

e-Solution **DISTRIBUTION**

Sales, purchase and inventory processing and management modules that double up as HQ backend for retail and mobile sales.

e-Solution Distribution brings you productivity gains and greater access to information with its integrated modules, flexible and configurable business rules and process flows as well as superior reporting capabilities.

As a single-site installation, e-Solution Distribution offers efficiency and effectiveness in sales order, purchase order and inventory transaction processing, with its extensive features and support for management of multiple warehouses and locations.

However, what sets e-Solution Distribution apart is its ability to double up as a HQ backend for retail and m-commerce operations supporting multiple retail outlets and mobile salesperson, and at the same time providing management with timely information on these operations.

With e-Solution Distribution as the backbone of your enterprise system, you can now focus on formulating strategies that take your business organization further and faster.

A Package of Benefits

Flexible and Configurable Business Rules and Processes

In today's highly complex and competitive business environment, transactions processing no longer follow a fixed sequence of events. Different vendors and customers may have different process flows that you may be obliged to follow. You may also encounter unexpected or unconventional transactions at times. Flexibility in transaction processing has become a source of competitive advantage that determines who gets the deal.

Sales and purchase order processing modules in e-Solution Distribution are designed with flexibility that ensures ability in handling unexpected and unconventional orders.

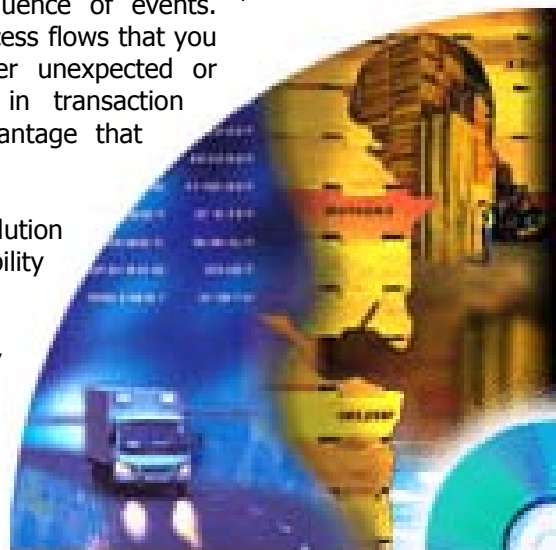
While you may adopt specific process flows as company standard, the program allows variations from the adopted process flows, thus catering to different process flows that may be required when dealing with important vendors and customers.

You can also set business rules that determine what

Fully integrated sales, purchase inventory and warehouse module.

Supports remote and mobile locations.

Flexible transaction process flows.



can and cannot be done in the system. For flexibility purpose, you may designate certain users with the specific permissions to override some of these rules.

Superior Operations Management

The operational side of a business directly contributes to competitiveness and market leadership. Recognizing the importance of this area, e-Solution Distribution is designed with features that help to streamline business operations in areas such as sales, purchasing, inventory, and logistics management, etc.

Besides productivity gains and fast turnaround achievable from process flows, the use of locations in the program not only allow easier identification of transaction location, originating locations, warehouses but also facilitates operation planning and execution on location level. Document number of any manual document accompanying a transaction can also be entered for reference.

Besides user permissions, users are also designated with roles such as purchaser, cashier, and salesperson, deliveryman, etc for better analysis of responsibility, performance, and workload. Problem resolution of transactions throughout the transaction cycle is also facilitated with this feature.

Quality Information for Decision Making

Access to information is crucial in the making of every business decision. Executives at every level of the organization require information of different nature in their daily decision-making.

Recognizing the different qualities of information required by today's executives, e-Solution Distribution is designed with seamlessly integrated modules to ensure the capturing of relevant and accurate information in a timely fashion, at a single point of entry.

Reports are printed with option to include un-posted transactions. Item cost and cost of goods sold are estimated in reports with un-posted transactions. These reports provide clear indication of their preliminary nature while providing executives with reliable estimates for decision-making.

Suitable for Asian Business Environment

e-Solution Distribution is developed with constant reference to the current and evolving business practices, VAT and accounting frameworks underpinning businesses in Asian countries.

Business processes available in the sales, purchase and inventory modules are designed to conform to best practices that are widely followed in the world, as well as those widely adopted in Asia businesses. Transactions and documents are named according to what most businesses are accustomed to and used business terms that are commonly used in Asia.

Documents and built-in reports are also designed using formats familiar to most Asian businesses.

With features to streamline operations and facilitate problem resolution.

Produces reports with accurate estimates before finalization of costs.

Adheres to best business practices in the world as well as those widely adopted in Asia.

Secure and Reliable

Security control in e-Solution Distribution is implemented from menu level down to the individual field in the transaction windows. You can control access to transactions and master records as well as selected fields in the transactions and master records. Access to reports can also be controlled at menu level.

For the purpose of security, you can assign users to user-defined groups (job function, employee grade, etc) to which different access rights can be granted. In addition, transaction and record-related permissions can be set up for each individual user to determine if the user can override predefined business rules.

Access to the system is also kept in a detailed usage log, recording the tasks performed by each user per login session from the point the user logs on. Instances of user overriding the preset rules are also recorded in an overriding log. In addition, you can make use of the built-in backup and restore utility to backup in Winzip compatible format.

With these robust security features, you trace erroneous usage, prevent loss of data as well as guard against unauthorized access to your enterprise information.

Scalable and Evolving

e-Solution Distribution can be implemented on organizations with one user or those with a full fledged sales, purchase and warehouse operations, through standalone, workgroup or client/server deployment. When the need arises, remote retail and m-commerce installations can be added gradually using various data communication methodologies.

e-Solution Distribution's flexible licensing scheme allows you to add-on new users and optional modules as your organization grows.

You can also link it up with your choice of either e-Solution Financial or e-Solution Accounting to take full advantage of the complete end-to-end solution provided by the e-Solution Business Suite.

Advanced security feature with usage and overriding logs recorded.

Flexible licensing scheme.

Integrate with retail and m-commerce systems.

Key Features

- ◆ Multi-currency
- ◆ VAT/GST Capturing
- ◆ Transaction Audit and Approval
- ◆ Customer, Vendor, Product and Address Profile
- ◆ Price Management
- ◆ Built-in Reports and Queries with Drill Down
- ◆ Built-in Report Writer
- ◆ Form Printing
- ◆ Bilingual Toggle

Multi-currency

Multi-currency is supported in e-Solution Distribution. Different currencies and history of past exchange rates can be maintained in the system. Transactions can be entered in different currencies. The program automatically calculates the base currency equivalent amounts for these



transactions for accounting purpose. In the case of purchasing transactions recorded in foreign currencies, item cost is recorded in the base currency equivalent.

VAT/GST Capturing

Tax capturing feature in e-Solution Distribution is designed to fulfill statutory reporting requirements with minimum user entry requirement. You can configure the program to automatically capture input and output taxes based on user-defined tax rates.

Where rounding differences occur, you can adjust the tax amount of the individual item as well as the total tax amount at transaction level.

Transaction Confirmation and Audit

In addition to flexible process flows, e-Solution Distribution provides controls at specific points in the process flows with its transaction confirmation and audit features. These are optional features that provide tighter control to the sales, purchase and inventory transactions by requiring users/supervisors who have been granted the relevant confirmation and audit permissions to approve transactions at specific points in the process flow. With these features, you can build in checks in the process flows to ensure that no single user initiates and processes any transaction from beginning to the end.

Customer, Vendor, Product and Address Profile

You can set up and assign profiles to customers, vendors, products as well as customer and vendor addresses. Profiles are useful in locating records with similar characteristics as well as analyzing performance and identifying emerging business trends.

e-Solution Distribution has various built-in reports and enquiries that allow filtering by profiles to produce the relevant outputs. Profiles can also be used in the built-in report writer to produce analysis reports that show results of specific business areas or reports that reflect patterns exhibited by customers, products and vendors, useful for forecasting purposes.

Price Management

Selling prices determine competitiveness. As sales channels are developed, you may sell your products at different prices in different markets to maximize profits. Changing prices to reflect reduction in cost or to compete effectively is also crucial in today's business environment. Effective management of prices hence became an important aspect of marketing management. Price management feature in e-Solution Distribution enables you to manage multiple price lists and make changes to price lists on an ad-hoc or planned basis.

With this feature, you can plan and implement price revisions to selected products or all products in any price list in a systematic way. Global price change feature also helps you in making massive price adjustments to beat the competition in a timely manner.

Full GST/VAT feature.

Enhanced control with transaction audit and approval feature.

Profiling for customers, vendors and addresses.

Product price management feature to facilitate price change.

Built-in Reports and Queries with Filtering and Drill Down

e-Solution Distribution is equipped with a complete range of built-in reports and enquiries that covers every aspect of the system. These reports are designed to provide information to provide listings of records, performance analysis, transaction monitoring as well as information required for routine operation tasks.

The built-in reports and enquiries are accompanied by various basic and advanced filtering options that allow the required records to be found thus minimizing the need for customization. In addition, you can drill-down to view the source transaction with selected enquiries.

Built-in Report Writer

Besides an extensive range of built-in reports, e-Solution Distribution comes with a built-in, spreadsheet-like report writer that can be used by non-technical users. You can design reports pertaining to sales, purchase and inventory transactions as well as that of stock statuses. In addition, the built-in report writer supports cross-tab reports, allowing you to design reports in tabular format for better analysis. With this powerful reporting tool, you can easily transform data stored in your enterprise system into valuable and useful information.

Form Printing in Batch

Form printing feature enables you to print or re-print a selected range of forms (e.g. delivery order, sales invoice) at one go. You can also make use of this feature to define and print transaction forms using another format instead of the default. During printing, you can choose to include optional information such as remarks, product components and serial and batches numbers.

Bilingual Toggle

e-Solution Distribution comes with the bilingual language toggle feature incorporating English and another Asian language (e.g. Chinese) in a single copy of the program. You get two languages with a copy of the program installed. There is no need to install different copies with different languages.

You can toggle the language of the program interface between two languages with a click of a button. Important fields in the data are stored in two different languages are displayed according to the language selected.

Bilingual toggle is especially useful to foreign companies operating in Asian countries as it allow users of different language backgrounds to work with the language they are proficient with. Native users will work with the native language while foreign users will probably choose to use the program in the English language.

With bilingual toggle, you can prepare operational reports in the native language and formats that meet the requirements for local use and at the same time prepare the reports in the language and formats required for reporting to the head office. All these done using a single set of data.

Built-in reports and queries with search and record filtering features.

Design customized reports using built-in report writer.

Print selected forms at one go.

Toggle between two languages in one copy of program.

For foreign companies operating in Asia, e-Solution Distribution gives you the extra advantage over your competitors.

Available Modules

- ◆ Sales Module
- ◆ Purchase Module
- ◆ Consignment-in
- ◆ Inventory Management
- ◆ Retail Point-of-sale (See e-Solution Retail)

Sales Module

Sales is a major source of revenue for any organization. The sales module in e-Solution Distribution is equipped with features and functionalities to provide enhanced sales administration.

Flexible Delivery and Invoicing Sequence

Depending on the sequence of events, the sales module allows invoicing to take place before or after goods are delivered. Likewise, delivery can take place before or after invoicing.

Automatic Invoice Generation

If you practise invoicing at the point of delivery, you may also configure sales process flow in such a way that sales invoices are automatically generated when delivery orders are entered.

Convert Sales Orders to Delivery Orders/Sales Invoices in batch

To improve efficiency in sales order processing, sales orders in e-Solution Distribution can be converted to delivery orders and sales invoices in batches to reduce manual processing.

Partial Delivery and Invoicing

Sales order or sale invoice can be partially delivered. Sales orders remain open until all items are delivered. Likewise, partial invoicing can be done for sales order or delivery order. You can manually close any sales order to stop further delivery and invoicing under that order.

Combine several sales orders into one goods delivery order/sales invoice

Items from multiple sales orders can be delivered or invoiced under a single delivery order/sales invoice. Multiple delivery orders can be invoiced under a single sales invoice and likewise, items from multiple sales invoices can be delivered under a single delivery order.

Record items returned after delivery but before invoicing

Items that are returned before invoicing takes place can be recorded as DO returns. DO returns can easily be created from delivery orders can be used to offset the original DO during invoicing.

Regular Orders

You can make use of regular orders to record sales orders that occur on a regular basis, enabling you to save transaction entry time and increase accuracy and consistency. Regular orders act as templates from which new sales orders can be quickly created.

Flexible sales order processing flows made efficient by order templates, batch conversion and automatic transaction generation.

Record Deposits and Payments Collected

Sales order transaction allows recording of up to two deposits. Deposits can be recorded on two different dates and can be collected in user-defined payment methods. Additional payment collected during delivery of goods can be entered into sales invoices.

Bill Normal items, Consigned items, Concessionaire, Services and Additional Charges

A variety of item types are supported in the sales module. Besides normal inventory items, kits and assembled, you can also bill consigned items, concessionaire, services as well as additional charges in the sales module. Additional charges not subjected to VAT/GST can also be billed. This may be used for costs incurred on behalf of the customer. In addition, you can enter messages in between sales item lines.

Enter Packing Information

Goods may be packed into bigger carton boxes for ease of delivery, especially for export orders. e-Solution Distribution allows you to enter and print the packing information of each transaction item during entry of sales orders, delivery orders or invoices.

View Price History during transaction entry

Price History feature allows you to check the previous selling prices of an item during entry of sales transactions. You can set the number of historical prices to be displayed when using this feature.

Free Gift and Non-Sale options

For added flexibility in transaction processing, e-Solution Distribution provides some options that allows you to classify an item or the entire transaction as a special deal. Such items and transactions will not be updated into sales history to avoid erroneous results. Free-gift allows you to designate an item as free gift or a special price deal that should not be updated update into price history. Non-sale option allows a transaction to be posted to a different set of revenue, discount and cost of sales account.

Stock Reservation

Items can be reserved during sales order entry to ensure availability of stock when the time come for delivery and invoicing. Overriding of stock reservation is controlled by user permission.

Multiple Price Lists

You can set up different price lists and assign them to different types of customers. Price list can further be controlled at location level, allowing each location to use only its designated price lists.

Promotion and Quantity Discount

Promotions with user-defined effective date, discount and quantity limit can be set up to override prices in the targeted price lists. Quantity discount structure can also be setup for each product.

Purchasing Module

Purchasing represents a major expenditure of any business and needs to be appropriately managed and controlled to ensure that purchasing objectives are met.

Support billing for normal items, kits, assembled items, consignment, concessionaire , services and additional charges.

Additional assistance and options in transaction entry.

Allows stock reservation.

Promotions and price lists management.

The purchasing module in e-Solution Distribution is seamlessly integrated with the inventory module covers the entire purchasing cycle from re-order analysis, purchase order, recording of temporary cost, up to the receiving of goods and recording of purchase invoices.

Conversion of Purchase Orders from Sales Orders

Purchase orders can be converted directly from sales orders entered in the sales module in response to stock shortages. This is useful for quick fulfillment of unexpected orders as well as items meant for back-to-back orders.

Recording of Temporary Cost

You have the option to record temporary cost based on prices in purchase orders into inventory when goods are received. Temporary cost is taken as purchase accrual in accounting and will be updated once purchase invoices are recorded.

Landed Cost Calculation

Landed cost can be calculated accurately in the purchasing module. Additional costs such as freight, handling, etc can be defined and included for calculation. These costs can be apportioned to items received based on cost or user-defined freight factor. For foreign currency invoices, additional can be entered in either foreign or base currency.

Capturing of Custom Duty

Customs duty for each item may also be entered so as to be included in landed cost. In addition, you can indicate whether custom duty is paid, for the program to post the amount to the appropriate account.

Flexible Goods Receiving and Invoicing Recording Sequence

Depending on the sequence of events, purchase invoice can be entered before or after goods receiving. Likewise, goods receiving can take place before or after purchase invoice is received.

Automatic Invoice Generation

You may also configure purchase process flow in such a way that purchase invoices are automatically generated when goods receive transactions are entered.

Partial Receiving against PO /Invoice

Goods can be partially received against any purchase order or invoice. Purchase orders remain open until all items are received. Likewise, partial invoice can be recorded against any purchase order or goods receive. You can manually close any purchase order to stop receiving goods under the order.

Combine several purchase orders into one goods receive/purchase invoice

Items from multiple purchase orders can be recorded into a single goods receive/purchase invoice. Likewise, items from multiple invoices can be recorded into a single good receive.

Option to record temporary cost before receiving purchase invoice.

Calculation of landed cost including customs duty.

Flexible purchasing process flow.

Supports partial receiving, invoicing and combined invoicing.

Service Items and Other Charges

Besides inventory items, you can enter services as well as charges into purchasing transactions. In addition, you can enter messages in between purchase item lines.

Keeps Track of Estimated Arrival Date

Requested date updated in purchase orders enable estimated arrival date of items order to be easily queried by purchasers during purchase planning as well as salesperson for sales commitments.

Uses Vendor's SKU and Item Description

For each item, you can store and use the SKU numbers and item descriptions used by each vendor to minimize the chances of wrong item being shipped by your vendors.

Consignment-in Module

The consignment-in module allows recording of receipt and return of goods on consignment. The user is treated as the consignee.

Integrated with the Inventory Module

This module is integrated with the inventory module and the program keeps track of the cost and quantity of the consigned goods but does not consider the consigned goods as part of the inventory.

Cost of Sales Accrual for Consigned Goods Sold

When consignment goods are sold, the cost of the item can be posted to an user-defined accrual account. At the end of the consignment, the amount in the accrual account can be transferred to actual cost of goods sold.

Product Assembly Module

For users in light assembly and manufacturing environment, e-Solution Distribution's product assembly module is perfect for handling assembling and disassembly activities with the appropriate warehouse and costing considerations.

Flexible Product Structure

An assembled product can be made up of inventory item, consigned item in any unit of measure. Service item can also form part of the component. You can also define the wastage rate of each component.

No Complicated Assembly Process

Assembly transaction is designed to be easy to use. Required components are transferred from the transaction warehouse to the production location. Component can be changed during transaction and additional costs can be added. Completed quantity can be updated throughout the assembly to update the stock status. At the end of the assembly process, finished products are automatically transferred to the finished product location.

Comprehensive Product Costing

Besides the cost of the components, the assembly modules is able to include one time cost incurred as well as overheads into the cost of the assembled items. In addition, you can choose to include or exclude the cost of wastage.

**Supports
consignment
sales
arrangements.**

**Product
assembly
module with
flexible
product
structure,
simple
assembly
process and
complete
costing
feature.**

Assembly Query

Assembly query shows if an item can be assembled with current components on hand. You can enter multiple items in order of priority into the query to check the possibility of production.

Inventory and Warehouse Management Module

The inventory and warehouse management module is the hub of the program and is equipped with various tools and analysis reports designed to simplify your inventory management tasks.

Integrated with Sales, Purchasing Consignment-in and Assembly modules

The inventory and warehouse management module is integrated with the sales, purchasing, consignment-in and assembly modules. Stock quantity and statuses are updated when transactions are created, providing real-time information.

Product Grouping

e-Solution Distribution provides many ways of grouping your products with the aim to facilitate product searching and performance analysis. You can create user-defined product groups and define various defaults in the product group. You can also create a product code mask that defines the product code format for each group. Product code can be segmented with each segment representing a particular attribute of the product. Product group serves as a template when creating new product items.

Product Profiling and more...

You can also create and assign profiles to each product group/product as well as assign ABC class to each item for better management of inventory. You can make use of these groupings when running reports or creating customized reports.

Dynamic Physical Inventory

Entry of physical inventory count results in e-Solution Distribution can be done concurrently with daily transactions occurring after the stock count. This is because the program takes a snap shot of the inventory quantities at a certain point thus allowing user to continue with entry of daily transactions. At the end of the physical inventory entry, the program compares the quantity entered and the snap shot quantity to determine the adjustment required.

Straightforward Stock Adjustment

Adjustments to inventory quantity can be made in a straightforward manner through inward or outward adjustments. You can also record stock revaluation simply by entering the new unit cost or the total cost of the revalued item.

Material Requisition and Manufacture Order

Stock quantity adjustments can be used to record material consumed and finished products manufactured. Material requisition and manufacture orders are used to assist in the processing of such orders. This feature is used when manufacturing is contracted out but can also be used for in-house manufacturing.

User-defined product groupings and profiles.

Includes dynamic physical inventory as well as flexible inventory adjustment capabilities.

Supports Batch Number and Expiry Date tracking

The inventory and warehouse management module is capable of handling products with batch numbers. At the same time, system tracks the expiry date of the batch number items.

Multiple Units of Measure

You can transact stock items in multiple units of measure. A base unit of measure (stock keeping unit) is defined for each item. Alternative units of measure are converted into base unit of measure with an accuracy of up to 6 decimal places. Default buying, selling and assembly measures can also be defined for each item. You can also enter a four-character code that represents the unit of measure, to be printed on transaction forms.

Multi-location Inventory Management

Being a multi-location program, inventory quantities are tracked at each location. Controls such as maximum, minimum quantities and reorder levels can be set for each location. Stock utilization for transactions can be based on all locations or restricted to the transaction warehouse. Inter-location transfer from an originating location can be recorded using a single transaction with option to add cost incurred to the cost of the items transferred.

Delivery Scheduling

Delivery scheduling helps with management of daily delivery of goods to customers. You can plan deliveries based on sales orders or delivery orders for up to five delivery vehicles. Large orders can be split into different vehicles or multiple trips.

Bin Management

You can track the location of stock items in each warehouse through the bin management feature. This feature adds efficiency in warehouse management by helping you in locating items in each warehouse as well as facilitating physical stock count.

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Track batch numbers as well as expiry and warranties.

Supports multiple units of measure.

Multiple location inventory management.

Delivery schedule for sales and delivery orders.

Bin management tracks location of stock items in warehouse.