

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?

demu.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

MDS Menu Find

Home Back Help

1. Customer Order Summary

2. Detailed Order Inquiry

3. Customer Open Order/Detail

4. Item Open Order/Detail

5. Detail Release Inquiry

6. Shipped Orders

7. MDS Invoice Lookup

8. Summary A/R

9. Open A/R

10. A/R Check Detail

11. A/P Vendor Detailed Payables

12. A/P Check Detail

13. A/P Detailed Voucher

14. G/L Journal Entry

15. Stock Status Inquiry

Tasks

07/21/2014 8:00 am

Date	Time	Description	Status	D...	C...	Task Num...
3/7/2014	12:30 am	Purchasing Reports Due	Past			0000502
2/10/2014	3:00pm	meeting	Past			0000054
2/27/2014	8:00 am	New Item Launch from Baxter	Past			0000501

Charts

Charts Key Indicators

Chart One Chart Two

Sales Dollars Monthly - Annual Trend

Legend

Sales Dollars Monthly

On Contacts Maint Drill Fixing Reports Capt Off View Cam.menu Vrm.menu



# Where is my order?

The screenshot displays a software application interface with a menu on the left and a task list on the right. The menu item 'Customer Sales Orders' is circled in red. The task list shows three entries with dates and descriptions.

Date	Time	Description	Status	D..	Q..	Task Nu..
3/7/2014	12:30 am	Purchasing Reports Due	Past	[-]	[+]	0000502
2/18/2014	3:00pm	meeting	Past	[-]	[+]	0000054
7/27/2014	8:00 am	New Item Launch 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.ht - [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: 01/01/14 To 09/01/14 Found: 8

Company Range: 01 To 01

Sell Wise 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.	01141701		001	001	01	07/21	07/21	OP	1079	UMC	UNIVERSITY MEDICAL CENTER
2.	01141753	001	001	001	01	07/21	07/21	P	130	UMC	UNIVERSITY MEDICAL CENTER
3.	01141752		001	001	0156-98	07/21	07/21	OP	2029	UMC	UNIVERSITY MEDICAL CENTER
4.	01141702	001	001	001	0156-98	07/21					
6.	01141754		001	001	*	07/21					
8.	01141754	001	001	001	*	07/21					
7.	01141736		001	001	53-09A	07/21					
8.	01141735		001	001	VERBAL	07/21					
9.											
10.											
11.											

Enter Line# for Detail or F8 to Change Search Criteria

Del Cmd Del Rel Cust A/C

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

The systems House Ready 9/8/2014 12:20:30 PM CAP NUM 0011

Customer only knows when it was placed

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

# MDS Order Lookup

demo.12.ht - [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 09/01/14 Found: 8

Company Range: 01 To 01

Sell Wise Range: 001 To 001

Customer Range: UMC To UMC

Order Status: ALL

Search Pattern: Operator:

	Order#	Rel	Whs	Whs	Cust-Ref	OrdDt	ReqDt	St	Value	Customer	Name
1.	01141701		001	001	01	07/21	07/21	CP	1079	UMC	UNIVERSITY MEDICAL CENTER
2.	01141702	001	001	001	01	07/21	07/21	IP	130	UMC	UNIVERSITY MEDICAL CENTER
3.	01141702		001	001	0156-98	07/21	07/21	CP	2029	UMC	UNIVERSITY MEDICAL CENTER
4.	01141702	001	001	001	0156-98	07/21	07/21	V	130	UMC	UNIVERSITY MEDICAL CENTER
6.	01141701		001	001		07/21	07/21	CP	1079	UMC	UNIVERSITY MEDICAL CENTER
6.											
7.											
8.											
9.											
10.											
11.											

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.ht - [tshpe2.tshinc.com DEMO.12-DET.0001151]

tshpe2.tshinc.com DEMO.12-DET.0001151

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

Application

GENERAL HELP

Enter the 8 digit order number, 'END' to exit the inquiry, or 'U' 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.

Full Help  
Inquiry  
Cancel

Order# 01141745 Ord Date 03/15/11 Due Date 03/15/11

Rel# 003 Lns 3 ST CP Ful N DS OS 100 SRC

Trn

PO# 123 Terms

Ln#	Item Number	Description	Ordered	Whts	Orig Ord#
1	GLVE660132	GLOVE N S LIX MD PWRDRFREE	10 / BX	10 / BX	10.100 / BX 10.100
2	GLVE660136	GLOVE N S LTX XLG PDRFREE	1 / BX	1 / BX	10.260 / BX 10.260
3	GLVE660132	GLOVE N S LTX MD PWRDRFREE	10 / BX	10 / BX	10.260 / BX 10.260
4					
TOTAL					193.75

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

Header Line Item Inv Inq Next Ord Prev Ord Spec Inq Audit Inq 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

The screenshot shows a software window titled "Manual Allocation Product Review". It includes a menu bar with options like "File", "Edit", "Settings", "Reset", "Tools", "Mode", "Standard Functions", "Special Functions", "Refresh Dashboard", and "Help". Below the menu, there are input fields for "Warehouse" (001 NEW YORK, NY), "Product Class", and "Product". A "Items Selected" field shows the number "2".

A teal text box is overlaid on the interface, containing the following text:

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.

Below the text box, a table is visible with columns "Line", "Item Number", "Description", and "On B/O". The first two rows are highlighted in cyan:

Line	Item Number	Description	On B/O
1	5602-BLK 6.6x8.10	Panacea C	9
2	2502-PM 4-7.10x10.10	Panacea C	25
3			
4			
5			
6			
7			
8			
9			

At the bottom of the window, there is a toolbar with various icons. The "Allocate" button is circled in red. Other buttons include "Stock St", "Inv Inq", "Alloc Rpt", "Cust Rpt", "View Rpts", "Clear", "Inquiry", "Cancel", "Off", "Help", "Ok/End", "Insert", "Delete", "Prev", "Next", and "Popup".

The status bar at the bottom of the window displays "The Systems House Ready" and the date/time "9/5/2014 1:29:30 PM" along with "CAP NUM 0001".

# Manual Allocation

demo.12.ht - [tshpe2.tshinc.com DEMO.12 BACKORDER.ALLOC.ORDERS01Z\$1]

tshpe2.tshinc.com DEMO.12 BACKORDER.ALLOC.ORDERS01Z\$1

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

Application

Backorder Allocation Orders

Item Number: 6502-BLK-8.6x3.10

Panacea Collection

BackOrder: 9

Available: 95

Allocated: 5

Avail Bal: 90

Line	Order#	LN#	Customer	Name	Date Req	Ord Qty	UM	BackOrd	UM	Alloc	UM
1	01141736	002	UMC	UNIVERSITY MEDICAL CENTER	07/23/14	8	EA	8	EA	8	EA
2	01141737	001	MARCOW	MICHAEL MARCOWITZ MD	09/09/14	1	CS	1	FA	1	FA
3											
4											
5											
6											
7											
8											
9											
10											
11											
12											
13											
14											
15											

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

XXXXXXXX

Zero All Def Ord Insert Delete Prev Next Inquiry Cancel Off PopUp

The Systems House Ready 9/5/2014 2:00:00 PM CAP NUM 0001

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.ht [tshpe2.tshinc.com DEMO.12.DET.REL011\$1]

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

Application

Release# 01-141740-003

Inv#

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

Ord Dt 03/15/11 Inv Dt 05/24/09

OS SY W/hs 001

Printed

Inv Voided on

Line	Qunt Ref	Terms
2	123	NET 30

Line	Item Number	Description	Ordered	Shipped	Backord	W/hs	GP%
1	GLVE350133	GI OVF NS I TX KI G PFDREF	1 BX	1 BX		10.25	001
2	53219	OXYGEN CANNULA ADULT /	25 FA	1 FA		46.25	001
3							

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

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

Header Line Item Next Rel Prev Rel Back Fct Spec Inst Audit Inst

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

The Systems House Ready 7/21/2014 11:00:49 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:170041481319041268.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.....
U1141764	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







# 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.

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 nit - [tshpe2.tshinc.com-DEMO.12-MDS.ALERT.SETUP01251]

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

1 EXP.LUR.L RPT: DACTS EXPIRING (31 days) FROM SYSTEM DATE

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
AP.AGTNG.AMT	Accounts Payable Aging Amounts (vm)
AP.AGTNG.BOM	Ap Aging Amounts (vm) Beg OF Month
AP.AGTNG.BOY	Ap Aging Amounts (vm) Beg OF Year
AP.AGTNG.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
AP.TEST	TEST 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
BEQ.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.VAI	Begin Yr. Value
BENJI.EXP.CONT.RPT	BENJI TEST FOR EXPIRED CONTRACTS
CASH.BAL	Bank Cash Balance
CASH.RCVD.DAILY	Cash Received Daily

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

File Systems House Ready | 9/9/2014 3:32:07 PM | CAP | NUM | GCRL

# MDS Alerts

demo.12.ht - [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

1. EXI:CONTRIB\* CONTRACTS EXPIRING (31 Days) FROM SYSTEM DATE

Recipient Email List (Scrolling)

df@tshinc.com

One-time Alert: N

Freq: D Time: 10:00

Exp.Date:

File Path:

2. SQL DAILY OPER\_BR Operator Daily Note Review for: DR BARBARA ROMANN

Recipient Email List (Scrolling)

kpl@tshinc.com

One-time Alert: N

Freq: D Time: 08:00

Exp.Date:

File Path:

3. SQL DAILY OPER\_DR Operator Daily Note Review for: DR DAVID FERTIG

Recipient Email List (Scrolling)

df@tshinc.com

One-time Alert: N

Freq: D Time:

Exp.Date:

File Path:

4. SQLDAILYOPER\_GMS

Recipient Email List (Scrolling)

gms@tshinc.com

One-time Alert: N

Freq: D Time:

Exp.Date:

File Path:

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

XXXXXXXX

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

The Systems House Ready 0/11/2014 3:41:01 PM CAP NUM CTRL

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

# Server Status

HYGEN.LIVE - [dmeshare2.tshinc.com-HYGEN MDS.SERVERS]

dmeshare2.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...	D...	Task Nu...
There are no items to show.						

Charts

Charts Key Indicators

Chart One Chart Two

Sales Dollars By State

State	Percentage
AK	0.1%
AL	0.4%
AR	0.4%
AZ	0.4%
CA	28.1%
CO	0.4%
CT	0.4%
DC	0.4%
DE	0.4%
FL	5.8%
GA	1.0%
GU	0.4%
IA	0.4%
ID	0.4%
IL	0.4%
IN	0.4%
KS	0.4%
KY	0.4%
LA	0.4%
MA	0.4%
MD	0.4%
ME	0.4%
MN	0.4%
MO	0.4%
MS	0.4%
MT	0.4%
NC	0.4%
ND	0.4%
NE	0.4%
NH	0.4%
NJ	0.4%
NM	0.4%
NV	0.4%
NY	6.7%
OH	0.4%
OK	0.4%
OR	0.4%
PA	0.4%
PR	0.4%
RI	0.4%
SC	0.4%
SD	0.4%
TN	0.4%
TX	0.4%
UT	0.4%
VA	0.4%
VT	0.4%
WA	0.4%
WI	0.4%
WV	0.4%

Legend

AK AL AR AZ CA CO CT DC DE FL GA GU IA ID IL IN KS KY LA MA MD ME MN MO MS MT NC ND NE NH NJ NM NV NY OH OK OR PA PR RI SC SD TN TX UT VA VT WA WI WV

On Contacts Maint Drill Fixing Reports Capt Off View Cms.menu Vm.menu

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

The Systems House Ready 9/5/2014 3:23:37PM CAP NUM SCRL

# MDS Alert Server Status

demo.12 ht [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

On Contacts Maint Drill Execing Reports Capt Off View Cmm.menu Vmm.menu

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

The Systems House Ready 9/5/2014 3:25:35 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



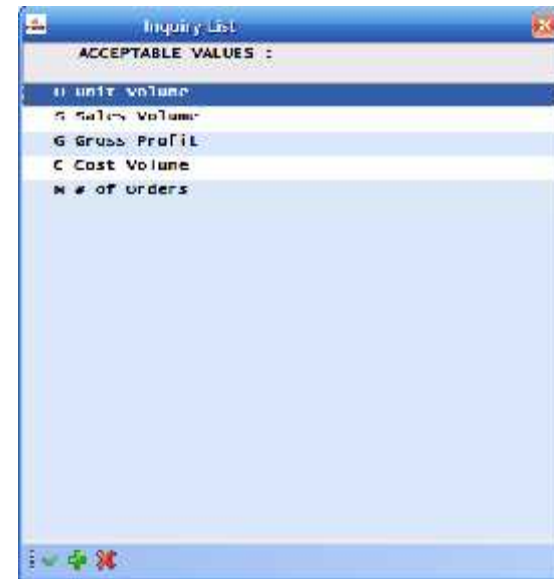
## ABC Ranking

- 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.SALBS	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	90,875.00		
001	513029-52	OLYMPIC unisex SWEATER	B	83,025.00		
001	ARWPCF14	CARPET FRESH 14 OZ	B	70,965.00		
001	102	BLUE DESK	B	52,500.00		
001	513029-42	OLYMPIC UNISEX SWEATER	B			
001	ARWPCF22	CARPET FRESH 22 OZ	C			
001	SC450	TEST PRODUCT	C			
001	101	RED PLASTIC DESK	C			
001	NFSU-RE	NO FRILLS REPRIG 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	27,270.00		
001	NFSU-HD	NO FRILLS STICK UP HVYDUTY	C	25,821.30		
001	NFSU-L	NO FRILLS STICK UP LEMON	C	22,929.60		
001	ARWPCF9	CARPET FRESH 9 OZ	D	22,639.72		
001	ARWKSU-RE	REPRIG 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	P&D - BACK	D	11,240.00		



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

# Inventory Analysis Report

robat Reader - [INV MGMT MENU LITE\_8.pdf]

File Edit Document View Window Help



5

INVENTORY ANALYSIS REPORT FOR WAREHOUSE : 001 NEW YORK

PAGE : 1

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
			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
			84.232			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
RJA	RJA REBATE TEST	RA	222	10.00	2220.00			
402	PAD - BACK	RA	40	48.00	1920.00			
109	TEST	RA	35	50.00	1750.00			
ARWKSU-HD	HVY DUTY STICK UP	GR	348	5.00	1740.00			
108	TEST PRODUCT	RA	32	50.00	1600.00			

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.

# Excess Inventory

CAPT L7014133781.133 628.pdf - Adobe Reader

File Edit View Window Help

1 / 150 100%

Tools Sign Comment

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

WHS# 001--NEW YORK, NY  
 LU: 001--SUTURE# WOUND STRIPS


PRODUCT NUMBER	PRODUCT DESCRIPTION	UM	CM MANU	VEND UN LNK	BACKORD	AVAIL	SALES 12 MO	SALES\$ 12 MO	VALUE	DESIRED QTY	EXCESS	EXCESS VALUE
1254B	SUTURE NYLON 3-0 PC32	BX	2	0	0	2	0	0	90	0	2	80
1652-C	SUTURE 5 0 CONIC GUT PS 5	DX	0	0	0	0	1	90	220	0	0	220
1600 G	SUTURE ETHILON PS-2 6-0	BX	11	0	0	11	16	1182	790	3	6	931
2996	STAPLER VISTA 6/IX WIDE	DX	0	0	0	0	0	0	297	0	0	297
035 G	SUTURE CR-GUT PS-2 4-0	BX	3	0	0	3	12	568	116	0	1	39
6602-BLK-0 2x1.7	Panacea Collection											
007 G	SUTURE CR GUT 5-0 P-3 12											
689-C	SUTURE 6 0 CLEAR MONO P 1											
090 G	SUTURE 5-0 ETHILON P-3											
691-C	SUTURE 4 0 ETHILON P 3											
790 G	SUTURE 6-0 CREME GUT 4-11	BX	2	0	0	2	1	144	206	0	2	206
6682-C	SUTURE PRO 4 0 BLUE PS 2	DX	2	0	0	2	2	172	160	0	2	160

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

PRODUCT DESCENDING SALES UNITS YTD ANALYSIS 07/31/16 09:58:51 Page 1 of 1



	***** MONTH TO DATE *****					***** YEAR TO DATE *****				
	UNITS	SALES	PROFIT	C/P%	\$ TOT	UNITS	SALES	PROFIT	C/P%	\$ TOT
001 <u>NEW YORK, NY</u>	1033005	6120071	103532155	1,775.21	56.36	6,000,762	11011923107323196	052.59	09.51	
002 <u>CLIFTON, NJ</u>	50058	60285	5000205	120,000.00	3.45	50,000	600000000000000000	120,000.00	0.00	0.00
003 <u>LONG ISLAND, NY</u>	10	1000	400	40.00	0.00	100	1000	400	40.00	0.00
005 <u>PHARMACY</u>	100	500	100	50.00	0.00	100	500	100	50.00	0.00
<u>PROD_DFT.WHSF (String)</u>	1122251	6,000,000	103532155	200.00	0.02	6,000,000	1122251 1122251	100.00	00.00	00.00

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

W:\192.168.253.135\demo.archive\CAPTURE

Preview Design Open View

1 / 1 100%

BusinessObjects

Preview R 01

CUSTOMER ACTIVITY ANALYSIS AS OF 07/17/14 09:44:11 Page 1 of 1

FOR FISCAL PERIOD 06

COMPANY # & NAME	ORDERS MTD	ORDERS YTD	MONTH SALES PCT			YTD SALES PCT		
			THIS YR	LAST YR	QCE	THIS YR	LAST YR	QCE
01 <a href="#">ISH Medical Company</a>	211	1411	13962	4844	1036	165002	3813	6812
<b>GRAND TOTAL</b>	<b>211</b>	<b>1411</b>	<b>13962</b>	<b>5842</b>	<b>1036</b>	<b>165002</b>	<b>3813</b>	<b>6812</b>

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

demo.12.nt - [tshpe2.tshinc.com DEMO.12 SALES.CROSS.SELLS1]

tshpe2.tshinc.com DEMO.12 SALES.CROSS.SELLS1

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

Application

Targeted Potential Sales Capture-On

1. Company Number   
2. Customer#   
3. Vendor#   
4. Prod Class   
5. Fiscal Period   
6. Number of Months (01-36)   
7. Customer Type   
8. Salesman   
9. Product#

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

Help Ok/End Insert Delete Pr

The Systems House Ready

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

ITEM#	QTY	DESCRIPTION
100001	1	DESCRIPTION
100002	1	DESCRIPTION
100003	1	DESCRIPTION
100004	1	DESCRIPTION
100005	1	DESCRIPTION
100006	1	DESCRIPTION
100007	1	DESCRIPTION
100008	1	DESCRIPTION
100009	1	DESCRIPTION
100010	1	DESCRIPTION
100011	1	DESCRIPTION
100012	1	DESCRIPTION
100013	1	DESCRIPTION
100014	1	DESCRIPTION
100015	1	DESCRIPTION
100016	1	DESCRIPTION
100017	1	DESCRIPTION
100018	1	DESCRIPTION
100019	1	DESCRIPTION
100020	1	DESCRIPTION
100021	1	DESCRIPTION
100022	1	DESCRIPTION
100023	1	DESCRIPTION
100024	1	DESCRIPTION
100025	1	DESCRIPTION
100026	1	DESCRIPTION
100027	1	DESCRIPTION
100028	1	DESCRIPTION
100029	1	DESCRIPTION
100030	1	DESCRIPTION
100031	1	DESCRIPTION
100032	1	DESCRIPTION
100033	1	DESCRIPTION
100034	1	DESCRIPTION
100035	1	DESCRIPTION
100036	1	DESCRIPTION
100037	1	DESCRIPTION
100038	1	DESCRIPTION
100039	1	DESCRIPTION
100040	1	DESCRIPTION
100041	1	DESCRIPTION
100042	1	DESCRIPTION
100043	1	DESCRIPTION
100044	1	DESCRIPTION
100045	1	DESCRIPTION
100046	1	DESCRIPTION
100047	1	DESCRIPTION
100048	1	DESCRIPTION
100049	1	DESCRIPTION
100050	1	DESCRIPTION
100051	1	DESCRIPTION
100052	1	DESCRIPTION
100053	1	DESCRIPTION
100054	1	DESCRIPTION
100055	1	DESCRIPTION
100056	1	DESCRIPTION
100057	1	DESCRIPTION
100058	1	DESCRIPTION
100059	1	DESCRIPTION
100060	1	DESCRIPTION
100061	1	DESCRIPTION
100062	1	DESCRIPTION
100063	1	DESCRIPTION
100064	1	DESCRIPTION
100065	1	DESCRIPTION
100066	1	DESCRIPTION
100067	1	DESCRIPTION
100068	1	DESCRIPTION
100069	1	DESCRIPTION
100070	1	DESCRIPTION
100071	1	DESCRIPTION
100072	1	DESCRIPTION
100073	1	DESCRIPTION
100074	1	DESCRIPTION
100075	1	DESCRIPTION
100076	1	DESCRIPTION
100077	1	DESCRIPTION
100078	1	DESCRIPTION
100079	1	DESCRIPTION
100080	1	DESCRIPTION
100081	1	DESCRIPTION
100082	1	DESCRIPTION
100083	1	DESCRIPTION
100084	1	DESCRIPTION
100085	1	DESCRIPTION
100086	1	DESCRIPTION
100087	1	DESCRIPTION
100088	1	DESCRIPTION
100089	1	DESCRIPTION
100090	1	DESCRIPTION
100091	1	DESCRIPTION
100092	1	DESCRIPTION
100093	1	DESCRIPTION
100094	1	DESCRIPTION
100095	1	DESCRIPTION
100096	1	DESCRIPTION
100097	1	DESCRIPTION
100098	1	DESCRIPTION
100099	1	DESCRIPTION
100100	1	DESCRIPTION

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.



# Missing Sales

demo.12 nt - [tshpe2.tshinc.com DEMO.12 KEY4.CUST.GAP\$1]

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

Application

Missing Sales Report

1. Company All

2. Customer# All

3. Vendor# All

4. Prod Class All

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

Help Ok/End Insert Delete

7/31/2014 10:10:09 AM CAP NUM SCRL

COMPETITOR ANALYSIS - Mike Keeble

MISSING SALES REPORT

07/31/14 PAGE 1

FROM PERIOD (ENTER 1456 FOR 1 PERIOD OF ZERO SALES AND TOTAL SALES OF 4 PERIODS)

PRODUCT CODE	DESCRIPTION	U/M	VENDOR	S/C	PERIODS 0 PERIODS 1405 TO 1407	SALLES	LAST 1 PERIODS 1406 TO 1408	SALSES
CUSTOMER#	CUSTOMER NAME							
058101	STETHOSCOPE STRAIGHT TYPE	EA	ABCO	055	4	80	0	0
2488	STEROY JER EXT 6/C5	EA	CRABME	160	21	221	0	0
00460	HYPOSPONGE WITH SPONGE LAMINATE	EA	ABCO	146	7	155	0	0
00330	ASBESTOSUM ALUM/CS	GC	ABCO	140	2	55	0	0
000000	PHILM LIGHTS PHOTODUPLICATION	EA	ABCO	050	5	110	0	0
00049440	MALU STAMU	EA	BARBERC	148	4	466	0	0
001-202	REFLEX NUMBER	EA	MILCOE	047	7	82	0	0
0010-104	VENTRIC PROXY 10.6	EA	MILCOE	047	10	188	0	0
0000044/10.10	TARGET ITALYWAY W/PRO DACT	EA	TARCO	146	3	565	0	0
0000002	LARGE GLOVES SHALIN #2 ALL	EA	VALCO	140	2	140	0	0
0060043	LARGE HEAD MATRITOSH 43	EA	ABCO	145	2	185	0	0
0071510	DESS CERVICES, T/2	EA	ABCO	045	3	3026	0	0
0000000	WELCH WELDER T/2 TARGE	EA	STREMO	145	1	54	0	0

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

# MDS Files

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

# Core System Files

ORDER

CUSTOMER

RELEASE

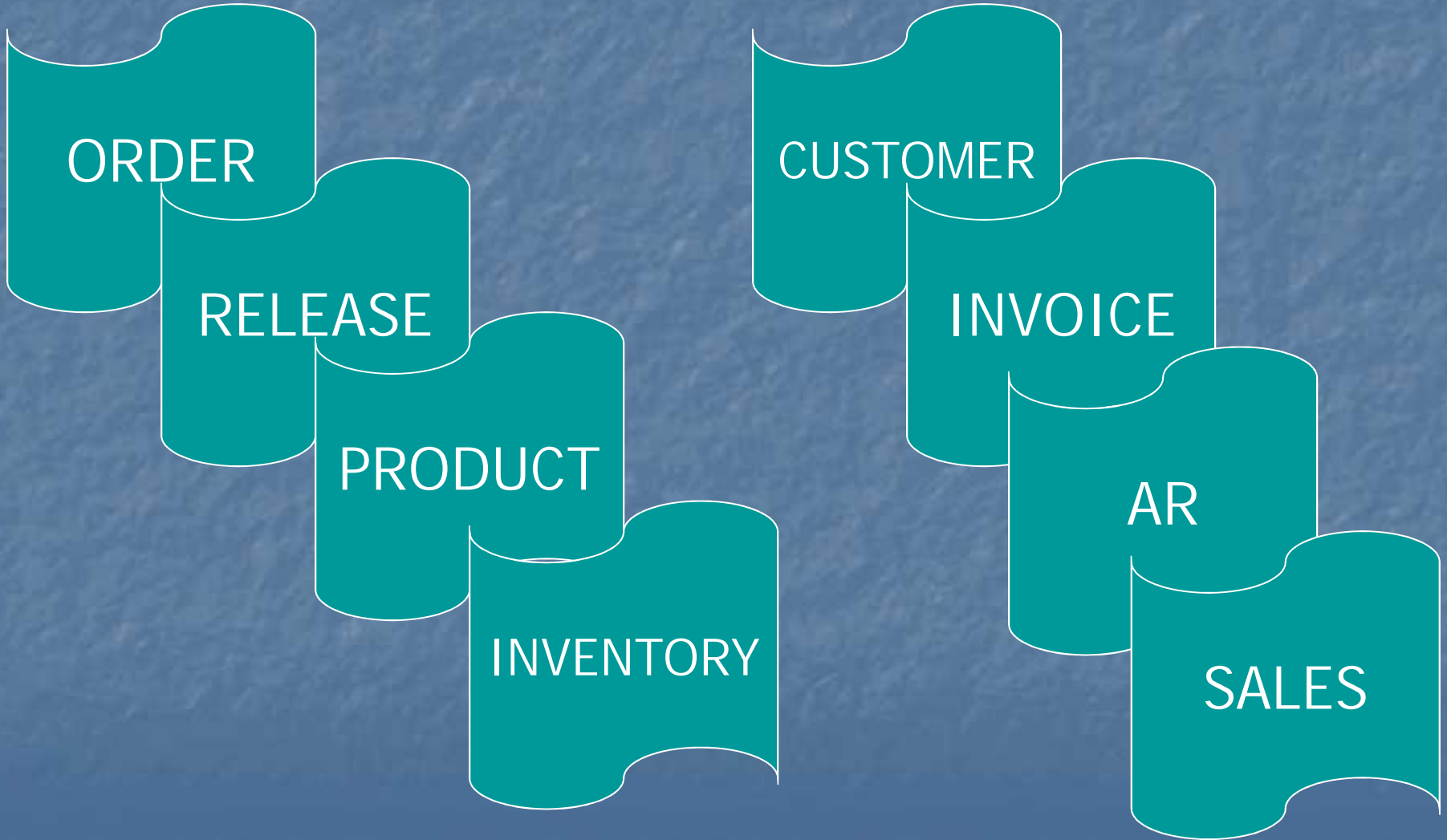
INVOICE

PRODUCT

AR

INVENTORY

SALES



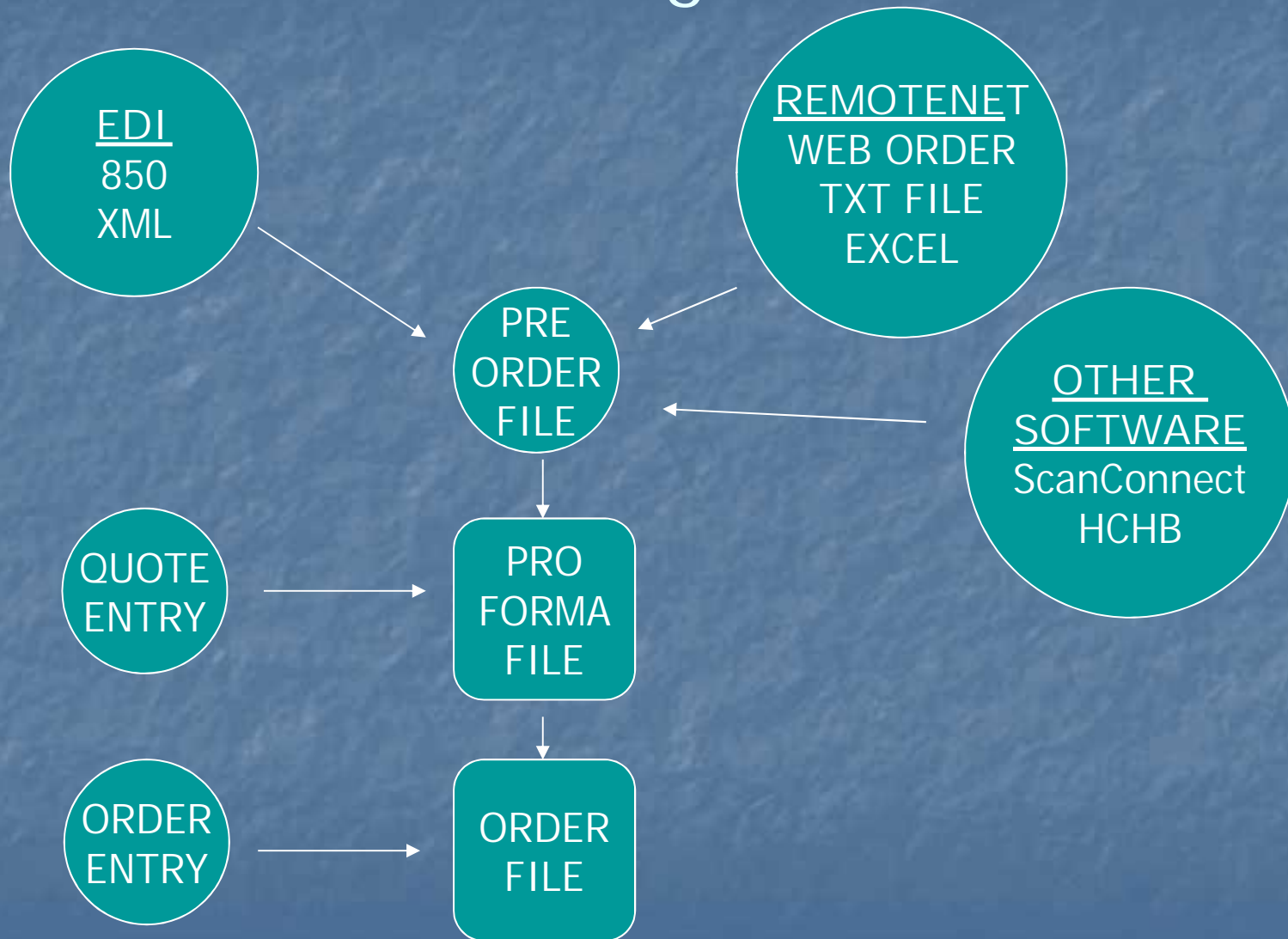
# How Information is Processed

- 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

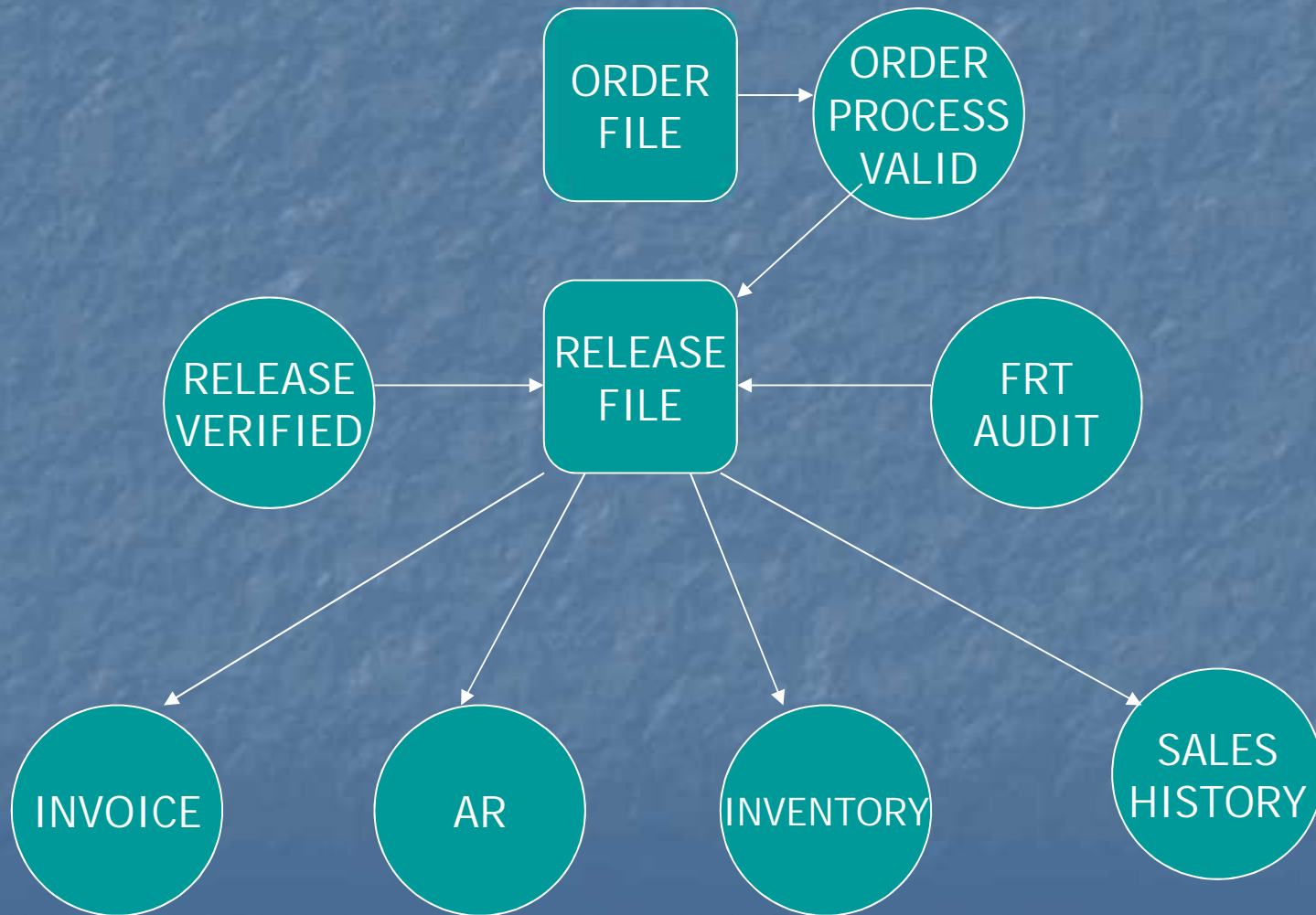
- Credit Checking
- Customer Pricing
- Order Holds (Manual, Pharma, Credit, Price)
- Product Availability
- When all of the checks are completed a release is created

# 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

# 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 a Invoice, Updates Sales and Inventory



## 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