



# MDS Enhancements

TSH User Group Meeting 2014

*Magic And Sorcery....*

**Learning how your  
MDS System  
really works.**



# Cases Completed By System Area

## MDS Base Modifications

Accts Payable	4
Accts Receivable	2
General Ledger	4
Inquiries	23
Inventory	12
File Maintenance	45
Order Entry	101

ODBC	12
Purchasing	19
Pricing	9
Remotenet	68
Reporting	28
General System	19
Pharma	8

**392 Cases Updated this Year**



166

Total

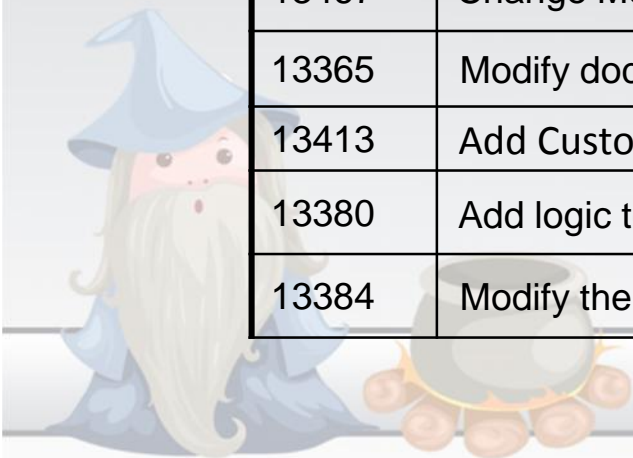
Customer

Cases

Updated

# Customer Requested Enhancements

Case	Description
13160	Modify Purchase Order Maintenance to allow you to manually reopen a Drop Ship PO line that has been closed..
13195	Add a program to "Invoice Releases with Failed CC Auth Codes" to the A/R Menu.
13654	Modify the Open Order Detail Inquiry to allow entry of a "P" and a Pro Forma #
13569	Add PO# to the Sales Tracing Export to Excel.
13509	Add a new dictionary to PROD.MAST_MDS.ODBC which shows Availability without including ON PO.
13372	Add Menu Option to Create Alerts by salesman for sales managers and sales rep
13415	Add method to cancel order from Order Entry Line items - don't force to total time
13467	Change Mouseover to Popups Web Search Results Page - for tablets, phones, mobile
13365	Modify document.messages maint for a company wide message for emails and faxes
13413	Add Customers Invoices and Statements to Remotenet if a pdf is in the archive
13380	Add logic to MDS NX to allow for a Customer Item# field on the Product Tab.
13384	Modify the Lookups to have a Save button which will save all the current positions



# Updated Customer Support Tools

- TSH User Forum
- Online Training Videos
- Updated Guides
- Updated Data Dictionary



# Updated Customer Support Tools

- TSH User Forum
- Online Training
- Updated Guides
- Updated Data Entry

Forum	Topics	Posts	Last Post
<b>MDS - Master Distribution System</b>			
<b>New Features And Updates</b> Notes on the "Next" and "Greatest" Features Moderator: <a href="#">TSH_Employees</a>	37	36	Mon Mar 25, 2008 4:10 pm <a href="#">davidfario</a> +D
<b>New Requests</b> Request a feature or enhancement for the next release	556	858	Tue Jan 27, 2009 3:14 pm <a href="#">harmann</a> +D
<b>Did you know?</b> Howto's, Hints and Secrets of the Masters	25	29	Tue Jan 27, 2009 4:58 am <a href="#">Hoacollisamman</a> +D
<b>Companion Software Products from TSH</b>			
<b>RRM - Records Retention Mgmt</b> Read about our new Software Records Retention Mgmt Moderator: <a href="#">TSH_Employees</a>	31	31	Tue Jan 27, 2009 4:59 am <a href="#">Hoacollisamman</a> +D
<b>Remotenet</b> Your Hassle-Free Web-Based Customer Service and Order Entry System	23	23	Tue Jan 27, 2009 5:00 am <a href="#">Hoacollisamman</a> +D
<b>MDS Warehouse - Wireless Warehouse Management</b> Achieve Greater Efficiency and Accuracy with MDS Warehouse	25	25	Tue Jan 27, 2009 5:02 am <a href="#">Hoacollisamman</a> +D
<b>Salesman Laptop Information System</b> Mobile MDS Means Greater Sales Success	23	23	Tue Jan 27, 2009 5:03 am <a href="#">Hoacollisamman</a> +D
<b>Delivery Master &amp; Package Tracking</b> Sending & Receiving: TSH has you covered with Delivery Master & Package Tracking	25	25	Tue Jan 27, 2009 5:04 am <a href="#">Hoacollisamman</a> +D



# Updated Customer Support Tools

- TSH User Forum
- Online Training
- Updated Guides
- Updated Data

The screenshot shows a web browser window displaying the TSHinc.com forum. The main content area is titled "MDS Training Guides" and includes a navigation menu with categories like "Operations", "Accounting", "Maintenance and Setup", and "Reporting and Analysis".

**The Systems House, Inc.**  
Software Solutions for Distributors

TSH Users Forum - This site is designed to allow the TSH user Community to exchange ideas and post questions and answers.

Navigation links: [FAQ](#), [Search](#), [Memberlist](#), [Usergroups](#), [Register](#), [Profile](#), [Log in to check your private messages](#), [Log in](#)

The time now is Wed May 13, 2009 8:57 pm  
www.tshinc.com/forum Forum Index

**MDS - Master Distribution System**

**MDS Training Guides**

Please choose a Guide below

- [Readme on MDS Training Guides](#)
- [Link to Training Videos](#)
- [Link to Order Entry Demo](#)
- [NEW!!!! - User Meeting Presentations Online](#)

Operations (Inventory/Customer Service/Warehouse)	Accounting	Maintenance and Setup	Reporting and Analysis
<ul style="list-style-type: none"> <li>Order Entry</li> <li>CRM- Customer Relationship Mgmt</li> <li>Purchasing</li> <li>Sales Management</li> <li>Tenders</li> <li>VRM- Vendor Relationship Mgmt</li> <li>Warehouse</li> <li>CRS - Customer Reporting System</li> <li>Inventory Management</li> <li>Wireless Warehouse Management</li> </ul>	<ul style="list-style-type: none"> <li>Accounting Registers</li> <li>Accounts Payable</li> <li>Accounts Payable and General</li> <li>Ledger</li> <li>Accounts Receivable</li> <li>General Ledger</li> <li>EOM - End of Month Procedures</li> <li>Commissions Guide</li> <li>EDI 810 (Inbound)Guide</li> </ul>	<ul style="list-style-type: none"> <li>Company</li> <li>Customer Master</li> <li>Product Master</li> <li>MDS Audit Processing</li> <li>Codes</li> <li>Pricing/Contracts</li> <li>Maintenance</li> </ul>	<ul style="list-style-type: none"> <li>Inquiries</li> <li>MDS Reporting</li> <li>Order Entry Reports</li> <li>ODBC - Open Database Connectivity</li> <li>Report Capture</li> <li>Sales Analysis</li> <li>Document Management System</li> <li>MDS Data Dictionary (System Areas)</li> <li>PDF</li> <li>MDS Data Dictionary (System Fields)</li> <li>PDF</li> <li>MDS Data Dictionary (Table Detail) PDF</li> <li>MDS Documentation in Adobe PDF</li> <li>Format</li> </ul>

Forgot your password? Email us [custserv@tshinc.com](mailto:custserv@tshinc.com)



# Updated Customer Support Tools

The screenshot shows a BusinessObjects report viewer window. The title bar indicates the file path: \\192.168.253.135\demo.archive\ORD. The interface includes a menu bar (Preview, Design, Open, Save) and a toolbar with navigation and zoom controls. A left-hand navigation pane lists various system areas, with 'Accounts Receivable' selected. The main content area displays the report header: 'MDS Data Dictionary - Tables by System Area' powered by 'crystal'. Below this is the report title 'Accounts Receivable' and a timestamp '8/21/2013 6:45:17 PM', with 'Page 2 of 16' at the bottom right. The report content is organized into sections: 'AREA DESCRIPTION OVERVIEW', 'AR Accounts Receivable', and 'AR.HIST'. The 'AR' section provides a detailed description of the Accounts Receivable table, its key fields, and its role in the monthly cash receipts register. The 'AR.HIST' section describes the history table used for purged data.

**MDS Data Dictionary - Tables by System Area** powered by crystal

**Accounts Receivable** 8/21/2013 6:45:17 PM  
Page 2 of 16

AREA	DESCRIPTION
<b>AR</b>	<b>Accounts Receivable</b>

**AR** Accounts Receivable

All Open Accounts Receivable records are kept in the AR table. The key is Company and Invoice# , eg. 01123456. The AR table has a detailed sub table which shows a record of each transaction for that invoice. For example the AR\_DETAIL table would generally show one record for the original invoice amount and one record for the payment but can have more records if multiple payments or credits are involved. All AR records with a \$0.00 balance are moved to the Accounts Receivable Month End procedure. The MCASHPRT table is used to for the monthly Cash Receipts Register and is cleared during the A/R EOM.

**AR**

This file stores the open item accounts receivable items for each customer. Each record corresponds to an invoice or on-account credit or payment. All subsequent activity is stored in the value marked attributes of the record.  
Key= Company:Invoice# = 01123456

**AR.HIST**

The AR.HIST file stores the PAID Accounts Receivable items after they are purged from the AR file. The purge and update takes place during the end of month job stream. The length of time that the data is maintained on the AR.HIST file is dependent upon a customer set parameter.  
Key= Company:Invoice = 01123456



# Updated Customer Support Tools

\\192.168.253.135\demo.archive\ORD

The Systems House Traini x

crs.tshinc.com/crs/guides/videos/videoplayer.htm?videoname=MDS-NX-3\_controller.swf&videodesc=MDS-NX%20Product%20customer%

**The Systems House, Inc.**  
Software Solutions for Distributors

CELEBRATING  
**30**  
YEARS

Welcome to The Systems House Online Training Series

HOME NEWSROOM SOLUTIONS SUPPORT CONTACT US

**The Systems House, Inc.** *mds* NX

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Phone: (770) 377-0050 Fax: (770) 377-0000

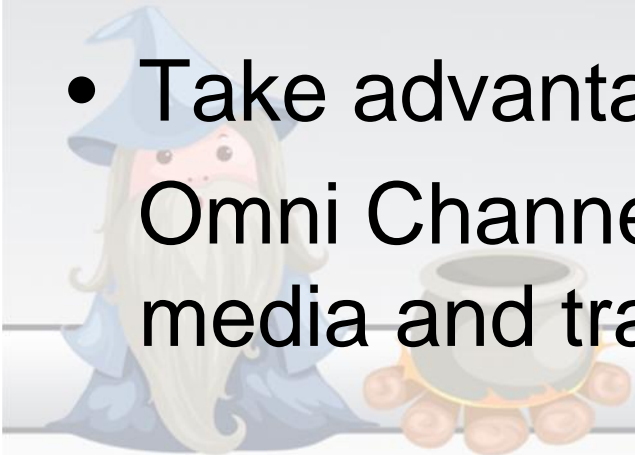
Internet

100%



# *MDS Magic and Sorcery*

- Apply Analytical Processing Power to create KPI's , Trend Graphs and Data Points
- Generate reusable simplified and automated business processes
- Customize and Beautify your customer communication
- Take advantage of Omni Channel Marketing with email, social media and traditional communications



# *Data Analytics*

- Trending KPI's – How are we doing?
- Create a set of Metrics to compare your status to a prior period

Example: Sales dollars vs

- Previous day
- Previous week
- Previous month
- Previous year



# Data Analysis

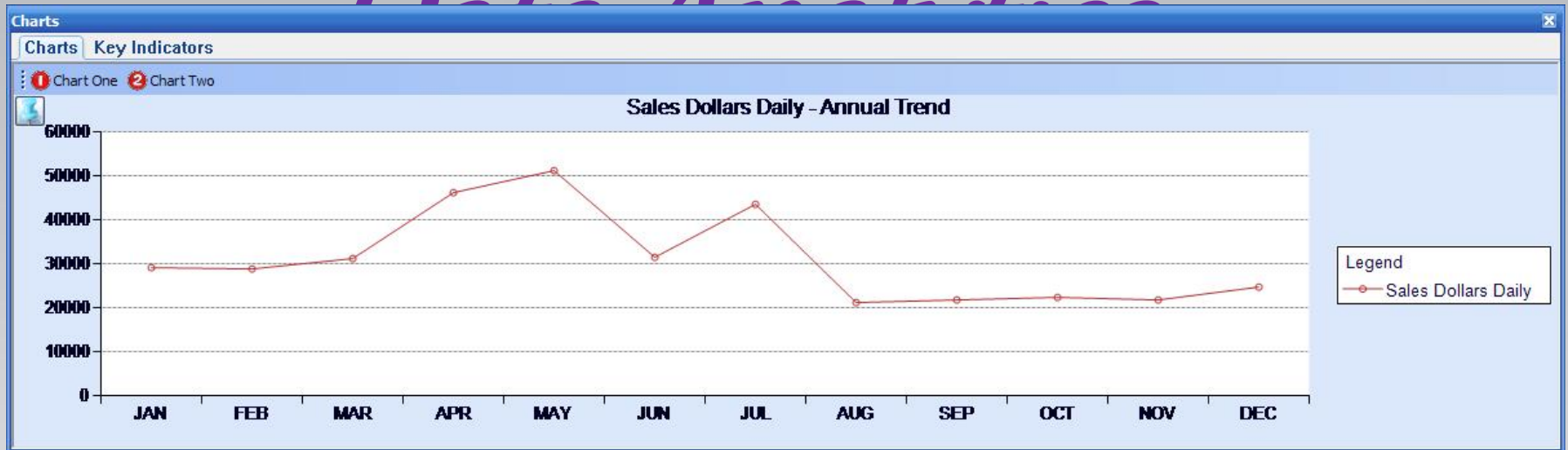


Example: Sales dollars vs

- Previous day
- Previous week
- Previous month
- Previous year



# Data Analysis



Example: Sales dollars vs

Key Indicators				
Charts		Key Indicators		
Indicator	Daily	Monthly	This Year	Last Year
Sales Dollars Daily - Trend Statistics	0%	0%	-40%	137%
Sales Dollars Monthly - Trend Statistics	1%	48%	684%	515%
Sales Dollars Yearly - Trend Statistics	0%	42%	152%	144%

# Data Analysis

Charts | Key Indicators

Chart One | Chart Two

Preview | Design | Open | Save

view

1 / 1 | 100%

BusinessObject

01: TSH Medical Compar

- + 001: SY FERTIG
- + 002: DAVID FERTIG
- + 003: LISA FERTIG
- + 004: INHOUSE SALES
- + 006: RETAIL SALES
- + 007: GUS VELEZ



TWELVE MONTH CUSTOMER SALES 10/20/14 16:57:17

Page 1 of 1

	Jun 14	Jul 13	Aug 13	Sep 13	Oct 13	Nov 13	Dec 13	Jan 14	Feb 14	Mar 14	Apr 14	May 14	TOTAL
TOTAL SALESMAN: 001 <u>SY FERTIG</u>	16355	15013	22784	9957	21593	9411	14203	12436	15223	34781	23624	22799	218180
TOTAL SALESMAN: 002 <u>DAVID FERTIG</u>	32	0	299	2590	0	0	2064	15	0	473	114	0	5587
TOTAL SALESMAN: 003 <u>LISA FERTIG</u>	19699	5283	9995	9484	15397	10008	11104	15817	21036	15625	15675	18163	167285
TOTAL SALESMAN: 004 <u>INHOUSE SALES</u>	7576	1775	2213	3266	2388	6674	5730	4173	6888	6905	4033	4420	56042
TOTAL SALESMAN: 006 <u>RETAIL SALES</u>	0	0	0	0	158	0	156	0	0	0	0	0	314
TOTAL SALESMAN: 007 <u>GUS VELEZ</u>	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL COMPANY: 01 <u>TSH Medical Company</u>	43662	22071	35291	25297	39535	26093	33257	32442	43147	57783	43445	45383	447407

# Data Analytics

Individual Dashboards – How am I doing?

Default Dashboard Setup:

## Operator Specific KPI

Total Orders entered  
Total Lines entered  
Total Order Dollars  
Total Percentage of All Orders

## Salesman Specific KPI

Sales Dollars  
Return Dollars  
GP Percentage  
Initial Calls  
Total Calls



SF-Localdemo - [djf-DEMO.12-MAIN.MENU]

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

MDS Menu

MDS Menu Find

Home Back Help

- Customer Service
- Purchasing
- Warehouse Management & Inventory
- Sales Analysis
- Sales Management Menu
- Accounting Menu
- File Maintenance
- End of Period Processing
- Utility Menu
- Customer Special Programs
- Optional Systems
- Quick Search

Tasks

07/29/2014 8:00 am

Date	Time	Description	Status	D...	O...	Task Nu...
5/16/2014	02:00 pm	Opportunity: ALB 5% / 25%	Past	⊖	📄	0000282
11/25/20...	09:00 pm	Opportunity: ALB 25% x 50 ML	WON	⊖	📄	0000283
12/20/20...	12:30 am	Opportunity: ALB 25% 50 ML	Past	⊖	📄	0000284
12/18/20...	10:00 am	Opportunity: ALB 25% 100 ML	WON	⊖	📄	0000285
6/2/2014	10:30 pm	Opportunity: ALB 25% 100 ML	Past	⊖	📄	0000286
6/2/2014	01:30 pm	Opportunity: ALB 25% x 100...	Past	⊖	📄	0000287
11/25/20...	8:00 am	Opportunity: ALB 25% 50 ML	LOS	⊖	📄	0000280

Key Indicators

Charts Key Indicators

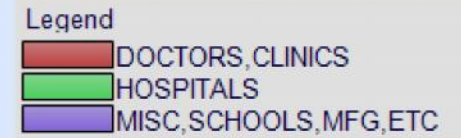
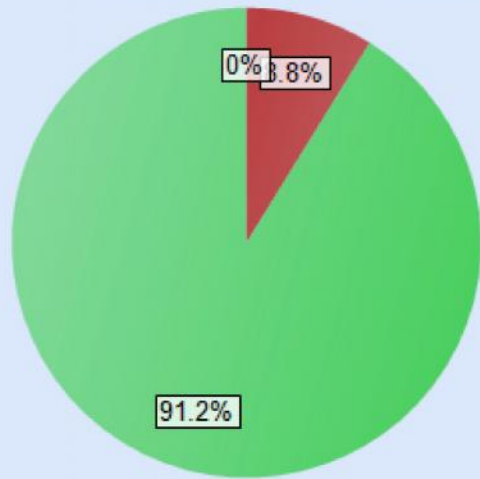
Indicator	Daily	Monthly	This Year	Last Year
Sales Dollars Monthly - Trend Statistics	0%	0%	0%	0%
Number of Orders for Chad Salesgood	13	91	91	
Number of Lines for Chad Salesgood	40	196	196	
Order Dollars for Chad Salesgood	\$93,023	\$628,309	\$628,309	
Pct of Orders for Chad Salesgood	57%	26%	26%	
Sales Dollars for Slsm 001 Chad Salesgood	\$0	\$38,038	\$273,305	
Returns Dollars for Slsm 001 Chad Salesgood	\$0	(\$2,053)	(\$6,974)	
GP Dollars for Slsm 001 Chad Salesgood	\$0	\$1,481	\$1,481	

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

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

The Systems House Ready 7/29/2014 5:58:14 PM CAP NUM SCRL

### Customer Sales for Salesman 001 Chad Salesgood



Quick Search ★ ?

Order Dollars for Chad Salesgood	\$93,023	\$628,309	\$628,309
Pct of Orders for Chad Salesgood	57%	26%	26%
Sales Dollars for Slsm 001 Chad Salesgood	\$0	\$38,038	\$273,305
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Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup



SF-Localdemo - [djf-DEMO.12-MAIN.MENU]

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

Charts

Chart One Chart Two

### Product Sales for Salesman 001 Chad Salesgood

Legend

- APPAREL & GARMENTS
- Area Rugs
- BANDAIDS
- BATTERIES
- BLADES,HANDLES,PUNCHES,
- BLD COLL NEEDLES LANCE ET
- BP ASSCY & UNITS
- BULBS,PENLITES,CAUTERIES
- CASTING PRODS & ASSCY
- CONTROLS & CALIBRATORS
- COTTON PRODS
- CREAMS, OINTMENT, JELLY
- DEMO
- DIABETIC TEST EQ&SUPPLIES
- DIAG INST,EQ,SUPPLIES
- DRESSINGS & WRAPS
- DRUGS & MEDICATIONS
- EKG PRODUCTS
- ELASTIC BANDAGES
- EXAM ROOM EQUIPMENT
- GAUZE/SPONGES
- GLOVES VINYL
- GLOVES/NONSTERILE
- GLOVES/STERILE
- INJECTABLES
- INSTRUMENTS SURGICAL
- INSULIN

ETC

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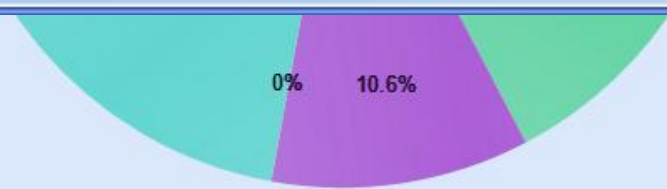
The Systems House Ready 7/29/2014 5:58:14 PM CAP NUM SCRL

Product Sales for Salesman 001 Chad Salesgood

Key Indicators

Indicator	Daily	Monthly	This Year	Last Year
Sales Dollars Monthly - Trend Statistics	0%	0%	0%	0%
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GP Dollars for Sism 001 Chad Salesgood	\$0	\$1,481	\$1,481	
Calls for Sism 001 Chad Salesgood	12	12	12	
Initial Calls for Sism 001 Chad Salesgood	12	12	12	

- GLOVES/STERILE
- GLOVES/STERILE
- INJECTABLES
- INSTRUMENTS SURGICAL
- INSULIN



Oe Contacts Maint Drill Execinq Reports Capt Off View Crm.menu Vrm.menu  
Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

# *Data Analytics*

Measuring Customer Value

*“Customer Stratification”*

**Measurements:**

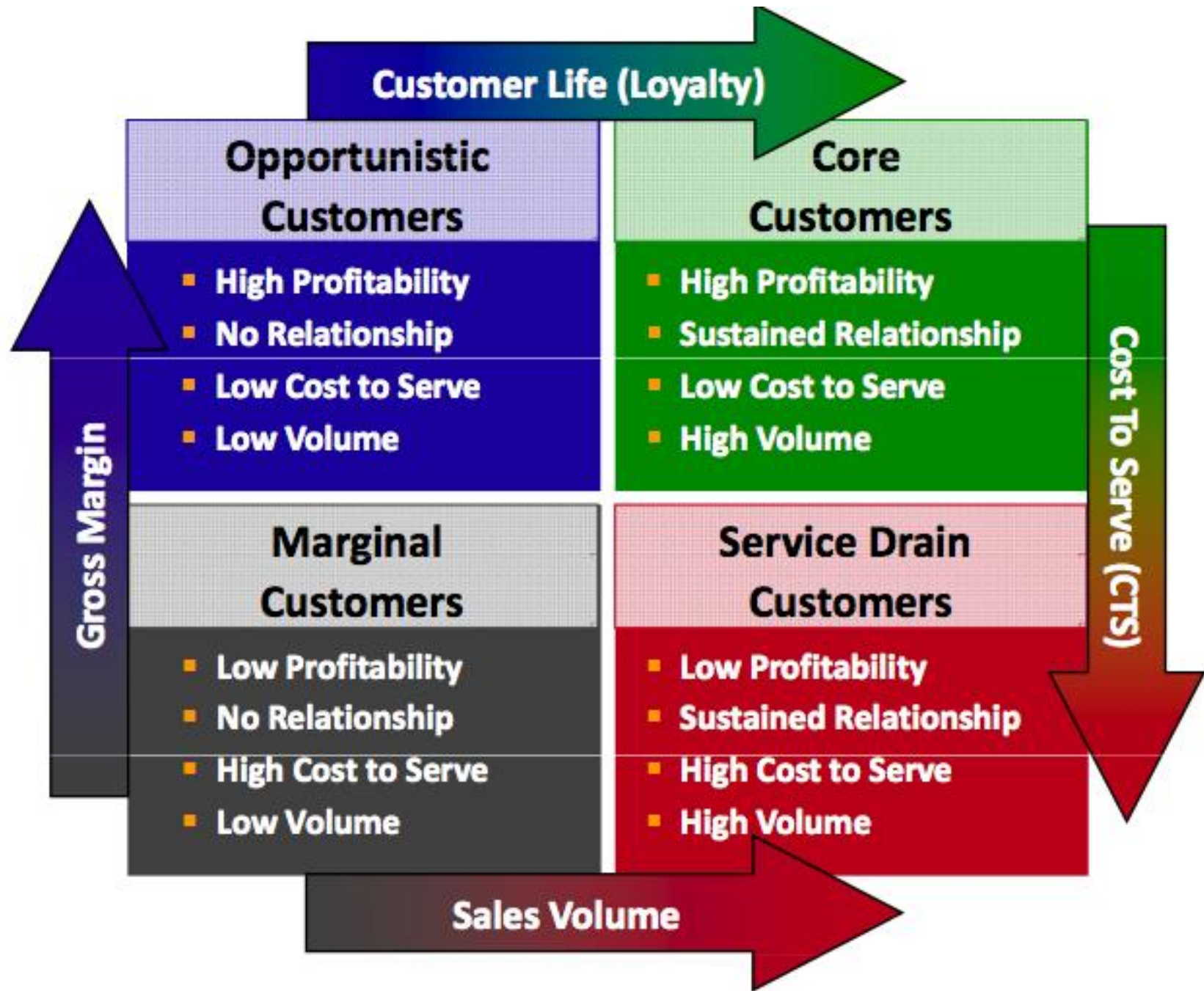
**Sales Volume**

**Gross Margin**

**Cost to Service**

**Loyalty**





Executive Inquiry - Salesman Summary

As of Fiscal Period Ending

1107

Co# 01 TSH Medical Company

Salesman		Month to Date			Year to Date		
		Sales	Profit	GP%	Sales	Profit	GP%
001	Chad Salesgood	35985.27	957.10	2.66	266330.78	957.10	0.36
002	DAVID FERTIG	53294.59	0.00	0.00	433046.50	0.00	0.00
003	LISA FERTIG	68268.71	0.00	0.00	530184.30	0.00	0.00
004	INHOUSE SALES	65677.24	450.91	0.69	342732.62	450.91	0.13
005	KEVIN LYNCH	12776.74	0.00	0.00	158774.65	0.00	0.00
006	RETAIL SALES	3750.84	0.00	0.00	49085.73	0.00	0.00
007	GUS VELEZ	37.64	0.00	0.00	37.64	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00
		0.00	0.00	0.00	0.00	0.00	0.00

Totals Sales 239791.03 Profit 1408.01 GP% 0.59 Year Sales 1780192.22 Profit 1408.01 GP% 0.08

Enter END to Exit

XXXXXX

Print Sum Day/montl Calls Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup





CUSTOMER ACTIVITY ANALYSIS AS OF 07/30/14 13:47:02 Page 1 of 1

FOR FISCAL PERIOD 12

CUSTOMER # & NAME	LAST ORD DATE	ON MTD	ORDERS YTD	MONTH SALES PCT			YTD SALES PCT			GROSS PROFIT PCT			
				THIS YR	LAST YR	CGE	THIS YR	LAST YR	CGE	THIS YR	LAST YR	PCT CGE	PCT GP
GUTMH GUTTENBURG MUN HOSPITAL	12/20/2013	1	2	0	0	0	44	0	0	17	0	0	:
MERCYCB MERCY CARE BLAIRSFERRY	2/2/2014	18	163	0	1770	-100	20520	3566	475	5017	1124	346	:
MERCYCCP MERCY CARE CENTER POINT	11/30/2013	0	3	0	0	0	305	0	0	71	0	0	:
MERCYCCR MERCY CARE CEDAR RAPIDS	12/15/2013	8	30	0	0	0	2929	0	0	830	0	0	:
MERCYCIND MEDICAL ASSOCIATES OF	1/27/2014	6	80	0	1386	-100	36922	15165	143	8359	4611	81	:
MERCYCJA MERCY CARE JOHNSON AVENU	1/27/2014	34	251	0	3226	-100	23601	17949	31	5973	4958	20	:
MERCYCMAR MERCY CARE MARION	12/28/2013	35	264	0	1477	-100	31879	15225	109	8986	4654	93	:
MERCYCUSA MERCY CARE 2ND AVENUE	12/28/2013	10	77	0	247	-100	4525	5609	-19	1491	1023	46	:
MERCYCVV MERCY CARE VERNON VILLAG	12/26/2013	6	54	0	2854	-100	17188	5461	215	4113	1290	219	:
MERCYFC MERCY FITNESS CENTER	12/22/2013	3	15	0	144	-100	1433	547	162	336	152	121	:
MTMERCY MT MERCY COLLEGE	5/18/2013	0	1	0	0	0	195	0	0	65	0	0	:

Print Sum Day/montl Calls

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

The Systems House Ready 7/29/2014 6:24:45 PM CAP NUM SCRL




Preview Design Open Save

1 / 2 100%

BusinessObjects

Preview  
---01:

CUSTOMER DESCENDING GROSS PROFIT YTD ANALYSIS 10/20/14 16:50:02 Page 1 of 2



CO #	NAME	***** MONTH TO DATE *****				***** YEAR TO DATE *****			
		NET SALES\$	PROFIT	G/P%	± TOTAL	NET SALES\$	PROFIT	G/P%	± TOTAL
UMC	UNIVERSITY MEDICAL CENTE	12414	4952	39.89	1.72	153284	52799	34.45	40.22
KESSLER	KESSLER RENAB GROUP	30433	9073	29.81	4.25	57611	19740	34.26	15.12
MERCYCMAR	MERCY CARE MARION	2879	1038	36.05	0.40	31879	8986	28.19	8.37
MERCYCIND	MEDICAL ASSOCIATES OF	4688	1073	22.89	0.65	36922	8359	22.64	9.69
MERCYCJA	MERCY CARE JOHNSON AVENUE	4370	1012	23.16	0.59	23601	5973	25.31	6.19
MERCYCB	MERCY CARE BLAIRSFERRY	1110	296	26.67	0.16	20520	5017	24.45	5.38
MERCYCVV	MERCY CARE VERNON VILLAG	4074	846	20.77	0.57	17188	4113	23.93	4.51
MARCOW	MICHAEL MARCOWITE MD	1050	484	46.10	0.15	14478	3750	25.90	3.80
MERCYWL	MERCY SERVICE WEST LIBER	2329	702	30.14	0.32	8223	2611	31.75	2.16
MERCYCSA	MERCY CARE 2ND AVENUE	717	413	57.60	0.10	4525	1491	32.95	1.19
MERCYKFP	MERCY KALONA FAM PRACTIC	212	67	31.60	0.03	3183	1018	31.98	0.84
MERCYCCR	MERCY CARE CEDAR RAPIDS	398	109	27.39	0.06	2929	830	28.34	0.77
MERCYMCC	MERCY MEDICAL CENTER	0	0	0.00	0.00	1137	448	39.40	0.30
MERCYFC	MERCY FITNESS CENTER	240	58	24.17	0.03	1433	336	23.45	0.38
MERCYIC	MERCY HOSPITAL	59	23	38.98	0.01	804	268	33.33	0.21
FS	Phil's Rug Store	375	155	41.33	0.05	375	155	41.33	0.10

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

The Systems House Ready 7/29/2014 6:24:45 PM CAP NUM SCRL



BusinessObjects

Preview 002:DAVID FERTIG

- 002:DAVID FERTIG
  - 1.00:TERRITORY 01
    - 01:HOSPITALS
      - MERCYCIC:MERCY H
      - MERCYSIC:MERCY S



TWELVE MONTH CUSTOMER SALES 10/20/14 16:45:22

	Jun 14	Jul 13	Aug 13	Sep 13	Oct 13	Nov 13	Dec 13	Jan 14	Feb 14	Mar 14	Apr 14
MERCY HOSPITAL	32	0	299	116	0	0	27	15	0	473	
MERCY SERVICES IOWA CIT'	0	0	0	2474	0	0	2037	0	0	0	
TOTAL CLASS: 01											
<u>HOSPITALS</u>	32	0	299	2590	0	0	2064	15	0	473	
TOTAL TERRITORY:	32	0	299	2590	0	0	2064	15	0	473	
TOTAL SALESMAN: 002											
<u>DAVID FERTIG</u>	32	0	299	2590	0	0	2064	15	0	473	
TOTAL COMPANY: 01											
<u>TSH Medical Company</u>	43662	22071	35291	25297	39535	26093	33257	32442	43147	57783	






BusinessObjects

Preview Design Open Save

1 / 1 100%

Preview UMC:UNIVERSITY MEDICAL CENTER

... UMC:UNIV



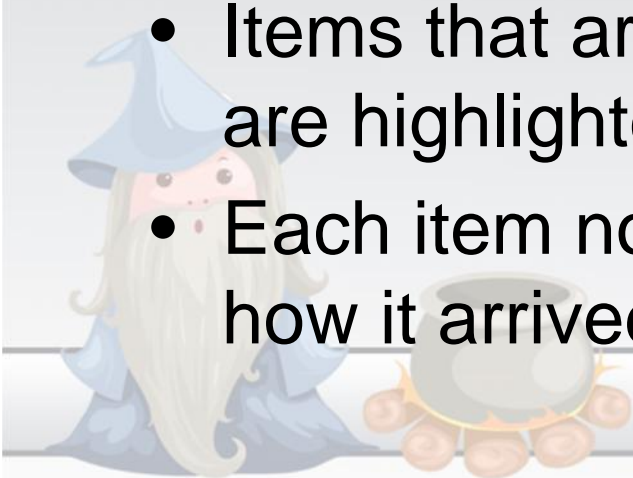
COMPARATIVE SALES BY CUSTOMER CONSOLIDATED REPORT 10/20/14 17:01:46

Page 1 of 1

***** CURRENT YEAR *****						***** LAST YEAR *****									
UMC	UNIVERSITY MEDICAL CENTER					SLSM:	001 SY FERTIG								
JAN	14359.37	FEB	13043.68	MAR	34171.49	QTR	61574.54	JAN	0.00	FEB	0.00	MAR	0.00	QTR	0.00
APR	12957.26	MAY	22032.71	JUN	15863.31	QTR	50853.28	APR	0.00	MAY	0.00	JUN	953.82	QTR	953.82
JUL	28814.70	AUG	11934.87	SEP	106.20	QTR	40855.77	JUL	15013.28	AUG	19438.00	SEP	9793.12	QTR	44244.40
OCT	0.00	NOV	0.00	DEC	0.00	QTR	0.00	OCT	21354.15	NOV	9411.26	DEC	12064.59	QTR	42830.00
						YTD	153283.59							YTD	88028.22
<b>GRAND TOTAL</b>						YTD	361061.06							YTD	185366.82

# *Data Analytics*

- Product Stratification, finding out what items should not be part of your product offering.
- We offer ABC analysis which builds safety stock with the latest release we allow for negative safety stock effectively allowing you to no longer order items considered as a “D” item.
- Items that are overridden with a manual ROP are highlighted in color.
- Each item now has an ROP Audit to show you how it arrived at that number.



# Data Analytics

SF-LOCAL-DEMO - [djf-DEMO.12-IM.PARAMS1]

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

Application

INVENTORY MANAGEMENT PARAMETER FILE INPUT

Inventory Management Parameters - Basic Settings

PARAMETER IM.PARAM

1.ROP Months Non Seasonal	5	Demand Scaling Factor - Non Seasonal	
2.ROP Months Seasonal	3	16.#	
3.A Item Service Level	148.00	1.	6
4.B Item Service Level	104.00	2.	5
5.C Item Service Level	68.00	3.	4
6.D Item Service Level	-99.00	4.	3
7.Single Service Level	0.00	5.	2
8.PO Cost Source	2	6.	1
9.Default Purchasing Lead Time	2.0	7.	1
10.Default Admin Lead Time	0.5	8.	1
11.Alpha Constant for Lead Time	0.3	9.	
12.Purchasing Lead Time Minimum	25.00	10.	
13.Purchasing Lead Time Maximum	200.00	11.	
14.Default ROP/Min Months	0.0	12.	
15.Default ROQ/Max Months	0.0		

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

XXXXXX PAGE 1 OF 2

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

The Systems House Ready 7/30/2014 2:43:05 PM CAP NUM SCRL

Application

SELECTED PRODUCTS FOR PURCHASE ORDER GENERATION

Warehouse	<input type="text" value="1"/>	Credit Limit	<input type="text"/>	PO Date	<input type="text" value="07/31/14"/>
Vendor	<input type="text" value="US MEDSOURCE SARASOTA"/>	AP Balance	<input type="text" value="4248"/>	Total Stock	<input type="text"/>
	<input type="text" value="BSN"/> Min\$ <input type="text" value="0.00"/>	Total \$	<input type="text" value="1,114.71"/>	Total Purch	<input type="text"/>
	<input type="text" value="BSN MEDICAL®"/>	Total Wgt	<input type="text" value="0.0"/>	Min Qty	<input type="text"/>
				Total Cube	<input type="text" value="0."/>

Product	Avail	ROP/Min	Sls 2Mos	Sls Yr	ROQ/Max	Order Qty
13 BSN-5972 CAST TAPE FIBERGLASS 2"X4YDS	1	1	3	4	1	0 / B
14 BSN-6022 CAST TAPE FIBERGLASS 2"X4YDS	5	2	0	1	4	0 / B
15 BSN-6023 CAST TAPE FIBERGLASS 3"X4YDS	4	2	2	2	4	0 / B
16 BSN-6052 CAST TAPE FIBERGLASS 2"X4YDS	2	2	2	4	4	2 / B
17 BSN-6053 CAST TAPE FIBERGLASS 3"X4YDS	2	2	1	3	4	2 / B
18 BSN-6063 CAST TAPE FIBERGLASS 3"X4YDS	4	2	2	3	4	0 / B

Denotes Manual ROP

SALES	JAN14	FEB14	MAR14	APR14	MAY14	JUN14	YTD14
	0	0	0	1	1	0	4
	JUL14	AUG13	SEP13	OCT13	NOV13	DEC13	LYTD13
	2	0	0	0	0	0	0

Line# to Add or Change, END to Create PO(s), ABORT to Cancel

XXXXXX

St Status 
 Inventory 
 Cst Quote 
 Skip Vend 
 Vend Note 
 Rop Log 
 Help 
 Ok/End 
 Insert 
 Delete 
 Prev 
 Next 
 Inquiry 
 Cancel 
 Off 
 Popup

Application

SELECTED PRODUCTS FOR P

Warehouse

Vendor

Product

13	BSN-5972	CAST TAPE FIBER
14	BSN-6022	CAST TAPE FIBER
15	BSN-6023	CAST TAPE FIBER
16	BSN-6052	CAST TAPE FIBER
17	BSN-6053	CAST TAPE FIBER
18	BSN-6063	CAST TAPE FIBER

SALES

Line# to Add or Change,

St Status Inventor

Help Ok/End

GENERAL HELP

Inventory Management Log Information :

Demand Update for BSN-5972  
 Run on 07/22/14  
 Run at 10:20:46am  
 Product is Non Seasonal.  
 Current Sales Subtotal :15  
 Demand Based on 5 months.  
 With the Months weighted as follows:  
 Current Month 5, 1st Previous 4, 2nd Previous 3, 3rd Previous 2, 4th Previous 1,  
 Our weighted sample will be based on: 15 months.  
 Calculated Demand = 15 / 15 months.  
 Calculated Demand = 1  
 Final Demand = 1

ROP Update for Product BSN-5972  
 Run on 07/22/14  
 Run at 10:30:03am  
 Administrative Lead Time = 0.5 months.  
 Purchasing Lead Time = 0.2 months from Product Detail Cumulative Average  
 Service Level = 2000 for Product Ranking C  
 ROP Method is 3 MIN/MAX Method from Warehouse 001 Maintenance.  
 Demand = 1 from Product Calculated Demand.  
 Min/ROP Months set to 0.5 of Demand in Inv Mgmt Param Maint.  
 Max/ROQ Months set to 1.0 of Demand in Inv Mgmt Param Maint.  
 Adjusted Min/ROP = 1 Demand X 0.5 MinMonths = 1  
 Calculated Min/ROP = 0.6 + (0.6 X 0.2000 SERVICELEVEL)  
 Calculated Min/ROP = 1  
 Adjusted Max/ROQ = 1 Demand X 1.0 MaxMonths = 1  
 Calculated Max/ROQ = 1.2 + (1.2 X 0.2000 SERVICELEVEL)  
 Calculated Max/ROQ = 1  
 Final Min/ROP = 1  
 Final Max/ROQ = 1

End Help  
 Inquiry  
 Cancel



File Edit Settings

GENERAL HELP



Application

Shortcuts

Terminal

MDS Menu

Find

Tasks

Charts

Key Indicators

SALES

Line# to A

St Status

Help

Inventory Management Log Information :

Demand Update for BSN-6022  
 Run on 07/22/14  
 Run at 10:20:46am  
 Product is Non Seasonal.  
 Current Sales Subtotal :3  
 Demand Based on 5 months.  
 With the Months weighted as follows:  
 Current Month 5, 1st Previous 4, 2nd Previous 3, 3rd Previous 2, 4th Previous 1,  
 Our weighted sample will be based on: 15 months.  
 Calculated Demand = 3 / 15 months.  
 Calculated Demand = 0  
 Final Demand = 0

ROP Update for Product BSN-6022  
 Run on 07/22/14  
 Run at 10:30:03am  
 Administrative Lead Time = 0.5 months.  
 Purchasing Lead Time = 0.4 months from Product Detail Cumulative Average  
 Service Level = -9900 for Product Ranking D  
 ROP Method is 3 MIN/MAX Method from Warehouse 001 Maintenance.  
 Demand = 0 from Product Calculated Demand.  
 Min/ROP Months set to 0.5 of Demand in Inv Mgmt Param Maint.  
 Max/ROQ Months set to 1.0 of Demand in Inv Mgmt Param Maint.  
 Adjusted Min/ROP = 0 Demand X 0.5 MinMonths = 0  
 Calculated Min/ROP = 0 + (0 X -0.9900 SERVICELEVEL)  
 Calculated Min/ROP = 0  
 Adjusted Max/ROQ = 0 Demand X 1.0 MaxMonths = 0  
 Calculated Max/ROQ = 0 + (0 X -0.9900 SERVICELEVEL)  
 Calculated Max/ROQ = 0  
 Product Override Min/ROP = 2  
 Final Min/ROP = 2  
 Product Override Max/ROQ = 4  
 Final Max/ROQ = 4

End Help

Inquiry

Cancel

# *MDS Automation*

- MDS Triggers are a new subsystem that can be used to automatically call a program and perform an action whenever a record is changed in a specified MDS Table.



# MDS Automation

SF-LOCAL-DEMO - [djf-DEMO.12-MDS.TRIGGER.SETUP012\$1]

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

Application

MDS File Trigger Process Setup

Line	Filename	Process	Active
1	PROD.MAST	COST.CHANGE.TRIGGER012	<input checked="" type="checkbox"/>
2	RN.SEARCH.HIST	WEB.SEARCH.HIST.TRIGGER012	<input checked="" type="checkbox"/>
3	WEB.PRODS.PENDING	WEB.PROD.PENDING.TRIGGER012	<input checked="" type="checkbox"/>
4	PROD.DET	STOCK.AVAIL.ALERT012	<input checked="" type="checkbox"/>
5	PROSPECT.MAST	SLSM.NOTES.ALERT012	<input checked="" type="checkbox"/>
6			<input type="checkbox"/>
7			<input type="checkbox"/>
8			<input type="checkbox"/>
9			<input type="checkbox"/>
10			<input type="checkbox"/>
11			<input type="checkbox"/>
12			<input type="checkbox"/>
13			<input type="checkbox"/>
14			<input type="checkbox"/>
15			<input type="checkbox"/>
16			<input type="checkbox"/>
17			<input type="checkbox"/>
18			<input type="checkbox"/>

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 7/30/2014 2:46:22 PM CAP NUM SCRL

Products  
Customer Lookup: 1:39:53 PM  
Vendors



# *MDS Automation*

- Cost Change Trigger – updates GL with cost changes to track item cost changes.
- Web Search Trigger – Emails sales/customer service when a web customer searches for a particular product or term.
- Web Prods pending – Sends changes to the website in real-time when items are updated.
- Stock alert – when an item that was on backorder, or a new item is now available to sell, it emails the customer/salesman to alert them it's now available , if on an order it will ship if not they can call and order it.
- Salesman notes alert – sends a report to a salesman/ sales manager about activity for the day/time period.
- Salesman Follow-up Reminder – sends email to remind salesman about overdue follow-up dates.




# MDS Automation

Product SIM\_B350-6 is now available - Message (HTML)


Message

Reply Reply Forward Delete Move to Create Other Block Safe Lists Categorize Follow Mark as Find Related Select Find  
to All to All X Folder Rule Actions Sender Not Junk Options Up Unread Find

From: support@tshinc.com Sent: Wed 7/30/2014 3:02 PM  
To: TSH Support Email  
Cc:  
Subject: Product SIM\_B350-6 is now available

 Your item is now in stock

Dear Customer,  
A while back you asked us to notify you when the SIM\_B350-6 came back in stock. This product has arrived and is now available!!

 SIM\_B350-6  
SIMPORT URISAFE 24-HOUR COLLECTION CONTAINERS94

Please contact us to place your order as soon as possible. The products are selling fast and we can not **guarantee** the inventory.

**Please contact us with any questions @ 800-637-5556 or email us at support@tshinc.com**

Thank You  
RNWeb Medical Supply Click here to login and place your order <http://hosting.tshinc.com/rn/>

Application

Setup WEB Search Alert Parameters

WEB.SRCH.ALERT

1.Ln	Product / Search String	
1	3M-350L	STERIL LATEX GLOVES LG
2	LATEX FREE GLOVE	
3		
4		
5		
6		
7		
8		
9		
10		

2.Emails

SALES@TSHINC.COM  
customerservice@tshinc.com

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

XXXXXX

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

Thank You  
RNWeb Medical Supply Click here to login and place your order <http://hosting.tshinc.com/rn/>

Setup WEB Search Al

WEB.SRCH.ALERT

1.Ln	Product / Search String
1	3M-350L
2	LATEX FREE GLOVE
3	
4	
5	
6	
7	
8	
9	
10	

2.Emails

SALES@TSHINC.COM  
customerservice@tshinc.com

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

Help Ok/End Insert Delete Prev

Web Search Alert for: BASE.12 - Message

Message

Reply Reply Forward to All Forward Delete Move to Folder Create Rule Other Actions Block Sender Safe Lists Not Junk Junk E-mail Categorize Follow Up Mark as Unread Find

From: support@tshinc.com Sent: Fri 7/25/2014 5:38 PM

To: TSH Support Email; David Fertig

Cc:

Subject: Web Search Alert for: BASE.12

The Following customer performed a web search using the following criteria:  
Your Criteria: 12071  
User Searched for: ALLTEXT:("12071") OR APRODNO:(12071\*)  
Customer: UMC  
WEB User: DEMO  
BASE.12  
Time: 11:29:56am  
Date: 07/25/2014

Thank You

RNWeb Medical Supply Click here to login and place your order <http://hosting.tshinc.com/rn/>



FILE

MESSAGE



Mon 10/20/2014 5:11 PM

SUPPORT@tshinc.com

Salesname Daily Note Review for Salesman - David Fertig

To David Fertig

We removed extra line breaks from this message.

Message DF.PNOTES (9 KB)

Action Items + Get more apps

This shows all of salesman 111's notes for today

SLSMNAME..... David Fertig  
A.CUST.NO.... TOPRX  
CUST.NAME.... TOP RX, INC.  
Notes Date... 10/20/14  
Notes Time... 01:34:00pm  
Notes Actual. Carl - Thanks for the response - I am very happy to hear that is the case- let me know when we can catch up.

ENTER LINE # TO

Help

ie Systems House

Thank You  
RNWeb Medical Supply Click here to login and place your order <http://hosting.tshinc.com/rn/>

Find

5/2014 5:38 PM

ng

PM CAP NUM SCRL

# *MDS Automation*

- Create a QC Audit function that will track updates to any MDS File using MDS Triggers and create QC tasks based on number or percentage of updates.



# MDS Automation

DJF - [mail.tshinc.com-BASE.12-MDS.QC.PARAM.MAINT012S1]

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

Application

PARAMETER

1.Default Operator for Audit Tasks   
2.Default Number of Updates to Trigger Audit   
3.Default Program Name of Trigger

Ln	Filename	to	Audit	Operator	NumRecords	A/U/B
1.	<input type="text" value="PEDIGREE"/>			<input type="text" value="DJF"/>	<input type="text" value="10"/>	<input type="text" value="B"/>
2.	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>
3.	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>
4.	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>
5.	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>
6.	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>
7.	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>
8.	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>

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

Product Lookup : 6:36:34 PM Customer :  
Customer Lookup : 6:36:36 PM  
Vendor Lookup : 6:36:36 PM

Shortcuts Terminal MDS Menu Find Tasks Charts Key Indicators

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

# MDS Automation

DJF - [mail.tshinc.com-BASE.12-PEDIGREE.MENU]

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

MDS Menu Find

Home Back Help

1. Pedigree Update ★ ?

2. Print Pedigree Form ★ ?

3. Pedigree Authorization Maintenance ★ ?

4. Pedigree Manufacturer Maintenance ★ ?

5. Pedigree Wholesaler Maintenance ★ ?

6. Pedigree Recipient Maintenance ★ ?

Tasks

10/23/2013

Date	Time	Description	Status	D...	O...	Task Nu...
4/25/2011	08:00am	Call for Pricing Check	Past	⊖	📄	0000256
4/29/2011	08:00am	update product sell sheet...	Past	⊖	📄	0000257
10/23/20...	8:00 am	DAVID CREATED	Past	⊖	📄	0000304
10/23/20...	07:38pm	PEDIGREE - 00000000375 Re...	Past	⊖	📄	0000307

Charts

Key Indicators

Chart One Chart Two

Bank Cash Balance - Annual Trend

Legend: Bank Cash E

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

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

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



# MDS Automation

DJF - [mail.tshinc.com-BASE.12-PEDIGREE.MENU]

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

MDS Menu Find

Home Back Help

1. Pedigree Update
2. Print Pedigree Form
3. Pedigree Authorization
4. Pedigree Manufacturer
5. Pedigree Wholesaler M
6. Pedigree Recipient Ma

Tasks

Date	Time	Description	Status	D...	O...	Task Nu...
10/23/2013						
4/25/2011	08:00am	Call for Pricing Check	Past			0000256
4/29/2011	08:00am	update product sell sheet...	Past			0000257
10/23/2013	07:38pm	DAVID CREATED	Past			0000304
						0000307

**Edit Task**

Description: PEDIGREE - 00000000375 Requires Auditing

Date: 10/23/2013

Time: 07:38pm

OK Cancel

Legend: Bank Cash E

Month	Bank Cash E
JAN	-15000000
FEB	-15000000
MAR	-10000000
APR	-15000000
MAY	-10000000
JUN	-15000000
JUL	-20000000
AUG	-15000000
SEP	-15000000
OCT	-15000000
NOV	-20000000
DEC	-10000000

Contacts Maint Drill Execinq Reports Capt Off View Crm.menu Vrm.menu

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

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

# MDS Automation

DJF - [mail.tshinc.com-BASE.12-PEDIGREE.MENU]

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

MDS Menu Tasks

MDS Menu Find 10/23/2013

DJF - [mail.tshinc.com-BASE.12-TASK.LISTS.ENTRY012\$1]

mail.tshinc.com-BASE.12-TASK.LISTS.ENTRY012\$1

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

Application

Task Lists Entry (Detail)

Task ID	0000307	# in list	Position in list
1.Operator			David Fertig
2.Responsibility			Audit_Function
3.Customer/Prospect			
4.Priority Code			
5.Status Code			Q2 QC Completed
6.Description			PEDIGREE - 00000000375 Requires Auditing
7.Notes	1.		Pulled for Audit Check
	2.		Under Supervisor Review
	3.		Audit Completed
	4.		
	5.		
8.Due Date / Start Date			10/23/13
9.Start Time			07:38pm
10.Recurring Task			N Not Recurring
11.Ending Date of Task			
12.Day of Week / Month			
13.Day of Month-2			
14.Complete (Y/N)			N Original Task ID
			Last Record of Original Task?

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

XXXXXX

Prev Rec Next Rec

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

# *MDS Beautification*

- Modify the Base Form processes to allow for HTML type forms to be used.



# MDS Beautification

SF-LOCAL-DEMO - [djf-DEMO.12-MODCOPY.EMAIL010\$1]

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

Application

Report Master - Report Summary CAPTURED

User

Count

#

1. To df@tshinc.com

2. From Df@tshinc.com

3. Subject Html Form Attached!

4. Message

5. Convert to P

Enter Line#, ABORT, '0' or 'END' to Send E-Mail

XXXXXX

X  
N  
N  
N  
N  
Y  
N  
N  
N  
N  
N  
N  
N  
N

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

The Systems House Ready 7/30/2014 3:50:30 PM CAP NUM SCRL

# MDS Beautification

The screenshot shows a terminal window titled "SF-LOCAL-DEMO - [djf-DEMO]" with a menu bar (File, Edit, Settings, Reset) and a sidebar with navigation options (Shortcuts, Application, Report, Master, User, Cou, #, 1. To, 2. From, 3. Subject, 4. Message, 5. Convert to, Enter Line#, ABOR). An "Inquiry List" dialog box is open, displaying a list of "ACCEPTABLE VALUES":


- N No Conversion
- P PDF
- H HTML (Webpage)
- W Word Document
- X Excel Document
- I Image

The dialog box has a close button (X) in the top right and status icons (checkmark, plus, minus) at the bottom. The background terminal window shows a grid of data with a yellow highlight on a cell containing "XXXX". The system tray at the bottom includes icons for Help, Ok/End, Insert, Delete, Prev, Next, Inquiry, Cancel, Off, and Popup. The system clock shows "7/30/2014 3:50:30 PM" and the taskbar includes "CAP NUM SCRL".

# MDS Beautification

Customer Re x Orders On H x Dashboard - x Customer Re x TSH Custom x Customer Re x Customer Re x Customer Re x Customer Re x Document T x

file:///C:/Users/David/AppData/Local/Microsoft/Windows/Temporary%20Internet%20Files/Content.Outlook/BV7MS70U/INV%2001A00558100011.HTML



## Invoice

Inv Number  
01A00558  
Page: 1

---

The Systems House, Inc.  
1033 Route 46 E.  
STE. 202  
Clifton, NJ 07013  
Phone: 973-777-8050  
Fax: 973-777-3063  
DEA12345

Remit:  
The Systems House, Inc.  
1033 Route 46 E.  
STE. 202  
Clifton, NJ 07013  
Phone: 973-777-8050  
Fax:

---

Bill-to: UMC  
UNIVERSITY MEDICAL CENTER  
1 STATION PLAZA  
CLIFTON NJ 07013

Ship-to: 001 SY1  
UNIVERSITY MEDICAL CENTER  
1 STATION PLAZA  
CLIFTON NJ 07013

---

Invoice Date: 04/27/12  
Ship Date: 04/27/12  
Our Order No: 01A03171001

Salesman: Salesman-001  
Ship Via: PICKUP  
Customer Order: PO-1234  
Terms: 2/10 NET 30  
DEA#: ZZ900059 Exp: 10/15/12

---

License: DR. LIC. Exp: 11/15/12

Special Instructions:

Line	Item Number / Description	Ordered	UM	Shipped	UM	B/O Qty	Unit Price	UM	Extension
1	101 RED PLASTIC DESK	1	XU	1	PK	0	60.00	XU	\$60.00
2	3M-350L STERIL LATEX GLOVES LG (100 COUNT)	1	EA	1	EA	0	28.00	EA	28.00
5	CE8mm2 Cats Eye/Optic Beads Round, Yellow, 8mm	1	EA	0	EA	1	100.00	EA	0.00
6	105 0123456789012345678901234567890	1	EA	0	EA	1	50.00	EA	0.00
7	105 0123456789012345678901234567890	1	DZ	12	EA	0	600.00	DZ	600.00
8	108 TEST REFRIG ITEM	1	EA	1	EA	0	65.00	EA	65.00
9	ARWKCFS CARPET FRESH 9 OZ	1	DZ	12	EA	0	210.60	DZ	210.60
10	BENJILLOT								

- File
- Shortcuts
- Terminal
- MDS Menu
- Find
- Tasks
- Charts
- Key Indicators

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

# *MDS Multichannel Communication*

- Prospect Email Blast Enhancement
- Add a Library of Prebuilt templates to choose for blast email
- Add option for Campaign ID's to track emails and convert to sales using special discount codes or tracking information



# MDS Multichannel

# Communication

Application

Send and Maintain Email Marketing Campaigns

1. Choose an Existing Campaign ID or Create a New One Below

Campaign ID	Subject	Last Updated
Bisque-Sample	Monthly Hot Sellers from TSH S	Updated : 02/19/14 @ 01:53:51p
Blue-Sample	Monthly Hot Sellers from TSH S	Updated : 12/30/13 @ 06:02:43p
Gray-Sample	Monthly Hot Sellers from TSH S	Updated : 12/30/13 @ 06:15:59p
david_blast1	Testing Email Campaign	Updated : 11/18/13 @ 05:42:20p

2. Enter List of Prospects or 'ALL'

7. Enter List of Prospects or 'ALL'

8. Enter Email Subject

9. Enter Sender Address

10. Enter Sender Name

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

The Systems House Ready 7/30/2014 7:04:12 PM CAP NUM SCRL



# MDS Multichannel

DJF - [mail.tshinc.com-BASE.12-PROSPECT.EMAIL012\$1]

mail.tshinc.com-BASE.12-PROSPECT.EMAIL012\$1

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

Application

Send and Maintain Email Marketing Campaigns

1. Choose an Existing Campaign ID or Create a New One Below

2. Enter Html File Name

3. Enter Text File Name

4. Enter Attachment #1

5. Enter Attachment #2

6. Enter Prospect Code

7. Enter List of Prospects or 'ALL'

8. Enter Email Subject

9. Enter Sender Address

10. Enter Sender Name

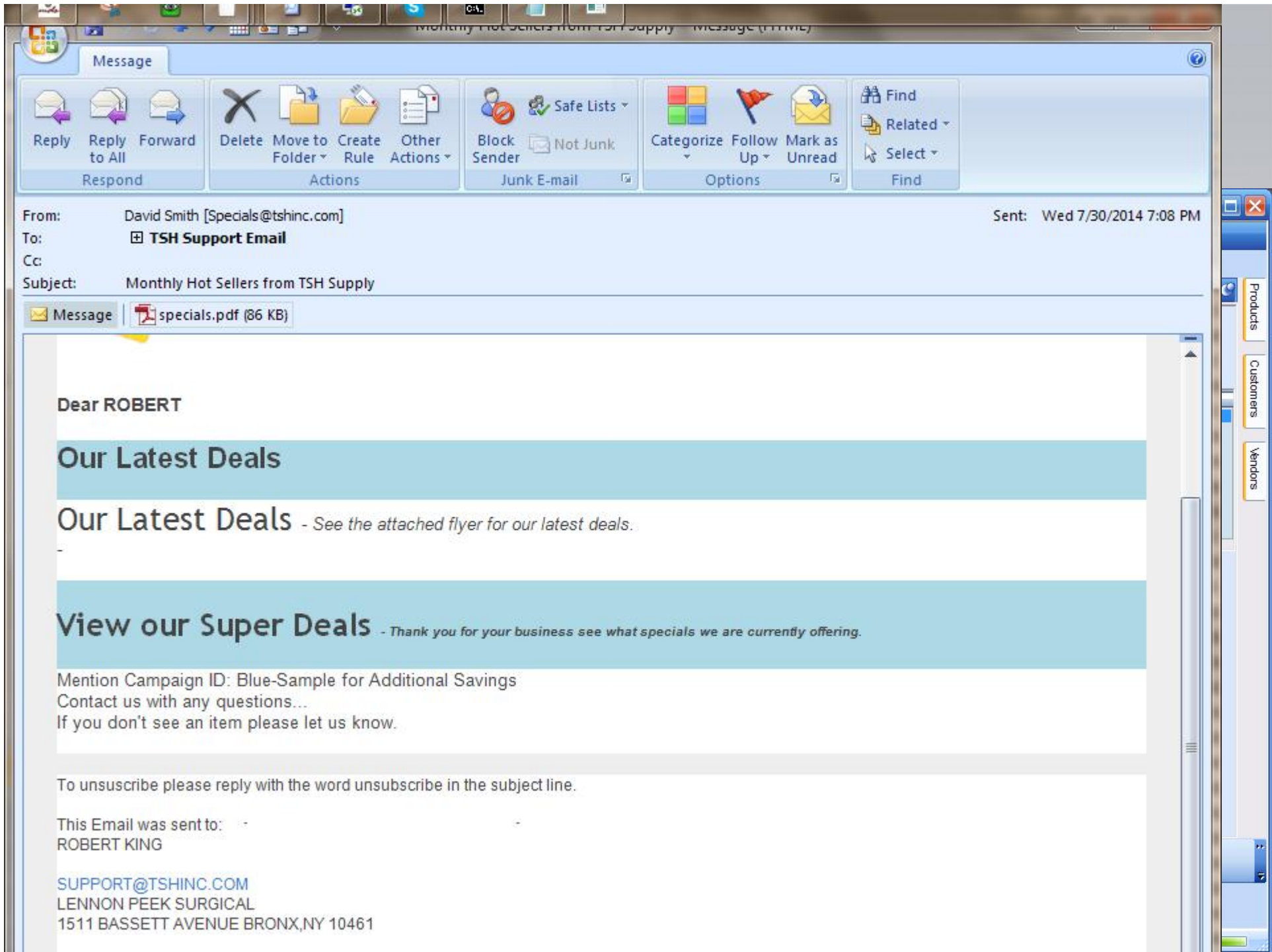
Enter Line Number to Change or OK/END to Send Emails

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

The Systems House Ready 7/30/2014 7:04:42 PM CAP NUM SCRL

The Systems House Ready 7/30/2014 7:04:12 PM CAP NUM SCRL

Products Customers Vendors



Message

Reply Reply Forward to All

Delete Move to Folder Create Rule Other Actions

Block Sender Not Junk Junk E-mail

Categorize Follow Up Mark as Unread Options

Find Related Select Find

From: David Smith [Specials@tshinc.com] Sent: Wed 7/30/2014 7:08 PM  
To: TSH Support Email  
Cc:  
Subject: Monthly Hot Sellers from TSH Supply

Message | specials.pdf (86 KB)

Dear ROBERT

## Our Latest Deals

Our Latest Deals - See the attached flyer for our latest deals.

## View our Super Deals

- Thank you for your business see what specials we are currently offering.

Mention Campaign ID: Blue-Sample for Additional Savings  
Contact us with any questions...  
If you don't see an item please let us know.

To unsubscribe please reply with the word unsubscribe in the subject line.

This Email was sent to:  
ROBERT KING

SUPPORT@TSHINC.COM  
LENNON PEEK SURGICAL  
1511 BASSETT AVENUE BRONX,NY 10461

Products  
Customers  
Vendors

# MDS Multichannel

## Communication

- Add Ability to customize messages on all emails from MDS and add form name as well as document number to all emails

Confirmation

Credit Application

Invoice

Location Label

Manifest

Monthly Specials

Picking Ticket

Pack Label

Pedigree

Quote

Pick Label

Purchase Order

Product Label

Return Authorization

Release Label

Statement

Service Work Order

Vendor Return

Transfer

Purchase Order

Receipt

Voided Invoice

Invoice Void

Credit Memo

Credit Void

Consignment

Shipment

Work Order

Shipment

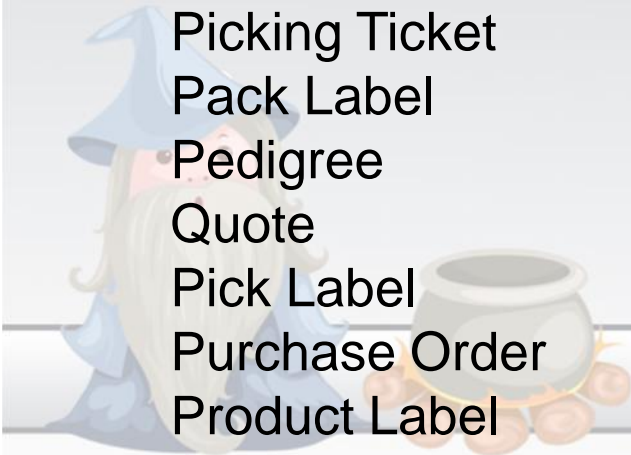
Packing Slip

Vendor Return

Purchase Order

Vendor Return

Picking Ticket



# MDS Multichannel

DJF - [mail.tshinc.com-BASE.12-DOCUMENT.MESSAGES012\$3]

mail.tshinc.com-BASE.12-DOCUMENT.MESSAGES012\$3

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

Application

Company 01 The Systems House, Inc.

11.Global Message for Emails and Faxes

Ideas For You

Cambium-Networks PTP 230 Access Point

Unitech MS920 Barcode Scanner

Honeywell Xenon 1900 Barcode Scanner

To make sure you always receive your alerts, please add alerts@tshinc.com to your email address book. That way you'll never miss out on the latest products and promotions. If you can't see the images in this message, www.tshinc.com Please note that product prices and availability are subject to change. Some offers are limited. See site for details and expiration dates. Prices and availability were accurate at the time this message was sent; However, they may differ from those you see when you visit the site.

OK Cancel Check

PAGE 3 OF 4

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

The Systems House Ready 7/30/2014 6:58:35 PM CAP NUM SCRL

Product Label

Consignment

# MDS Multichannel

Message

From: SUPPORT@tshinc.com  
To: David Fertig  
Cc:  
Subject: The Systems House, Inc. Invoice: 01A01458  
Sent: Wed 7/30/2014 6:49 PM

Message | INV.01A01458100011.PDF (17 KB)

Ideas For You

- Cambium-Networks PTP 230 Access Point
- Unitech MS920 Barcode Scanner
- Honeywell Xenon 1900 Barcode Scanner

To make sure you always receive your alerts, please add [alerts@tshinc.com](mailto:alerts@tshinc.com) to your email address book. That way you'll never miss out on the latest products and promotions. If you can't see the images in this message, [www.tshinc.com](http://www.tshinc.com)

Please note that product prices and availability are subject to change. Some offers are limited. See site for details and expiration dates. Prices and availability were accurate at the time this message was sent; However, they may differ from those you see when you visit the site.

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

The Systems House | Ready 7/30/2014 6:58:35 PM CAP NUM SCRL

Product Label

Consignment

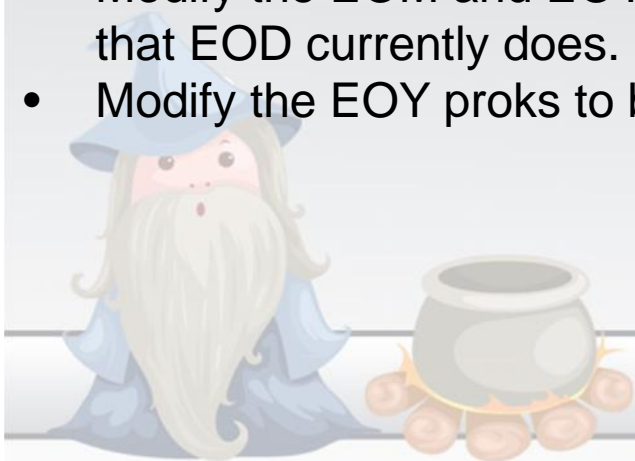
# New Capabilities Added

## EDI

- EDI 832 Enhancements for adds/deletes/changes and drug type
- EDI 846 Enhancements for inventory
- Create a new EDI Partner Maintenance which allows you to set up incoming / outgoing EDI folders by EDI Trading Partner.

## General

- Form Changes: Add a global message to all forms emails/faxes
- Ar Specific fields as allowable for customer lookup –
- Create an MDS Triggers system that can be used to automatically call a program and perform an action whenever a record is changed in a specified MDS Table.
- Modify the Specials/Template creation from Sales.4 : Add option to select by product class
- Prospect EMail Blast Mods
- Modify the EOM and EOY processes to lock users out of the system the same way that EOD currently does.
- Modify the EOY proks to be Scheduler Jobs instead of proks.



## Inquiry

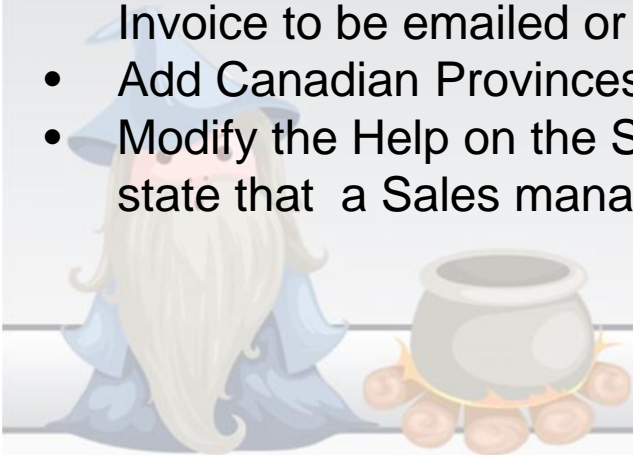
- Modify the Daily Balance Inventory Update to not skip numbers that are 0 or less.
- Modify the Open Order Detail Inquiry to allow entry of a "P" and a Pro Forma # and have it use the PO.ORD.XREF to get the resulting Order# and display it.
- Add a new dictionary to PROD.MAST\_MDS.ODBC which shows Availability without including ON PO.
- Add DAILY.BAL.HIST to ODBC and add trending KPI's - create a set of kpi to compare the current Kpi for sales dollars –
- Add Graphs and Charts of Trends Modify
- . Modify the Inventory History by Product Inquiry to speed it up.
- Change color on the items on the Executive Inquiry that are calculated on line,
- Modify the Location lookup in Stock Status to show the Receipt Date
- Add a button on the Stock Status Inquiry that goes to the Lot Inventory Inquiry.
- Add the Customer Name to display on the Product Lookup when a customer.

## Inventory

- Create a Lot Tracking Report to select a Product, Lot , Serial or Whse and a Date Range
- Modify Credit Memo Maintenance to have an option to choose the default location based on Primary or Bulk location.
- Modify Warehouse Maintenance to maintain the option credit memo location.
- Modify the Purchase Order Generation screen to show ROPS with Manual Overrides in a different color.

## Maintenances

- Add new field to customer master for Website ID
- Create a QC Audit function that will track updates to any MDS File using MDS Triggers and create QC tasks based on number or percentage of updates.
- Add the ability to copy a WEB Customer record.
- Modify the Customer Contract Inquiry to let you enter a Customer OR a Customer and a Shipto.
- Increase customer, shipto and vendor name to 35x. Change all forms to have smaller font to handle the larger field.
- Modify all forms to increase the size of the comments to the size that can be entered. This will cause the comment to print over the line.
- Modify the Contract Detail file import to load the UM Price matrix fields
- Update Unit of Measure Maintenance to allow for UN Recommendation 20 Standard ID - this is a 3 digit alpha code slightly different then the ansi tables
- Change the Help for the Invoice Copies field in Customer Maintenance to say that setting invoice copies to 0 will not print the Invoice in EOD but will still allow the Invoice to be emailed or faxed
- Add Canadian Provinces to the State Code table
- Modify the Help on the Salesman field in Sales Management Call Summary to state that a Sales manager can enter ALL to see Prospects for All Salesmen.

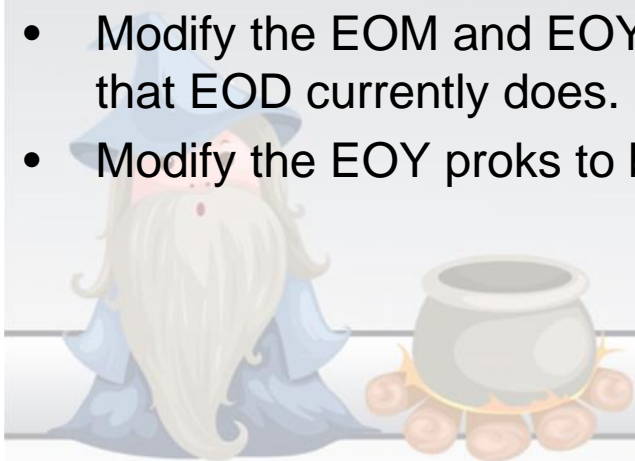




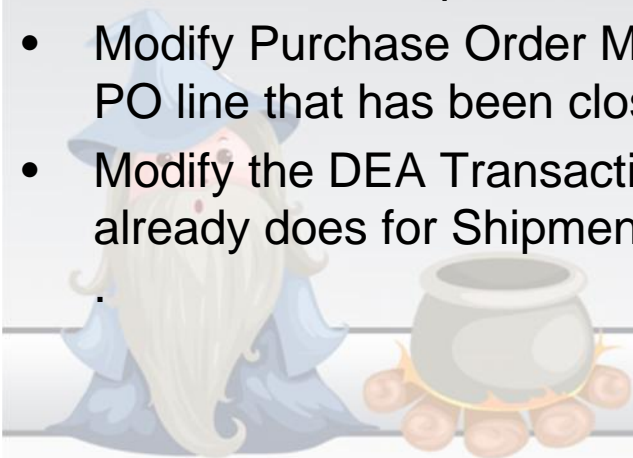
- Modify Warehouse Maintenance to allow for 60 characters in all Email addresses.
- Modify Product Master Maintenance to allow you to set a URL instead of an Image path for the Remotenet image.
- Update Country Code Maintenance to allow for ISO-3166 - 3 Digit Alpha Code and Numeric Code (3 digit ) - needed to transmit data.

## General

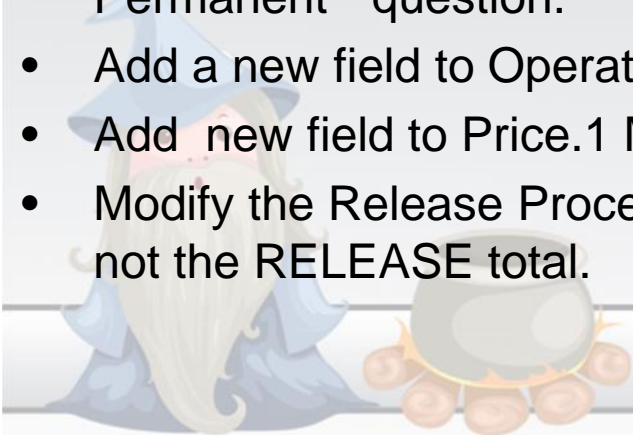
- Form Changes: Add a global message to all forms emails/faxes
- AR Specific fields as allowable for customer lookup –
- Create an MDS Triggers system that can be used to automatically call a program and perform an action whenever a record is changed in a specified MDS Table.
- Modify the Specials/Template creation from Sales.4 : Add option to select by product class
- Prospect Email Blast Modifications
- Modify the EOM and EOY processes to lock users out of the system the same way that EOD currently does.
- Modify the EOY proks to be Scheduler Jobs instead of proks.



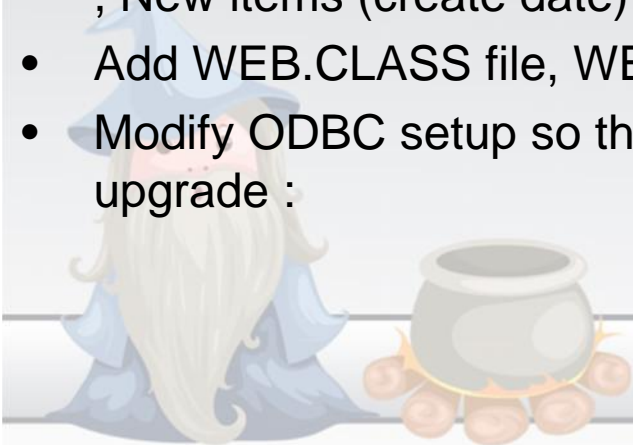
- Create a new function key in OE line input to allow the operator to enter an email address to receive an email when backordered items come into stock.
- Modify the Invoice Print to show a line with the total due based on the Terms discount if paid early.
- Add a new field to Price.1 Maintenance for Price Hold Exempt.
- Add the HCHB interface program to Base.
- Add the overall Order GP% to the Order Entry Line Item screen.
- Modify Customer Deletion to check before Deleting any Price.1 Records that are used as price contracts by any other Customers and give the Operator a warning message.
- Add support for Speedtax to Base in addition to the ESalesTax support.
- Add Picking Alert to MDS Alerts to show what is currently in Pick in the Warehouse.
- Create a new ODBC subroutine dictionary to Calculate Pricing on the fly and display in the new lookup.
- Modify Purchase Order Maintenance to allow you to manually reopen a Drop Ship PO line that has been closed.
- Modify the DEA Transaction Register to show the DEA Form# for PO Receipts as it already does for Shipments.



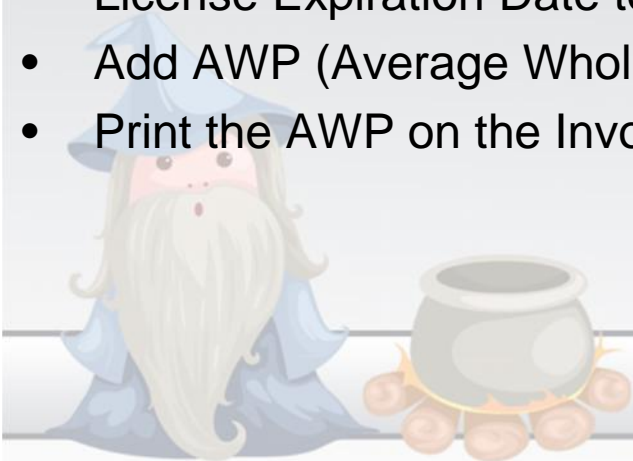
- Modify the Picking Location program so that if the first primary doesn't have inventory then send it to the next primary
- Add a new parameter for "Check for duplicate orders in the last "X" days"
- Modify the Release Processing Credit Check to not allow shipment if the Credit Hold flag is set to Y on the Customer Master.
- Add XML Order Import for EDI to the EDI Menu
- Add additional Cost fields to the ALL record in Lookup.Options so that they can be added to the Product Lookup.
- Modify the Pedigree Update to allow the Authenticator to have 2 values.
- Add new fields to company record for website and company email address. Add email and website for all forms at top under the document number.
- Add a parameter that specifies whether EDI type orders (WEB, HCHB, standard EDI) should be printed automatically based
- Add an option to Company maint that assigns the default for the "Make this Shipto Permanent " question.
- Add a new field to Operator Maintenance for Reorder Label Queue
- Add new field to Price.1 Maintenance for Taxable.
- Modify the Release Processing Minimum Order check to check the ORDER total and not the RELEASE total.



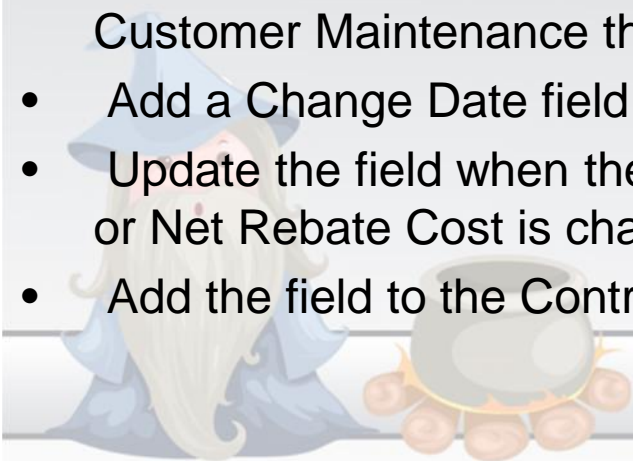
- Create a Template based upon price.1 call it Order Guide –
- Modify the Order Purge in EOD to check a Parameter and allow for a number of days of Completed Orders to keep before moving to ORDER.HIST.,
- Add method to cancel order from Order Entry Line items - don't force to total time
- Add method to show Frt minimum from Customer Master in OE Line Input - top of screen next to order total
- Modify RA Returns so that if you enter a Lot with an Expiration Date and the Lot is no longer on file, it defaults to the original Expiration Date on the Release and not use the return date.
- Add the Ship Date to the Packing form.
- Update invoice print to print a message for pedigree items . from document messages file
- Remove old pricing code from the Product Grid style lookup
- Add new dictionaries to Prod Mast ODBC for :Hot Seller (2mos) Best Seller (12mos) , New items (create date)
- Add WEB.CLASS file, WEB.CLASS.DESC and WEB.CLASS.IMAGE to ODBC.
- Modify ODBC setup so that Custom Dictionaries don't get overwritten during an upgrade :



- Add Lic.Exp.Date to the ODBC setup for the Ship.To file.
- Modify PO Receipts to have the option of bypassing the Putaway to the Receiving Location.
- Modify the Purchase Order Receipt adjustments and the Lot Expiration Date maintenance to update the Serial.Audit file when changing a Lot Expiration date.
- Add Total Qty to the Receipts Posting Register
- Add a popup message in Purchase Order Receipt Adjustments to warn when a pedigree item must be manually updated or the Receipt should be cancelled and re-received..
- Modify PO Receipts Line item screen to not automatically go to the Location/Qty popup screen if there is only one location on the line.
- Add a new function to Shift F7 called "Locations" and have it bring up the Location/Qty popup on demand as long as they are on a line.
- Add fields for DEA License Expiration Date, Wholesale License# and Wholesaler License Expiration Date to the VENDOR SHIP TO AND VENDOR MAINTENANCES.
- Add AWP (Average Wholesale Price) to the Prod.Pharma file.
- Print the AWP on the Invoice form and the Reorder Label.



- Modify the Rebateable flag in Customer Contracts to read "Use Contract" instead of "Rebateable"
- Create a Special Price Listing by Product.
- Add the Cost field in INV.RCPT to the PRICE.COST.FILE for proper conversions.
- Create a library of standard MDS Rebate Formats that can't get overwritten.
- Modify the GLN to come from the shipto file and if not there then the customer file.
- Make the UPN match up with the GTIN unit of measure in the prod.mast file.
- Add new field to company maint Buying Group for DealerID - use in sales tracing if not null add to help in contract header to advise them to enter this for sales tracing.
- Add Vendor Name, Salesman Code and Salesman Name to the sales export
- Modify the Price Maintenance for a Product to add the option for P (entered Price) to the available options for UM pricing.
- Add an option to Pricing to specify that if the Price.1 record for the actual customer is expired or returns 0 price and if there is a Contract Customer set to 1 or 3 in Customer Maintenance then use the Contract Customer price.
- Add a Change Date field to the Contract Detail Maintenance.
- Update the field when the Contract Detail is created and when the Agree Sell Price or Net Rebate Cost is changed.
- Add the field to the Contract.Det Dict and ODBC Dict.



- Create Default Dashboard Setup options, Create Operator Specific KPIs such as Total Orders entered by an Operator or Total Lines entered by an Operator.
- Create a program to generate the KPIs for each Operator in the Operator table., Also Add Option to Create Salesman Specific if a Salesman Number exists in the Operator File
- Add an Audit Trail to Ship Tos changed or created in Order Entry or Remotenet.
- Create a Ship To Audit report to show any ship tos updated for a date range
- Add a program to "Invoice Releases with Failed Auth Codes" to the Base A/R Menu.
- Update prospect status code to have a sort code for reports allowing the report to sort P+,P,P- , S+, S, S- etc
- Add Vendor and PO# to the Intransit Listing.
- Modify the Lot Tracking Report to show Invoice# in addition to Release#.
- Add to Button on Lot Serial Inquiry and add serial # and other fields from the inquiry to the report.
- Add Menu Option to Create Alerts by salesman for sales managers and sales rep by service rep



- Modify Report Capture to allow you to enter a line # and have it go directly to the page containing that line without actually going into view on the report.
- Add the Account Name to the emails that get sent out by the EOD/EOY.
- Modify the quote reports by customer and by product to add additional dates
- Add PO# to the Sales Tracing Export to Excel.
- Modify the Base Form processes to allow for HTML type forms to be used.
- Add logic to MDS NX to allow for a Customer Item# field on the Product Tab.
- Modify the Lookups to have a Save button which will save all the current positions
  
- Addl Remotenet Mods Not listed







**Thank  
You**

