob Drum
- Close Off Call:**
 - Close Call button
 - Date: 06/01/2009
 - Time: 8:20 a.m.

Annotations and links are provided in green boxes:

- Top center:** 'Date and time stamped call entry' (points to Date and Time fields)
- Left side (top):** 'Link to: Customer, Supplier, Employee' and 'Or log as: Prospect, Other' (points to Who is It section)
- Left side (middle):** 'Categorise for analysis' (points to Call Classification and Sub Classification)
- Left side (bottom):** 'Initiate followup/action request, sign off on completion with date' (points to Action History)
- Right side:** 'Link to: Job/Sales Order (existing or new), Item, Customer/Company Asset, Purchase Order, Sales Invoice' and 'Or log as 'Call Only'' (points to Call Relates to section)
- Bottom center:** 'Date and time stamp when Call is closed' (points to Close Off Call section)

- Manage every aspect of your customer relationship from prospect to customer, quote, job and order tracking, invoice and payment history.
- Complete call history and quote history including conversions to actual orders.
- Activity log for emails, calls & meetings.
- Add frequently asked questions to a business knowledge base.



QUOTES AND ESTIMATES

Information available for:
 Add-On Sale Items
 Alternate Item
 Stock Availability
 Warranty details

Item price using pricing rules, or based on Planned Cost plus Markup % or Margin %.

Markup can be altered:

- Across whole Job
- By Job Task
- By Line Type (stock, non-stock and labour)
- By Analysis Group

| Job | Job Task | Line Type | Analysis Group | Name | Planned Price | Planned Cost | Markup % | Profit | New Markup % | New Price | New Profit |
|-----|----------|-----------|----------------|-----------------|---------------|--------------|----------|------------|--------------|------------|------------|
| I | Job | | | Job | \$4,706.00 | \$3,391.00 | 38.78 | \$1,315.00 | 30 | \$4,408.30 | \$1,017.30 |
| I | Job | | | Assembly | \$3,406.00 | \$2,366.00 | 43.96 | \$1,040.00 | 50 | \$3,549.00 | \$1,183.00 |
| I | Job | | | Deliver | \$50.00 | \$25.00 | 100 | \$25.00 | | \$25.00 | \$0.00 |
| I | Job | | | Electrical | \$1,250.00 | \$1,000.00 | 25 | \$250.00 | | \$1,000.00 | \$0.00 |
| I | Job | | | Descriptor Code | \$1,240.00 | \$1,000.00 | 24 | \$240.00 | | \$1,000.00 | \$0.00 |
| I | Job | | | Item Code | \$2,166.00 | \$1,366.00 | 58.57 | \$800.00 | | \$1,366.00 | \$0.00 |
| I | Job | | | Labour Code | \$1,300.00 | \$1,025.00 | 26.83 | \$275.00 | 30 | \$1,332.50 | \$307.50 |

- Quotes can be prepared for products and services, made to order custom products and services, fixed price and charge up jobs.
- Labour, material and subcontractor mark ups can be different by customer and amended in the job screen.
- Special pricing rules can be automatically applied to quotes according to customer type and other pre-defined criteria.
- Common text can be selected for including in quote information and easily edited prior to printing or emailing
- Add-on sales and warranties can be set for each product,



SALES AND INVOICING

The screenshot shows the 'Job Orders' window with the following details:

- Order No:** JOB400070
- Order Date:** 08/01/2009
- Status:** Open
- Customer:** Cash Sale Customer
- Billing Customer:** Azure Products Ltd
- Job Scheduling:** Required Date: 26/01/2009, Requested Time of Day: 26/01/2009, Estimated Duration: 3.5 Hours, Job Booking Status: Booked In
- Job Values:** Invoice Style: From Schedule, This is a Fixed Price Job: Net Value: \$5,100.00
- Job Discounts:** Total Discount: -12.2, -\$500.00
- Job Values Table:**

| | Ordered Values | Invoiced Values | To Be Invoiced |
|-------|----------------|-----------------|----------------|
| Nett | \$5,100.00 | \$0.00 | \$1,425.00 |
| Tax | \$637.50 | \$0.00 | \$178.13 |
| Total | \$5,737.50 | \$0.00 | \$1,603.13 |

Callout boxes provide the following information:

- Specify 'Mandatory PO No.' for customers before order can be processed** (points to the Purchase Order field).
- Sales Person for customer or for order for analysis and reporting** (points to the Sales Person field).
- Invoice different customer than the order delivery. Change address details for this order only** (points to the Billing Customer field).
- Invoice by:**
 - Percentage-based
 - Fixed price
 - Actual/Shipped

- ♦ Head office billing information, multiple contacts and delivery addresses.
- ♦ Consolidate customer invoices for jobs, sales orders, deliveries and recurring invoices (contracts).
- ♦ Sales multi currency with statements generated by currency.
- ♦ 5 methods of processing sales through to invoices:
 - (1) Sales Quote - Sales Order – Picking Slip - Delivery Note/Delivery Carton Labels – Invoices
 - (2) Sales Quote - Sales Order – Picking Slip – Invoices
 - (3) Direct Invoice
 - (4) Counter Point of Sale
 - (5) Recurring invoices (for contracts)



BILLS OF MATERIALS

Bills of Material

Item Code: MACHINE001
Unit: Each
Status: Active

Description: Standard Machine
Sourced By: Assembly

Leadtime & Duration Settings
Leadtime (Days): 3
Run Duration: 4 Hours per Qty: 1
Setup Duration: 30 Minutes Qty used for Cost Rollup: 1

Phantom Setting
When this Bill of Material is used in other Bills (Sub-Assembly) it is treated as a Phantom:

| Seq | Step | Description | Department | Instructions |
|-----|----------|------------------------|------------|---|
| 10 | Pick | Pick the Materials | STORE | Place materials beside workcentres |
| 20 | Assembly | Standard Assembly Step | ASSY | Assemble from drawing |
| 30 | Paint | Paint the Product | PAINT | Make sure paint is completely dry befo... |
| 40 | Pack | Pack the Product | PACK | Use plastic wrap |

Item Code: MACHINE001

| Seq | Step | Line No | Line Type | Code | Description | Unit | Qty | Scrap % |
|-----|----------|---------|-----------------|-------------|-------------------------------------|-------|------|---------|
| 10 | Pick | 10 | Item Code | MS2000K1200 | Mild Steel Sheet 2000mm x 1200... | Sheet | 2 | 4.00 |
| 10 | Pick | 20 | Item Code | MSR0D150 | Mild Steel Rod 150mm Diameter | M | 3.5 | 2.00 |
| 10 | Pick | 30 | Item Code | SSBOLT6S*12 | Stainless Steel Bolt 65mm x 12mm... | Each | 24 | 0.00 |
| 10 | Pick | 40 | Descriptor Code | OIL | Machine Oil | Litre | 0.5 | 5.00 |
| 20 | Assembly | 50 | Labour Code | LAB001 | Standard Labour | Hours | 2.5 | 0.00 |
| 30 | Paint | 60 | Labour Code | LAB001 | Standard Labour | Hours | 1.75 | 0.00 |

Line No: 10
Line Type: Item Code
Code: MS2000K1200
Unit: Sheet
Qty: 2
Scrap %: 4.00

Description: Mild Steel Sheet 2000mm x 1200mm
Position Reference:
Run or Setup: Run

Step Seq: 10
Step: Pick

Line Instructions:

- ♦ Bills of Materials (BOMs) include routing with setup and resources, scrap percentage, multiple levels, and cost roll up.
- ♦ Each line in a BOM can optionally be linked to a step in the routing, and each routing step can identify the detailed resource requirements.
- ♦ Mass global replacement facility is used for substituting items and a where-used enquiry for BOMs.
- ♦ Phantom assembly capability
- ♦ Co products & by product management for process industries.



JOBGING & MAKE TO ORDER

Job Values

List Detail

Order No: JOB400070 Order Date: 08/01/2009 Status: InProgress

Description: Electrical installation at 77 Queen St

Customer: Cash Sale Customer

Invoice Style: From Schedule Invoice Schedule

Retention Applies: Retention %:

Costs & Progress

| | | | | | |
|---|--------------------------|----------------------------|--------|-------------------|--------|
| Planned | \$7,491.00 | % of Plan | | Remaining Planned | |
| Actual | \$4,116.75 | | 54.96 | | \$0.00 |
| Calculated % | 66.75 | Lower Costs & Higher Usage | | | |
| Override the System Calculated Completion % | <input type="checkbox"/> | | | | |
| Estimated Completion % | 66.75 | Calc-Est Diff | 0 | | |
| Projected Cost | \$6,060.61 | % of Planned | -19.09 | | |

Time & Progress

| | | | |
|---|--------------------------|---------------|-------|
| Planned | 55 | % of Planned | |
| Actual | 40.5 | | 73.64 |
| Calculated % | 63.64 | Higher Usage | |
| Override the System Calculated Completion % | <input type="checkbox"/> | | |
| Estimated Completion % | 63.64 | Calc-Est Diff | 0 |
| Projected Hours | 60.5 | % of Planned | 10 |

WIP Value

Current Work in Progress Valuation: \$1,575.00

Planned & Actual Invoices

| | Planned | Invoiced To Date | % To Date |
|----------|-------------|------------------|-----------|
| Costs | \$7,491.00 | \$2,541.75 | 33.93 |
| Price | \$11,000.00 | \$6,000.00 | 54.55 |
| Margin % | 31.9 | 57.64 | |

Planned & Projected Values

| | Planned | Projected (Est) | Variance % |
|----------|-------------|-----------------|------------|
| Hours | 55 | 60.5 | 10 |
| Costs | \$7,491.00 | \$6,060.61 | -19.09 |
| Price | \$11,000.00 | \$11,924.00 | -8.4 |
| Margin % | 31.9 | 49.17 | |

Current and projected costs based on completions to date with provision to override the system-evaluated percentage complete

Current and projected hours based on completions to date

The current value of this job in WIP (i.e. The total Cost to date - Invoiced Cost)

Invoices Planned and Actual Invoices created for this Job

Original Planned and program evaluated Costs, Prices and Hours for the Job

- Use templates or bills of material to reduce data entry time and modify for the customer's needs.
- Detailed planned, actual and projected costs at the various task, job, and project hierarchy levels.
- Real time work in progress, and time and cost completion percentage at all levels.
- Progress claims and retention tracking by job, consolidated invoicing by project.



JOB SCHEDULING

The screenshot displays the 'Job Calendar' application window. The main area shows a grid where jobs are scheduled for four resources: John Redmond, Graham Smith, Bob Drum, and Keith Rogers. The vertical axis represents time in hourly intervals (7:00 to 6:00). The horizontal axis represents dates, currently showing 9 January. Jobs are represented as colored blocks within the grid. A filter is set to 'Production'. On the right, a calendar view shows dates for January and February 2009, with some dates in bold. A 'Jobs Not Booked In' list is visible at the bottom right.

Annotations and callouts:

- Filter calendar view by Department:** Points to the 'Filter: Resource in Department: Production' dropdown.
- Time intervals displayed: 5, 6, 10, 15, 30, 60 minutes:** Points to the time axis on the left.
- Dates in bold type have jobs booked:** Points to the bolded dates in the calendar view.
- Drag and drop jobs around calendar to reschedule, allow more time or less etc:** Points to a job block being moved.
- Jobs not yet booked in can be added:** Points to the 'Jobs Not Booked In' list.

- ♦ Use the graphical Job Calendar's drag-and-drop functionality to schedule labour and/or machinery resources for each Task (stage) of the job. Accommodate changing workloads.
- ♦ Improve co-ordination of made-to-order requests.
- ♦ Create a job against a company resource directly on the job calendar.
- ♦ Scheduling based on capacity and bottleneck identification.



LABOUR COSTING & TRACKING

Job Orders

Order No: JOB400070 [InProgress] Customer: Cash Sale Customer

Batch Entry Lists Items Descriptors Templates Catalogue Items Issues

| Seq | Task | Line | Line Type | Code | Unit | Order Qty | Unit Cost | Extended Cost | Actual Qty | Actual Cost | Extended Actual Cost |
|-----|------------|------|-----------------|--------------|-------|-----------|------------|---------------|------------|-------------|----------------------|
| 20 | Assembly | 10 | Descriptor Code | ENG SERVICES | Each | 1 | \$1,000.00 | \$1,000.00 | 0 | \$0.00 | \$0.00 |
| 20 | Assembly | 20 | Item Code | 105104 | Each | 1 | \$560.00 | \$560.00 | 0 | \$0.00 | \$0.00 |
| 20 | Assembly | 30 | Item Code | 04-011 | Each | 1 | \$56.00 | \$56.00 | 0 | \$0.00 | \$0.00 |
| 20 | Assembly | 40 | Item Code | 105000 | Each | 15 | \$50.00 | \$750.00 | 0 | \$0.00 | \$0.00 |
| 30 | Electrical | 50 | Labour Code | ELECTRICAL | Hours | 25 | \$40.00 | \$1,000.00 | 28.5 | \$34.10 | \$971.75 |
| 40 | Deliver | 60 | Labour Code | INSTALLATION | Hours | 1 | \$25.00 | \$25.00 | 0 | \$0.00 | \$0.00 |

Order Values: Nett \$4,706.00 Cost \$3,391.00 Margin % 27.94 Markup % 38.78

Line Info

Job Line Line Properties Actual Issues Warranty Order History

Line No: 50

| Charge Style | Non-Charge Code | Issue No | Issue Source | Employee | Date | Qty | Unit Cost | Rate Scale | Iss |
|--------------|---------------------|----------|--------------|---------------|------------|-----|-----------|------------|-----|
| Chargeable | | 76 | Timesheet | Alan Mansford | 05/01/2009 | 5 | \$35.00 | STD | W |
| Chargeable | | 76 | Timesheet | Alan Mansford | 06/01/2009 | 8 | \$35.00 | STD | W |
| Chargeable | | 76 | Timesheet | Alan Mansford | 06/01/2009 | 1.5 | \$52.50 | OT | W |
| Chargeable | | 76 | Timesheet | Bob Drum | 06/01/2009 | 8 | \$30.00 | STD | W |
| Chargeable | | 76 | Timesheet | Graham Smith | 07/01/2009 | 6 | \$33.00 | STD | W |
| Non-Charge | DIRECT LABOUR COSTS | 77 | Timesheet | Alan Mansford | 08/01/2009 | 2 | \$35.00 | STD | W |

Actual Cost/Unit =
Average (Qty x Unit Cost)

Planned Hrs = 25 @ \$40
(\$1,000.00)
Actual Hrs = 28.5 @ \$34.10
(\$971.75)
*Still under budget by using
lower cost labour, but job
has taken longer*

Rate Scale 'OT'
(overtime) = 1.5 x STD

Charge labour to job for pricing purposes, or Non-Charge to track costs only

Labour tracked by Employee for analysis, eg. Chargeable / Downtime / Non-Charge

- Labour tracking incorporates a work time profile for the business, varying labour charge out rates by customer, different employee actual labour costs linked to one labour code, employee timesheets and tracking labour percentage complete against a task, job or project showing planned and actual labour to date and projected labour time remaining.



WARRANTIES & SERVICING

The screenshot shows a software window titled "Warranty List" with a "Detail" tab selected. The interface is divided into several sections:

- Warranty No:** 1049, Status: Valid
- Associated Sales Information:** Customer: Excellent Company, Order Type: Sales, Order No: SQ40075, Invoice Date: , Invoice No: , Code Type: , Code: MACHINE001, Item Code: , Qty: 1, Description: Standard Machine, Serial Number: MAC100122
- Warranty Details:** Description: Standard 24 Month Warranty, Start Date: 27/07/2006, Expiry Date: 27/07/2008, Warranty Covers: Labour and Parts, Warranty Code: 24Month
- Detailed Cover:** (Empty text area)
- Any Warranty Exclusions:** (Empty text area)
- Notes:** Make sure the Machine has been serviced in accordance with the schedule for this model. Also check that the operating temperature has not been exceeded (over temp indicator on left side)

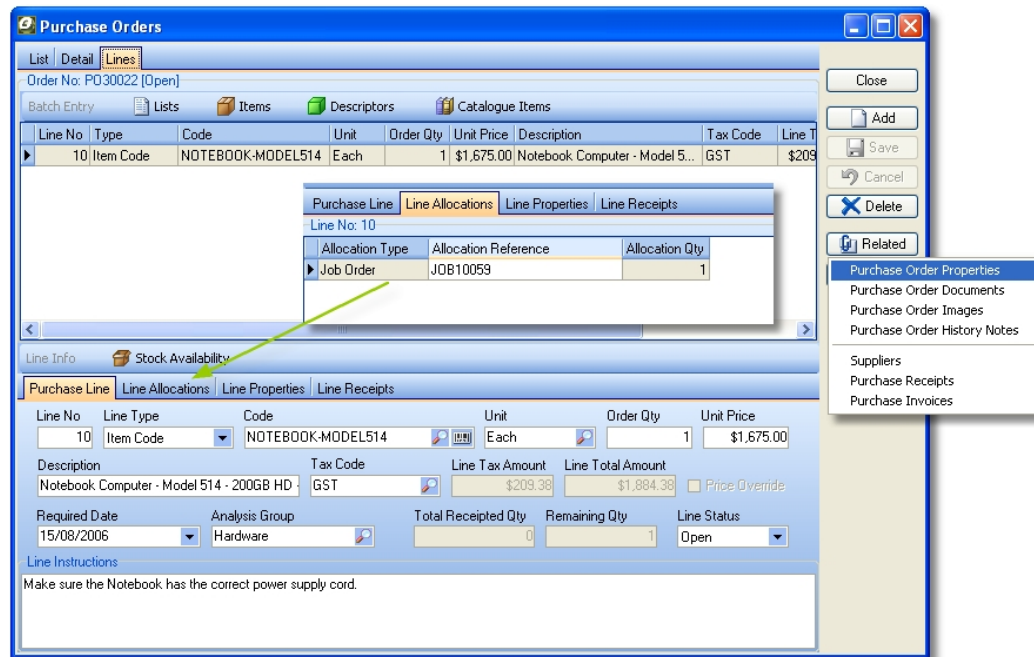
Buttons for "Close", "Save", and "Cancel" are visible on the right side of the window.

- ♦ Warranty tracking commences at the time of product or service sale and continues through its lifecycle, recording all service, maintenance, and repair activities.
- ♦ Includes manufacturers' warranties and extended warranties that you have sold to the customer.
- ♦ Optional warranty records and preventative maintenance service agreements for service assets to schedule and create the service jobs required.
- ♦ Complete sales and service history for the customer and the customer's service assets.
- ♦ Service reminder letters can be generated and sent by email or printed.



PURCHASING

- ♦ Inventory forecasting and automated inventory replenishment MRP functionality based on supply, demand, forecast and inventory re-order policy.
- ♦ Purchase directly for stock, jobs, assembly orders or cost centres using inventory, descriptors (non-stock items) or supplier catalogues.
- ♦ Track shipments directly to your customer's address or outworker's address.
- ♦ Optional purchase order approval control process.
- ♦ Alternative items option from the preferred supplier or list of approved suppliers with part number cross-reference and pricing information.
- ♦ Landed costing with multi-currency



LANDED COSTING

Automatic shipment cost allocation for each item line can be altered as required and item re-costed before receipt into stock or to job order

| | FREIGHT | MISCCHARGE | CUSTOMS | PROCESSING |
|--------------|------------|------------|------------|------------|
| Total Cost | \$2,000.00 | \$620.00 | \$1,946.16 | \$56.00 |
| Applied Cost | \$2,000.00 | \$620.00 | \$1,946.16 | \$56.00 |
| Cost Diff | \$0.00 | \$0.00 | \$0.00 | \$0.00 |

| Receipt | Unit Price | Local Unit Price | FREIGHT | MISCCHARGE | CUSTOMS | PROCESSING | Charges Cost | Landed Cost | Sup |
|---------|------------|------------------|----------|------------|----------|------------|--------------|-------------|-----|
| 1 | \$US0.06 | \$0.10 | \$10.28 | \$554.17 | \$15.73 | \$0.29 | \$0.58 | \$0.68 | |
| 2 | \$US26.00 | \$43.33 | \$111.33 | \$5.54 | \$170.37 | \$3.12 | \$11.61 | \$54.95 | |
| 3 | \$US83.00 | \$138.33 | \$497.56 | \$19.40 | \$761.43 | \$13.93 | \$36.92 | \$175.26 | |
| 4 | \$US15.00 | \$25.00 | \$113.04 | \$4.88 | \$172.99 | \$3.17 | \$6.68 | \$31.68 | |

Up to 6 shipment charges with different exchange rates. Select Allocation Method for each charge by Price / Quantity / Volume / Weight / Duty Percent

| Order No | Supplier | Currency Code | Exchange Rate | Description |
|----------|------------------------------|---------------|---------------|-------------|
| PO100014 | Baird & White | US | 0.6 | |
| PO100030 | Baird & White | US | 0.6 | |
| PO100031 | Engineering Supplies Pty Ltd | | 1 | |

| Charge Code | Ch | Allocation Method | Charge Cost Centre | Currency Code | Exchange Rate | Charge Value |
|-------------|------|-------------------|--------------------|---------------|---------------|--------------|
| FREIGHT | F... | Price | DESCRIPTOR E... | US | 0.6 | 1200 |
| MISCCHARGE | M... | Volume | DESCRIPTOR E... | | 1 | 620 |
| CUSTOMS | C... | Duty Percent | DESCRIPTOR E... | | 1 | 1946.16 |
| PROCESSING | P... | Price | DESCRIPTOR E... | | 1 | 56 |

Any number of Purchase Orders with different exchange rates and suppliers

- ♦ Ability to spread shipment and additional costs in multiple currencies across any or all purchased items linked to the shipment, by a variety of allocation methods. Receipts can be to stock or directly to job orders.



INVENTORY

- ♦ 50 character item code with a 100 character description field for stock controlled items (raw materials and finished goods), and non-stock items, and use of supplier catalogues.
- ♦ Stock, source-on-demand, or custom-made products.
- ♦ Stock records for multiple warehouses and multiple locations.

The screenshot displays the 'Items' software interface for a specific item: 'NOTEBOOK-MODEL514'. The interface is organized into several sections:

- Item Code:** NOTEBOOK-MODEL514, Unit: Each.
- Description:** Notebook Computer - Model 514 - 200GB HD - 512MB Ram.
- Barcode:** 1228005536121, Status: Active.
- Inventory Information:** Onhand Qty: 0, Inventory Availability: Purchasing, Reorder Level: 1, Reorder Qty: 1, Order Multiple: 1, Lead Time: 5. Primary Supplier: Hardware Company.
- Item Pricing & Costing:** Standard Sell Price: \$1,800.00, Standard Buy Price: \$1,675.00.
- Inventory Tracking:** Serial No. (checked), Expiry Date (unchecked), Revision No. (unchecked), Batch No. (unchecked), Colour (unchecked).
- Item Settings:** Category: Computers, Introduction Date: 15/08/2006, Pricing Group: STD, Tax Group: TAXABLE, Analysis Group: Hardware, Default Supply Method: Source on Demand.
- Item Sales Settings:** Sales Warranty Applies (checked, 12Month), Create Customer Asset (checked, Customer Asset Options), Add-On Sales Apply (checked, Item Add-On Sales).
- Notes:** General Notes: Upgrades for this model are as follows: 1) The Hard Disk can be upgraded to 300 GB, 2) RAM can be upgraded to a maximum of 2 GB.

- ♦ Tracking using revision level, serial number, batch or lot number, grade, colour, size, expiry date, multiple stocking units of measure, barcode, and unlimited user-definable properties.
- ♦ Multiple warehouse and multiple location stock management.
- ♦ Comprehensive pricing levels, quantity breaks, discounts, and add-on sales against the inventory item.
- ♦ Link notes, images, documents and warranties.
- ♦ Create regular customer asset servicing for after-sales servicing of products.
- ♦ Projected inventory availability enquiry screen.
- ♦ Multiple units of measure for the same item.



CUSTOM PRODUCTS & SERVICES

Custom Product Q&A

Q & A

| Question | Answer | Explanation |
|--|-----------|--|
| Please select the type of Timber | Rimu | Rimu provides a better finish |
| Please enter the Length (mm) of your Rimu Desk | 2300 | We can only make desks between 1000mm - 3000mm in length |
| Please enter the Depth (mm) of your Rimu Desk | 600 | There are only 2 desk depths available in this style |
| Please select the number of Rimu Drawers | 2 Drawers | Each drawer is on rollers |
| Do you require external handles for your Desk | Yes | The handles are matched to the timber type |
| Do you wish to add a Standard Office Chair to your order | Yes | The chair is a special price if ordered with the desk |

Sales Line | Line Source | Line Properties | Picked Lines | Warranty

| Line No | Line Type | Code | Unit | Order Qty | Unit Price |
|---------|-----------|------------|------|-----------|------------|
| 10 | Item Code | OFFICEDESK | Each | 1 | \$250.00 |

| Description | Discount % | Nett Amount | Tax Amount | Total Amount |
|--|------------|-------------|------------|--------------|
| Rimu Office Desk 2300mm x 600mm with 2 Drawers | 0 | \$250.00 | \$31.25 | \$281.25 |

| Required Date | Tax Code | Analysis Group | Picked Qty | Invoiced Qty | Line Status |
|---------------|----------|----------------|------------|--------------|-------------|
| 15/08/2006 | GST | Materials | 0 | 0 | Open |

Line Notes

Cancel Answer

- User friendly question and answer interface to design, cost, and price customer-specific products and services.
- Create the rules for your configured products and services.
- Define rules for calculating prices.
- Based on the answers to the questions at the quote or sales order entry stage, the system automatically generates and stores a unique design to make the product or service at a later time specifically for that customer eg. BOM and routing.
- Custom products or services with a future ongoing service commitment can be converted to a customer service asset at the time of sale.



ACCOUNTING



Ostendo integrates directly with MYOB, QuickBooks, Xero, Moneyworks or Pastel Evolution to provide:

- ♦ General Ledger
- ♦ Accounts Payable
- ♦ Bank Reconciliation
- ♦ Profit & Loss Reporting
- ♦ Balance Sheet Reporting

