

Keep Your Business
Running Smoothly!!



Use MDS Hidden Assets

- Tools to help solve customer service questions
- Helpful reports and alerts to keep billing from being held up
- Reports to keep the inventory that you are selling and get rid of dead inventory
- How files are updated in MDS



Where is my order?

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-INQUIRIES011]

tshpe2.tshinc.com-DEMO.12-INQUIRIES011

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

MDS Menu Find

07/21/2014 8:00 am

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-MAIN.MENU]

tshpe2.tshinc.com-DEMO.12-MAIN.MENU

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Find

MDS Menu Find

Customer Sales Orders

Customer Quotes

Customer Detail History

Product Detail History

A/R Checks

Purchase Orders

Vendor Payables

A/P Checks

G/L History

Open Receivables

Search for a Program

Tasks

09/08/2014 8:00 am

Date	Time	Description	Status	D...	O...	Task Nu...
3/7/2014	12:30 am	Purchasing Reports Due	Past	-	📄	0000502
2/18/2014	3:00pm	meeting	Past	-	📄	0000054
2/27/2014	8:00 am	New Item Lauch from Baxter	Past	-	📄	0000501

Charts

Charts Key Indicators

Chart One Chart Two

Sales Dollars Monthly - Annual Trend

Legend

- Sales Dollars Monthly

MDS Order Lookup

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-MDS.ORDER.DRILL011\$1]

tshpe2.tshinc.com-DEMO.12-MDS.ORDER.DRILL011\$1

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Application

MDS Order Lookup

Date Range: 03/01/14 To 09/08/14 Found: 8

Company Range: 01 To 01

Sell Whse Range: 001 To 001

Customer Range: UMC To UMC

Order Status: ALL

Search Pattern: Operator:

	Order#	Rel	Sell Whs	Shp Whs	Cust-Ref	OrdDt	ReqDt	St	Value	Customer	Name
1.	01141763		001	001	01	07/21	07/21	OP	1079	UMC	UNIVERSITY MEDICAL CENTER
2.	01141763	001	001	001	01	07/21	07/21	P	130	UMC	UNIVERSITY MEDICAL CENTER
3.	01141762		001	001	0156-98	07/21	07/21	OP	2029	UMC	UNIVERSITY MEDICAL CENTER
4.	01141762	001	001	001	0156-98	07/21					
5.	01141764		001	001	1	07/21					
6.	01141764	001	001	001	1	07/21					
7.	01141766		001	001	58-99A	07/29					
8.	01141765		001	001	VERBAL	07/21					
9.											
10.											
11.											

Enter Line# for Detail or EDIT to Change Search Criteria

Customer only knows when it was placed

Only shows month and day.
If an * is displayed the record is in history

Det Ord Det Rel Cust A/r

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

The Systems House Ready 9/8/2014 12:28:50 PM CAP NUM SCRL

MDS Order Lookup

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-MDS.ORDER.DRILL011\$1]

tshpe2.tshinc.com-DEMO.12-MDS.ORDER.DRILL011\$1

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Application

MDS Order Lookup

Date Range: 03/01/14 To 09/08/14 Found: 8

Company Range: 01 To 01

Sell Whse Range: 001 To 001

Customer Range: UMC To UMC

Order Status: ALL

Search Pattern: Operator:

	Order#	Rel	Sell Whs	Shp Whs	Cust-Ref	OrdDt	ReqDt	St	Value	Customer	Name
1.	01141763		001	001	01	07/21	07/21	OP	1079	UMC	UNIVERSITY MEDICAL CENTER
2.	01141763	001	001	001	01	07/21	07/21	P	130	UMC	UNIVERSITY MEDICAL CENTER
3.	01141762		001	001	0156-98	07/21	07/21	OP	2029	UMC	UNIVERSITY MEDICAL CENTER
4.	01141762	001	001	001	0156-98	07/21	07/21	V	130	UMC	UNIVERSITY MEDICAL CENTER
5.	01141762		001	001	0156-98	07/21	07/21	OP	2029	UMC	UNIVERSITY MEDICAL CENTER
6.											
7.											
8.											
9.											
10.											
11.											

Enter Line

Det Ord

Help

The Systems House

GENERAL HELP

Enter Order Status:

- ALL - All orders
- HOLD - All orders on Hold
- CH - All orders on Credit Hold
- OH - All orders on Manual Hold
- PH - All orders on Price Hold
- DS - All Drop Ship orders
- FO - All Future orders

ALLOWABLE ENTRIES ARE ALL, HOLD, CH, OH, PH, DS, FO, BO, IP

End Help

Inquiry

Cancel

It can also be used to display types of orders

Another Option: Customer Po, Web, Quote, or Order No

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-DET.00011\$1]

tshpe2.tshinc.com-DEMO.12-DET.00011\$1

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

GENERAL HELP

Enter the 8 digit order number, 'END' to exit the inquiry, or 'C' to use the Customer Purchase Order number to search the Order file. If 'C' is entered, you will then be prompted to enter the Customer PO#. You can also enter 'Q' or 'P' for the Quote/ProForma lookup, you will be prompted for the 8 digit Quote/Proforma number.

End Help
Inquiry
Cancel

Application

Detail Order Inquiry

Order# **01141749** Ord Date 03/15/11 Due Date 03/15/11

Rels 003 Lns 3 ST OP Fut N DS OS 01 400 BRC

Trn NEW YO 10016-1

PO# 123 Terms

Ln#	Item Number	Description	Ordered	Whs	Orig Ord#	Price
1	GLVE650132	GLOVE NS LTX MD PWDRFREE	10 / BX	10 / BX	8.100 / BX	81.00
2	GLVE650136	GLOVE NS LTX XLG PEDRFRE	1 / BX	1	10.250 / BX	10.25
3	GLVE650132	GLOVE NS LTX MD PWDRFREE	10 / BX	10 / BX	10.250 / BX	102.50
4						
TOTAL						193.75

Enter END to exit, NEXT PG or PREV PG : XXXXXX

Header Line Itms Inv Inq Next Ord Prev Ord Spec Inst Audit Lst Serials

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

The Systems House Ready 7/21/2014 11:00:17 AM CAP NUM SCRL

Is it on backorder?
How can I release it?

- Specific Order Release
- Manually Release a Backorder
- Can be used to Force a Shipment
- Order Entry of a New Order to Fill Backorders on the New Shipment.
- Backorder Allocation
 - Order Allocation
 - Release Processing
 - Manual Allocation

Backorder Allocation

- On Demand Auto or Manual process and EOD
 - Future Orders are Converted
 - Creates PROD.AVAIL file for All Backorder Items
 - Creates ALLOC file for all Orders with Backorders
 - Assigns Product Based on Order Priority, Customer Priority and Order Date
 - Last Step Creates Releases from the ALLOC file
- Backorder Priority Changes

Manual Allocation

- Use this process to be sure your best customers receive hard to get inventory first
- Use this to also quickly force out inventory for a specific product or product class that has just been received
- This process can't be used with automatic lot selection in order entry

Manual Allocation

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-BACKORDER.ALLOC.PROD.REVIEW012S1]

tshpe2.tshinc.com-DEMO.12-BACKORDER.ALLOC.PROD.REVIEW012S1

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Application

Manual Allocation Product Review

Warehouse Items Selected

Product Class

Product

Line	Item Number	Description	On B/O
1	6502-BLK-6.6x9.10	Panacea C	9
2	6502-BLK-7.10x10.10	Panacea C	25
3			
4			
5			
6			
7			
8			
9			

ENTER LINE# OR CLICK ON ITEM TO ALLOCATE, 0 TO PRO

Shows a snapshot

Using the buttons below :

- You can access inquiries to see when inventory is going to be arriving.
- You can create allocation reports and view them.
- You can clear all allocations and then enter them manually for all items.

Allocate Stock St Inv Inq Alloc Rpt Cust Rpt View Rpts Ciralloc

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

The Systems House Ready 9/9/2014 1:59:33 PM CAP NUM SCRL

Manual Allocation

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-BACKORDER.ALLOC.ORDERS01251]

tshpe2.tshinc.com-DEMO.12-BACKORDER.ALLOC.ORDERS01251

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Application

Shortcuts

Terminal

MDS Menu

Find

Tasks

Charts

Key Indicators

Backorder Allocation Orders

Item Number

Panacea Collection BackOrder Available

Allocated

Avail Bal

Line	Order#	LN#	Customer	Name	Date Req	Ord Qty	UM	BackOrd	UM	Alloc	UM
1	01141766	002	UMC	UNIVERSITY MEDICAL CENTER	07/29/14	6	EA	6	EA	6	EA
2	01141767	001	MARCOW	MICHAEL MARCOWITZ MD	09/09/14	3	CS	3	EA	3	EA
3											
4											
5											
6											
7											
8											
9											
10											
11											
12											
13											
14											
15											

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT

Zero All Det Ord

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

The Systems House Ready 9/9/2014 2:00:50 PM CAP NUM SCRL

You can drill down to an item and adjust who is going to receive it and how much. You can zero out all orders and manually allocate all lines or just change a few. You can also get to the detail order inquiry from here.

Not on backorder check the status of the release

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-DET.REL011\$1]

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Application

Release# 01-141749-003

Detail Invoices (Line Items)

Sold To UMC
UNIVERSITY MEDICAL CENTER
ACCOUNTS PAYABLE/TRAVEL
400 BROADWAY AVE
NEW YORK CITY NY 10016-1460

Ship To UNIVERSITY MEDICAL CENTER
ACCOUNTS PAYABLE/TRAVEL

Inv#
Inv Dt 05/24/69
Ord Dt 03/15/11

ST OS OP Whs
P 01 SY 001

Inv Voided on

Ln# 2 Cust Ref 123 Terms NET 30

Ln#	Item Number	Description	Ordered	Shipped	Bkord	Whs	GP%
1	GLVE650136	GLOVE NS LTX XLG PEDRFRE	1 / BX	/ BX		10.25	001
2	33239	OXYGEN CANNULA ADULT 7'	25 / EA	/ EA		46.25	001
3							79
						0.00	
						0.00	
						56.50	

ShipDate 03/16/11 Shipper UPS PI PA Wght 26.0 Ctn Units 0 NY

Enter END to exit, NEXT PG or PREV PG : XXXXXX

Header Line Itms Next Rel Prev Rel Box Frt Spec Inst Audit Lst

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

The Systems House Ready 7/21/2014 11:06:49 AM CAP NUM SCRL

P – Printed
V – Verified
IH – Invoice Hold
CH – Credit Hold
OH – Manual Hold
D – Deleted
I – Invoiced
VD – Voided
PH – Price Hold
C – Cancelled
OP – Open

If it is on hold use one of the following to remove it

- Manual Order Hold Maintenance
 - Change manual holds for selected orders
- Release Maintenance
 - Remove price hold / invoice error issues
- Credit Hold / Price Hold Review
 - Be sure to checkout the new Review Shipments on price hold feature
- Invoice Error Maintenance
 - Correct credit card failures

Pending Complete Ship Report

CAPT!17004!48333.904!288.pdf - Adobe Reader

File Edit View Window Help

1 / 1 125% Tools Sign Comment

DATE 01:25:17pm 21 Jul 2014 SHIP COMPLETE SHIPMENTS NOT SHIPPED REGISTER PAGE 1

ORDER.....	A.CUST.NO....	CUST.NAME.....	ORD DATE	TOT.AMT.....
01141764	UMC	UNIVERSITY MEDICAL CENTER	07/21/14	2,019.50
***				2,019.50

1 records listed.

Is your order on this report?
Find out what items are missing and contact vendor for an update
Remove the ship complete flag in release preview

Reports to review

- Daily In pick GT 2 Days Report
 - List all releases that have been printed and sent to the warehouse, but not yet verified
- Price Hold Report
 - Lists all releases that may or may not have shipped based on your choice. If not shipped you may lose the sale, if shipped you are not getting paid.
- Credit Hold Report
 - List all releases that are waiting approval so they can be shipped
- Order Hold Report
 - List all releases that are waiting approval so they can be shipped

Additional reports to identify billing issues

- Bill Complete Shipments not Billed
- Releases Verified and Not Invoiced
- Invoiced Releases with Failed Auth Codes
- Invoice Error Report

The image shows two overlapping windows of Adobe Reader displaying medical billing reports. The top window shows a report titled 'CAPT117004148928.381288.pdf' with a 125% zoom level. The bottom window shows a report titled 'CAPT117014131278371572.pdf' with a 100% zoom level.

Top Window Report:

SORT RELEASE WITH AUDIT.TNX "VE" AND WITH TNX # "CRC" AND WITH NO INV.IND A.CUST.NO ORDER.DATE CR.HOLD HOLD.ORD PRICE.HOLD INV.COMPLETE TOT
AL MDSE.AMT TOTAL TOT.AMT TOTAL INV.COST LPTR 01:35:11pm 21 Jul 2014 PAGE 1
RELEASE.... A.CUST.NO.... ORD DATE CR.HOLD HOLD.ORD PRICE.HOLD INV.COMPLETE MDSE.AMT.. TOT.AMT..... INV.COST..

ORD	DATE	CR.HOLD	HOLD.ORD	PRICE.HOLD	INV.COMPLETE	MDSE.AMT..	TOT.AMT.....	INV.COST..
01141712001	05/06/11	2	N	773.00	773.00	300.00		
01141749002	03/15/11	1	N	81.00	81.00	34.50		
01141762001	07/21/14	0	Y	129.50	129.50	52.50		

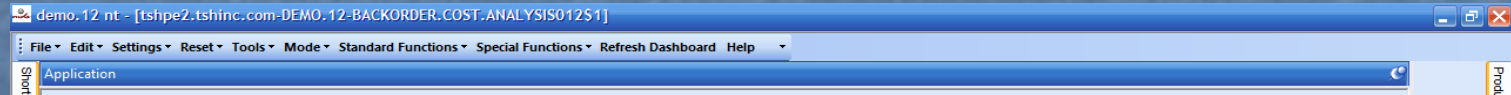
3 records listed.

Bottom Window Report:

DATE 31 Jul 2014 BILL COMPLETE SHIPMENTS NOT BILLED REGISTER PAGE 1

ORDER REL	CUSTOMER #	CUSTOMER NAME	SHIP DATE	TOTAL AMT
141762	001	UMC	UNIVERSITY MEDICAL CENTER 07/21/14	129.50
				129.50

Backorder Tracing Report



You can review a customer or an item to determine your cost for a backorder based upon the freight. Then you can make the decision to bring the item into stock or have the customer change to an item you do stock.

BO_Cost_Tracing_U/2114_035912pm (3).pdf - Adobe Reader

File Edit View Window Help



Co	Customer No	Customer Name	Order No	Release No	Product No	Product Desc	UM	Qty Ord	Qty BO	Actual Freight
1	UMC	UNIVERSITY MEDICAL CENTER	1141765	2	81315	ANKLE BRACE LACE-UP MED	EA	15	14	\$15.00
1	UMC	UNIVERSITY MEDICAL CENTER	1141765	3	87057	WRIST&FOREARM SUP LG RT	EA	4	2	\$15.00
1	UMC	UNIVERSITY MEDICAL CENTER	1141765	4	87057	WRIST&FOREARM SUP LG RT	EA	2	0	\$25.00
1	UMC	UNIVERSITY MEDICAL CENTER	1141765	4	81315	ANKLE BRACE LACE-UP MED	EA	14	0	\$25.00

MDS Alerts

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-MDS.ALERT.SETUP012S1]

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Application

MDS Alert Server Setup

1. Sender Email

2. Active Alerts

1

CODE	DESCRIPTION
ADJ. DLY	Adjustments - Daily
ADJ. MNTHLY	Adjustments - Monthly
ADJ. MNTHLY.CURR.YR	Adjustments - Monthly Curr Year
ADJ. MNTHLY.LAST.YR	Adjustments - Monthly Last Year
ADJ. MNTHLY.LAST.YTD	Adjustments - Ytd Last Year As Of Curr Month
ADJ. YRLY	Adjustments - Yearly
2 AP. AGING. AMT	Accounts Payable Aging Amounts (vm)
AP. AGING. BOM	Ap Aging Amounts (vm) Beg Of Month
AP. AGING. BOY	Ap Aging Amounts (vm) Beg Of Year
AP. AGING. PER	Accounts Payable Aging Periods (vm)
AP. DLY	A/p Payables Daily
AP. MON	A/p Payables Monthly
AP. MON.CURR.YR	A/p Payables Monthly - Monthly Curr Year
AP. MON.LAST.YR	A/p Payables Monthly - Monthly Last Year
AP. MON.LAST.YTD	A/p Payables Monthly - Ytd Last Year As Of Curr Mo
3 AP. TEST	THIS IS A TEST
AP. YR	A/p Payables Yearly
AR. BAL. CD. PROG	A/R BALANCE - RECALL STATEMENT AND BASIC PROGRAM
AVG. DLY. SLS	Avg. Daily Sales
BEG. MO. VAL	Begin Mo. Value
BEG. MO. VAL. CURR. YR	Begin Mo. Value - Monthly Curr Year
BEG. MO. VAL. LAST. YR	Begin Mo. Value - Monthly Last Year
BEG. MO. VAL. LAST. YTD	Begin Mo. Value - Ytd Last Year As Of Curr Month
4 BEG. YR. DEAD	Dead Items - Beg Year Value
BEGIN. MO. DEAD	Dead Items - Begin Mo Value
BEGIN. MO. DEAD. CURR. Y	Dead Items - Begin Mo Value - Monthly Curr Year
BEGIN. MO. DEAD. LAST. Y	Dead Items - Begin Mo Value - Monthly Last Year
BEGIN. MO. DEAD. LAST. Y	Dead Items - Begin Mo Value - Ytd Last Year As Of
BEGIN. YR. VAL	Begin Yr. Value
BENJI. EXP. CONT. RPT	BENJI TEST FOR EXPIRED CONTRACTS
CASH. BAL	Bank Cash Balance
CASH. RCVD. DAILY	Cash Received Daily

Products Customers Vendors

Shortcuts Terminal MDS Menu Find Tasks Charts Key Indicators

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

The Systems House Ready 9/9/2014 3:32:07 PM CAP NUM SCRL

MDS Alerts

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-MDS.ALERT.SETUP012\$1]

tshpe2.tshinc.com-DEMO.12-MDS.ALERT.SETUP012\$1

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Application

MDS Alert Server Setup

1. Sender Email: MDS_Alerts@tshinc.com

2. Active Alerts

Alert Email Subject Line	Onetime Alert	Freq	Time	Exp.Date	File Path
1 EXP.CONT.RPT CONTRACTS EXPIRING (31 Days) FROM SYSTEM DATE	N	D	10:00		
2 SQLDAILYOPER_BR Operator Daily Note Review for:BR BARBARA ROMANN	N	D	08:00		
3 SQLDAILYOPER_DF Operator Daily Note Review for:DF DAVID FERTIG	N				
4 SQLDAILYOPER_GMS					

Recipient Email List (Scrolling): df@tshinc.com, kpl@tshinc.com, df@tshinc.com, gms@tshinc.com

ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT

XXXXXX

You can setup who receives alerts and when they are sent. You can also create your own alerts!!

The Systems House Ready 8/11/2014 3:41:51 PM CAP NUM SCRL

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

Server Status

HYGEN.LIVE - [timeshare2.tshinc.com-HYGEN-MDS.SERVERS]

timeshare2.tshinc.com-HYGEN-MDS.SERVERS

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

MDS Menu

MDS Menu Find

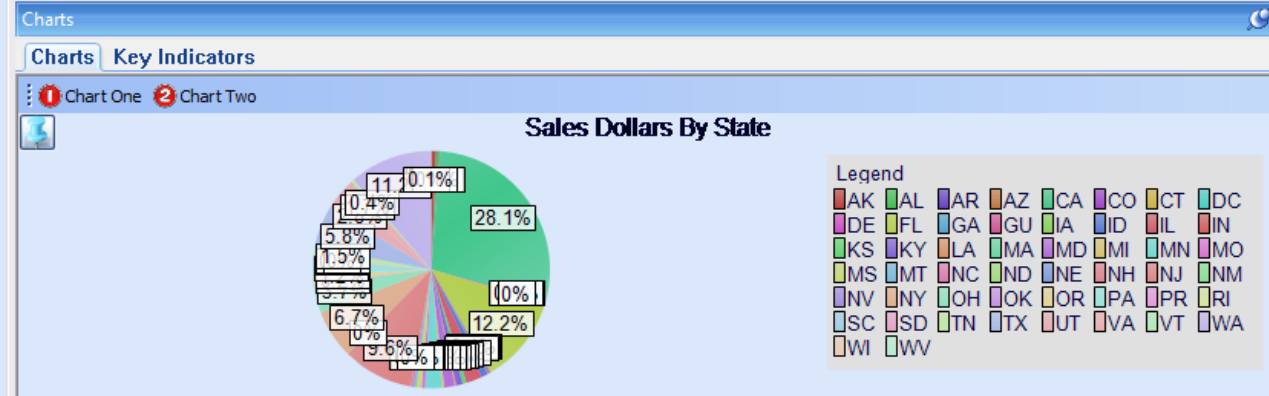
Home Back Help

- 1.HTML Server Status ★ ?
- 2.Delivery Master Server Status ★ ?
- 3.PowerPick Server Status ★ ?
- 4.MDS Alert Server Status ★ ?
- 5.Job Scheduler ★ ?

Tasks

09/09/2014 8:00 am

Date	Time	Description	Status	D...	O...	Task Nu...
There are no items to show.						



Oe Contacts Maint Drill Execing Reports Capt Off View Crm.menu Vrm.menu

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

MDS Alert Server Status

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-MDS.SERVERS]

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Terminal Application

MDS Alert Server Status :

Server Name	Status	PID
MDS.ALERT.SERVER012-DEMO.12	Stopped	

Start MDS Alert Server ?:

Press Return to Exit, K to kill MDS Alert Server :

The sever should be active if you have alerts setup

Oe Contacts Maint Drill Execing Reports Capt Off View Crm.menu Vrm.menu

Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

The Systems House Ready 9/9/2014 3:25:59 PM CAP NUM SCRL

Reports to help stock the inventory you are selling

- ABC Ranking Report
- Inventory Analysis
- Excess Inventory Report
- Descending Product Sale Reports

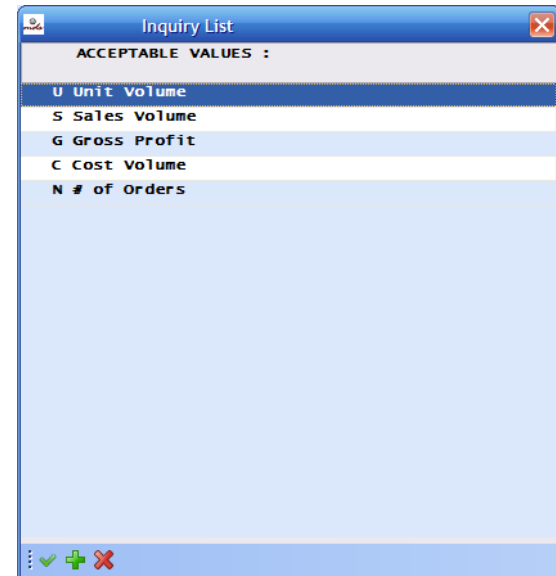
ABC Ranking

- ABC Ranking allows you to create and maintain the proper safety stock
- Higher safety stock results in higher service levels – but results in higher inventory costs
- Lower safety stock results in lower inventory costs – but results in lower service levels and unhappy customers
- The question we need to ask is how to balance service level vs. inventory costs

ABC Ranking Report

PAGE 1 ABC RANKING REPORT 03:18:10pm 21 Apr 2006

WHSE	ITEM NO	ITEM.DESC.....	VEL	TOT.SALES	DEM.	MCS
001	104	ULTRA RED PLASTIC DESK	A	314,330.00		
001	513029-54	OLYMPIC UNISEX SWEATER	A	156,600.00		
001	117155-120	ADVANTAGE MENS BOOT	A	152,736.00		
001	117155-070	ADVANTAGE MENS BOOT	A	149,640.00		
001	117155-127	ADVANTAGE MENS BOOT	A	145,512.00		
001	513029-44	OLYMPIC UNISEX SWEATER	A	142,650.00		
001	117155-065	ADVANTAGE MENS BOOT	A	141,900.00		
001	513029-56	OLYMPIC UNISEX SWEATER	A	138,150.00		
001	117155-125	ADVANTAGE MENS BOOT	A	136,740.00		
001	117155-075	ADVANTAGE MENS BOOT	A	134,934.00		
001	513029-46	OLYMPIC UNISEX SWEATER	B	130,500.00		
001	103	BROWN PLASTIC DESK	B	130,300.00		
001	513029-48	OLYMPIC UNISEX SWEATER	B	111,375.00		
001	117155-105	ADVANTAGE MENS BOOT	B	104,232.00		
001	NINE	TEST PRODUCT	B	94,576.00		
001	513029-50	OLYMPIC UNISEX SWEATER	B	98,875.00		
001	513029-52	OLYMPIC unisex SWEATER	B	93,025.00		
001	ARWKCPI4	CARPET FRESH 14 OZ	B	70,965.00		
001	102	BLUE DESK	B	52,500.00		
001	513029-42	OLYMPIC UNISEX SWEATER	B			
001	ARWKCPI2	CARPET FRESH 22 OZ	C			
001	SC460	TEST PRODUCT	C			
001	101	RED PLASTIC DESK.	C			
001	NFSU-RE	NO FRILLS REFRIG STICK UP	C			
001	ARWKSU-L	STICK UP DBOD LEMON	C			
001	NFSU-E	NO FRILLS STICK UP EVERGRN	C			
001	105	ULTRA BLUE PLASTIC DESK	C	29,250.00		
001	ARWKSU-E	STICK UP DBOD EVERGREEN	C	27,270.08		
001	NFSU-HD	NO FRILLS STICK UP HVYDTY	C	25,821.30		
001	NFSU-L	NO FRILLS STICK UP LEMON	C	22,929.60		
001	ARWKCPI9	CARPET FRESH 9 OZ	D	22,639.72		
001	ARWKSU-RE	REFRIG STICK UP 2 PK	D	21,567.00		
001	ARWKSU-HD	HVY DUTY STICK UP	D	21,277.50		
001	NFSU-S	NO FRILLS STICK UP SPRING	D	21,216.00		
001	ARWKSU-S	STICK UP DBOD SPRING	D	18,439.20		
001	402	PAD - RACK	D	11,240.00		



The ABC Ranking Report will show your products organized by ABCD as determined in the update.

Inventory Analysis Report



PRODUCT	DESCRIPTION	UM	SOLD OVER THE PAST YEAR				STILL IN STOCK		
			UNITS SOLD IN PAST 12 MONTHS	COST PER UNIT	EXTENDED COST	CUMULATIVE % OF ALL SALES	UNITS NOW IN STOCK	VALUE OF STOCK AT COST	CUMULATIVE % OF TOTAL INVENTORY

This report is an excellent tool to analyze the percentage performance of inventory value versus sales generation. As you can see on this report about **20%** of the inventory is producing **80%** of sales. This means that there is a lot of money and warehouse space tied up in inventory that is not very productive. Using this report to analyze the sales potential and effectiveness of your inventory can help you to greatly reduce this waste of valuable space and money.

16.589	550	55000.00	6.544
27.666	415	47725.00	12.222
33.386	210	27594.00	15.505
38.136	108	23733.00	18.328
42.885	147	13759.20	19.965
46.746	25	3750.00	20.412
50.275	76	9120.00	21.497
53.701	4	76.00	21.506
56.546	87	4036.80	21.986
59.298	560	11760.00	23.385
61.959	93	4315.20	23.899
64.525	85	3773.15	24.347
67.090	12	532.68	24.411
69.547	141	6542.40	25.189
71.955	2	88.78	25.200
74.227	72	3196.08	25.580
76.362	22	976.58	25.696
78.450	130	6032.00	26.414
80.526	72	3196.08	26.784
82.471	86	3990.40	27.269
84.231	20	328.00	27.373
85.725	62	2876.80	27.722
87.196	4	-2000.00	27.484
88.391	85	3773.15	27.933
89.310	27	6750.00	28.736
90.190	251	11646.40	30.121
90.962	100	3500.00	30.538
91.655	3	30.00	30.541
92.270	85	780.30	30.634
92.785	36	3600.00	31.062
93.292	101	737.30	31.150
93.741	898	8153.84	32.120
94.148	3	33.00	32.124
94.548	39	284.70	32.158
94.899	30	219.00	32.184
95.229	45	20250.00	34.593
95.556	800	8000.00	35.545
95.838	97	4656.00	36.099
96.096	0	0.00	36.099
96.352	228	1140.00	36.235
96.587	107	5350.00	36.871

402	PAD - BACK	EA	40	48.00	1920.00
109	TEST	EA	35	50.00	1750.00
ARWKSU-HD	HVY DUTY STICK UP	GR	348	5.00	1740.00
108	TEST PRODUCT	EA	32	50.00	1600.00

Excess Inventory

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Tools Sign Comment

PAGE 1 EXCESS INVENTORY REPORT -- BASED ON 2 MONTHS DATE 07/31/14

WHSE: 001--NEW YORK, NY
PC: 001--SUTURES WOUND STRIPS

PRODUCT NUMBER	PRODUCT DESCRIPTION	UM	ON HAND	VEND ON ORD	BACKORD	AVAIL	SALES 12 MO	SALES\$ 12 MO	VALUE	DESIRED QTY	EXCESS	EXCESS VALUE
1294B	SUTURE NYLON 3-0 PC33	BX	2	0	0	2	0	0	80	0	2	80
1652-G	SUTURE 5-0 CRMIC GUT PS-5	BX	3	0	0	3	1	99	220	0	3	220
1698-G	SUTURE ETHILON PS-2 6-0	BX	11	0	0	11	16	1182	730	3	8	531
3996	STAPLER VISTA 6/BX WIDE	BX	3	0	0	3	0	0	297	0	3	297
635-G	SUTURE CH-GUT FS-2 4-0	BX	3	0	0	3	12	568	116	2	1	39
6502-BLK-5.3x7.7	Panacea Collection											
687-G	SUTURE CHR GUT 5-0 P-3 18											
689-G	SUTURE 6-0 CLEAR MONO P-1											
690-G	SUTURE 5-0 ETHILON P-3											
691-G	SUTURE 4-0 ETHILON P-3											
796-G	SUTURE 6-0 CHRMC GUT G-11	BX	2	0	0	2	1	144	206	0	2	206
8682-G	SUTURE PRO 4-0 BLUE PS-2	BX	2	0	0	2	2	172	163	0	2	163

11.00 x 8.50 in

This report will determine if you have too much inventory based on sales history and your desired number of months of inventory to keep

Descending Product Sales by Units or Dollars

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BusinessObjects

001:NEW YORK, N
002:CLIFTON, NJ
003:LONG ISLAND
075:EMS PHARMA

PRODUCT DESCENDING SALES UNITS YTD ANALYSIS 07/31/14 09:38:51 Page 1 of 1

***** MONTH TO DATE *****

	UNITS	SALES\$	PROFIT	G/P%	%TOT	UNITS	SALES\$	PROFIT	GP%	%TOT
001 NEW YORK, NY	1093096	6112077	-108502455	-1,775.21	96.36	6,009,762	11211723107923196		-962.59	98.61
002 CLIFTON, NJ	38954	69245	95962975	138,584.70	3.43	39,582	82753 95972129		115,974.20	0.65
003 LONG ISLAND, NY	12	1032	499	48.34	0.00	652	15572 10152		65.19	0.01
075 EMS PHARMACY	172	653	186	28.55	0.02	172	653 186		28.55	0.00
PROD_DET.WHSE (String)	1132234	6183007	-12538794	-202.79	0.02	6,050,168	11310701 -11940729		-105.57	99.28

***** YEAR TO DATE *****

There are sales reports by units and dollars showing your highest selling items. It's interesting to see which items generate the highest profit. These reports are available as pdf's or Crystal reports that you can easily export to Excel!

Reports to help monitor customers

- Customer Activity Reports
- Missing Sales Report
- Targeted Potential Sales

Customer Activity Reports

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BusinessObjects

Preview

01

 CUSTOMER ACTIVITY ANALYSIS AS OF 07/17/14 09:54:11 Page 1 of 1

FOR FISCAL PERIOD 06

COMPANY # & NAME	ORDERS MTD	ORDERS YTD	MONTH SALES PCT			YTD SALES PCT		
			THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE
01 TSH Medical Company	211	1411	43662	3843	1036	265863	3843	6819
FINAL TOTAL	211	1411	43662	3843	1036	265863	3843	6819

There are various options on this report, with gross profit or without, by salesman or by customer. It can show you your highest selling customer and which ones you make the most profit on!!!

Targeted Sales

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File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

Application

Targeted Potential Sales

Capture:On

1. Company Number

All

2. Customer#

All

3. Vendor#

All

4. Prod Class

All

5. Fiscal Period

6. Number of Months (01-36)

7. Customer Type

All

8. Salesman

All

9. Product#

All

Press <RETURN> to Process Report, Line# to Change, or ABORT

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Tools Sign Comment

10:00:39am 31 Jul 2014 Targeted Potential Sales Report Page 1

CUSTOMER#: BMDA BAHAMAS NATIONAL

Product#	Description1	Description2
001205	EKG ULTRASOUND GEL 8 OZ	
001222	EKG ULTRASOUND GEL 5LTR	
001290	STIRRUP MATES PAIRS	
00185	SUCKERS SAFETY POP 100/CT ASSORTED	
002-0396-01	SPEEDCLEAN	
00200	BULB HALOGEN 3.5V	
002002	TOURNIQUET 1X18 250/BOX	
0179	PREG TEST CARDS Q.S. 90/K	
01804	TOWEL, MULTIPOLD SURPASS	
02-5300	GLOVE NS ULTRACARE SM 100 POWDER FREE INNER SURFACE	
02-AL	ANKLE STIRRUP AIRCAST LFT	
02-AR	ANKLE STIRRUP AIRCAST RT	
0205-36	LUBE JELLY SUBCILIUBE 40E 12/BX	
0230	BAND AID COVERLET 3/4"	
0231	BAND AID COVERLET 1"	

11.00 x 8.50 in

This report will use information from other customers in the same class to try and find out items others are buying from you that this customer is not.

Help Ok/End Insert Delete Pr

The Systems House Ready

Missing Sales

demo.12 nt - [tshpe2.tshinc.com-DEMO.12-KEY4.CUST.GAPS1]

File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

- Application
- Shortcuts
- Terminal
- MDS Menu
- Find
- Tasks
- Charts
- Key Indicators
1. Company
 2. Customer#
 3. Vendor#
 4. Prod Class
 5. Fiscal Period
 6. Enter the number of periods to have 0 Sales.
 7. Enter the number of previous periods to include.
 8. Minimum Units to Print
- Press <RETURN> to Process Report, Line# to Change, or

Missing Sales Report

Capture:On

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File Edit View Window Help

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Tools Sign Comment

CO:01 TSH Medical Company MISSING SALES REPORT 07/31/14 PAGE 1

FROM FISCAL PERIOD 1406 FOR 1 PERIODS OF ZERO SALES AND TOTAL SALES OF 4 PERIODS

PRODUCT CODE	DESCRIPTION	U/M	VENDOR	P/C	PREVIOUS 3 PERIODS		LAST 1 PERIODS		
					1405 TO 1403	SALES\$	1406 TO 1406	SALES\$	
CUSTOMER# CUSTOMER NAME		KESLER KESLER REHAB GROUP		-----					
058151	STETHOSCOPE SPRAGUE TYPE	EA	ABCO	035	4	80	0	0	
3458	SUNDRY JAR 4X7 6/CS	EA	GRAHAM	060	24	227	0	0	
52400	DISPENSER,OTO.SPEC 10EA/C	EA	ABCO	048	7	199	0	0	
53110	ANOSCOPE 4BX/CS	EX	ABCO	049	2	95	0	0	
986802	PENLIGHTS FLOURO DOT BLUE	EA	ABCO	052	6	132	0	0	
NS043460	MAYO STAND	EA	BREWER	048	4	466	0	0	
NS1-202	REFLEX HAMMER	EA	MILTEX	047	7	32	0	0	
NS19-104	TUNING FORK 256	EA	MILTEX	047	12	155	0	0	
NS6-119	FORCEP HOBSON TISS 4.75	EA	MILTEX	047	4	86	0	0	
NS6004A/3050	LAIGHT HALOGEN W/PED BASE	EA	DAZOR	048	3	585	0	0	
NS68062	LARYNGOSCOPE BLADE #2 MIL	EA	WELCH	049	2	240	0	0	
NS69043	LARYN BLADE MACINTOSH #3	EA	ABCO	049	2	189	0	0	
NS71610	DESK CHARGER, W/A	EA	ABCO	049	8	3526	0	0	
NS71627	WELCH BLADE 1PE TABLE	EA	MILTEX	042	2	26	0	0	

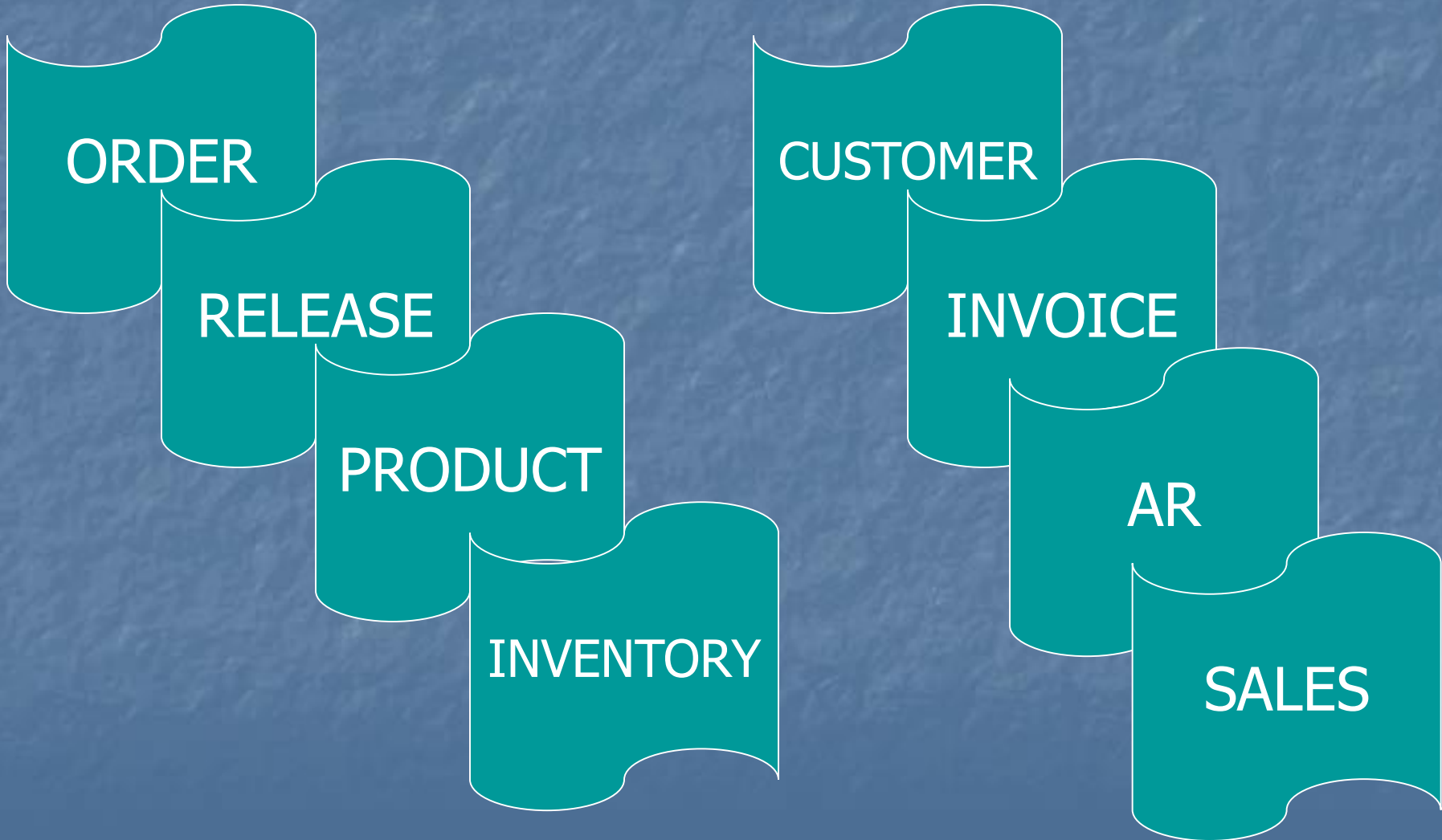
This report is used to find items that a customer was buying from you and now is not

Help Ok/End Insert Delete

MDS Files

- Lets discuss files used in MDS and how and when they are updated

Core System Files



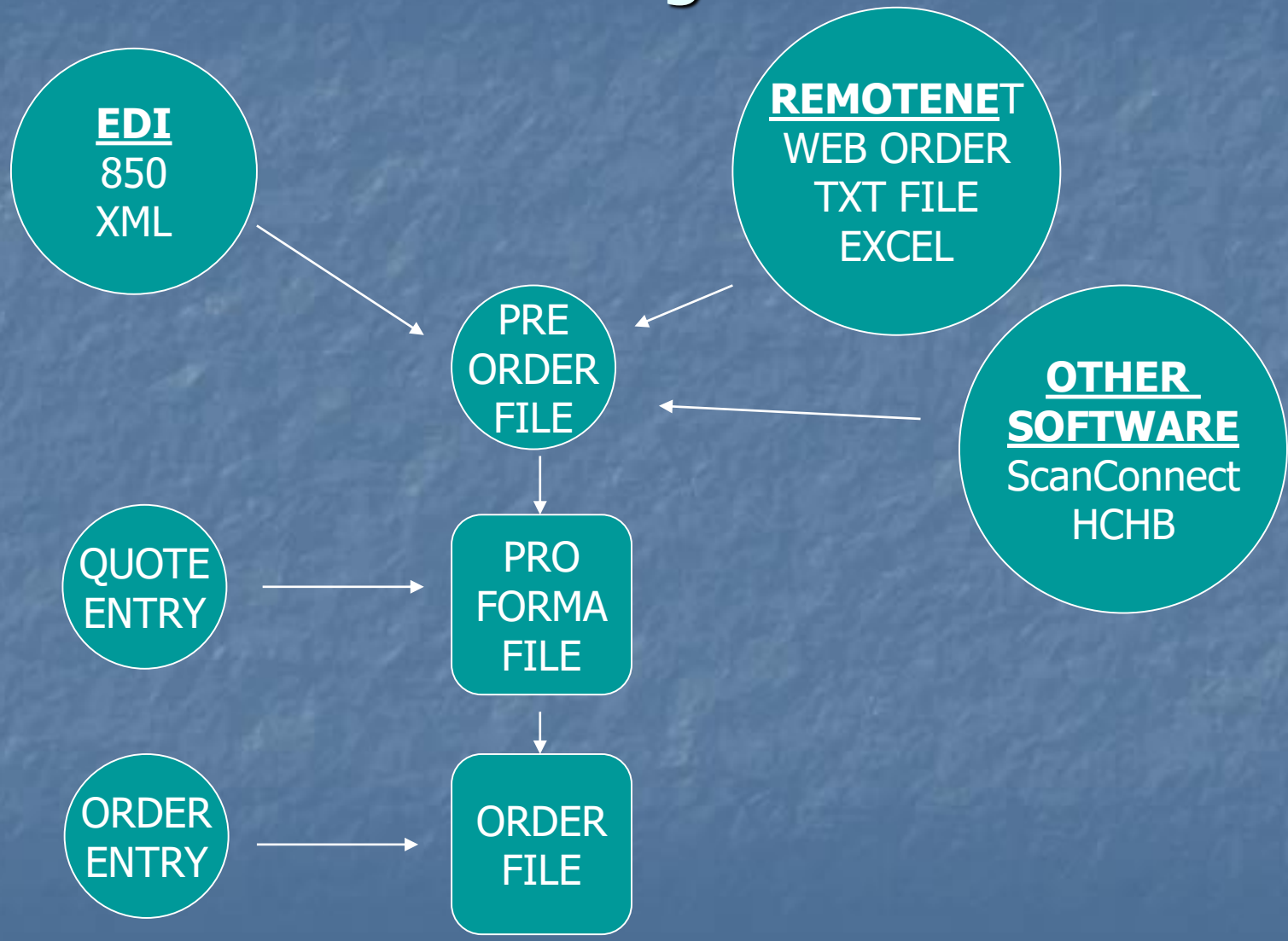
How Information is Processed

- Order is generated
 - Contains customer po and backorders
- Order flows thru MDS
- Order creates a release
- A backorder creates a release
- A release
 - Creates an invoice, updates sales and inventory

How an order gets into MDS

- 850 EDI or XML file received and processed
- Remote Net
 - Customer enters an order, uploads a text file, or an Excel spreadsheet
- Upload using other software products
 - ScanConnect or Homecare Homebase
- Customer Service converts a quote
- Customer Service enters an order

How an order gets to MDS



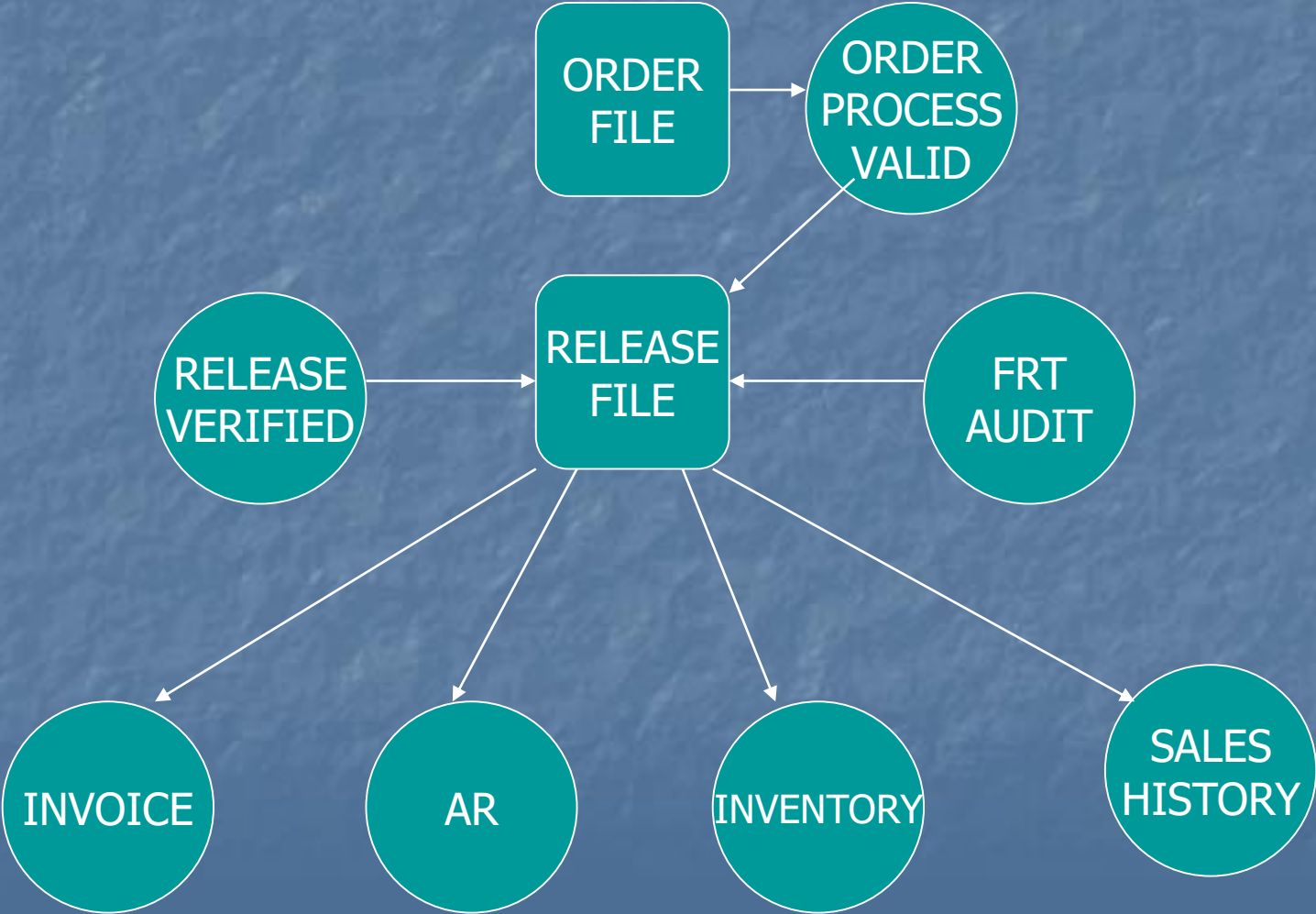
Order processing validation

- Credit Checking
- Customer Pricing
- Order Holds (Manual, Pharma, Credit, Price)
- Product Availability
- When all of the checks are completed a release is created

Release Processing

- Release is generated when product is available
- Pick Ticket is printed
- Verification updates release with ship quantities, locations, and carton contents, inventory files are also updated
- Shipping update adds freight to the release from UPS, FEDEX, etc.
- Invoice, A/R, inventory, and sales history are updated with invoice information

Release Creation



Maintaining Existing Data

■ Order Maintenance

- Used to modify order and first release until shipped
- Cancel an order or backorder
- Modify unshipped product, increase / decrease quantity, override price, add comments
- Modify header and total time information

Maintaining Drop Ship Orders

■ Order Maintenance

- Can be used to increase or decrease qty on the order and purchase order until received / invoiced
- Once received / invoiced only the order is changed

■ Purchase Order Maintenance

- Used to modify cost, discount, required date and to add comments to the purchase order

Maintaining Existing Data

- Release Preview
 - Backorder release and change backorder priority
 - Remove invoice complete indicator
 - Remove ship complete indicator

Other Processes

- Invoice and Credit Memo Voids
- One Step Invoicing
- Credit Memo / Return Authorizations
- Consignment Billing
- Transfer Entry

These all update the release file



Recap

- Tools to help solve customer service questions
- Helpful reports to keep billing from being held up
- Reports to keep the inventory that you are selling and get rid of dead inventory
- How files are updated in MDS