

MIDRANGE SYSTEMS LIMITED

OneOffice 3000 FRESH FOOD ERP

The OneOffice 3000 Fresh Food Order Processing and Stock Control suite of software builds on the powerful OneOffice 3000 ERP system by adding functionality specific to this important industry. The software increases efficiency and enables benefits to be gained under the headings of:

Time savings

- Flexible multi-pack quantity handling
- Weekly accounting periodicity option
- Drivers Lists
- Interface to weighing equipment
- Catchweight invoicing
- Invoices printed in round order optionally
- Stock checking at order entry

Cost Savings

- Expiring stock Report
- Fast cost and selling price updating
- Sales margin control
- Route Planning Interface
- Automatic E-mailing of Invoices, statements and other forms

Increased Sales and Improved Customer Relations

- Slow movers reports
- Multi-lingual invoices
- Template orders
- Customer specific pricing
- Specials

Improved Cash Flow

- Cash account handling
- Credit checking at Order Entry

Sales Order Entry

The Sales Order Entry system is designed to be easy to use, but exploit the power of the computer to the full to provide maximum returns to the operator by presenting all relevant information in an effective manner, to speed the entry of orders but afford the best opportunity to develop additional sales and sales margin.

Customer Selection

Customers can be selected by account number, or by name, address, or any part of these. The customer's normal round and delivery day are shown, but these can be varied on an individual order. The system holds multiple delivery addresses for each customer and new ones can also be entered and saved during order entry.

Credit checking

Credit checking can be enabled or disabled at the point of order entry, with the option of an 'account details' window being displayed at the start of an order. Credit checking can be defined by credit limit, overdue amounts, or both. If credit checking is enabled at order entry the system offers a number of choices as to how the order is processed if terms are exceeded. This allows maximum flexibility to suit how different companies wish to operate, and different trading conditions, and of course credit terms can be defined individually for each customer if required.

Template Orders

Customers' ordering patterns will often be similar week to week. To assist in fast order taking OneOffice 3000 provides template orders. Each customer can have a template order set up specifying the products that they normally buy. This enables both fast order taking, but also helps the salesperson increase sales by prompting the customer for their normal lines. A similar facility offers 'specials'.

The screenshot displays the 'Transaction Desktop' window. At the top, it shows 'Transaction Details' with fields for Account (CH055), Customer (United Ink Co.), Net (63.19), Type (Sales Order), Address (LONDON ROAD), Value (63.20), Our ref (S0001787), Postcode (W4), Phone (02343998126), VAT (0.00), Date (12/12/2008), Status (Over-limit), Notes, Currency (GBP), Gross (63.20), Required, Round, Pick Day (ANY), Profit (21.89%), and Customer ref (S0001787), Weight (32.83).

Product	Description	Packs	Quantity	Unit	Price	Per	Net
BB811	RIBS; BACK RIBS	3	31.765	KILO	1.92	KILO	60.98
JB5853	CHICKEN FRESH 1.7 - 2.1kg	1	1.079	KILO	2.05	KILO	2.21

Below the table, there are sections for 'Line Quantities' (Free stock: 82.640, Allocated: 1.070, Delivered: 0.000, Back ordered: 0.000, On order: 0.000), 'Line Values' (Line price: 2.21, Discount: 0.00, Line value: 2.21, Cost: 1.72, Profit: 22.17), and 'Line Codes' (Required by Weight: 1.07, VAT code: EX, Stock location, Origin: From stock).

At the bottom, there are 'Functions' (Search, Set-up, Amend, Find, New A/c, Template, Enquiry, Copy, Exit) and 'Transaction' (Details, Delivery, Payment, Account, Invoice, Process, Print, Status, Finish) buttons.

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Product Lines

Individual products are selected by product code or, again, any part of the product description. The system can also hold a customer's own description. Previous orders can be copied to ease order entry.

Multiple Pack and Catchweight Pricing

Products can be held in multiple units of measure (e.g. pallet, case, each) and as many combinations can be set up as are required. The system holds the relationship between each.

The Fresh Food system handles catchweight sales orders, enabling customers to order by, say, the box but be invoiced by weight.

Pricing and Margin Control

Customer pricing can be derived from an almost infinite number of sources. Typically a company will have one or more standard price lists and a customer can be assigned to one of these, but these can be varied for individual customers to create an individual price list for each customer if required.

Minimum and maximum gross profit margins can be set at product group level, and gross margins can be displayed to the salesperson at the screen. Colour coding highlights low margins.

As fresh food margins are so low and price updates frequent, the system has special facilities to enable fast cost price updates with optional automatic selling price updating.

Sales Assistance

The system offers the salesperson assistance at order entry, showing if required previous orders, prices, account history, stock on order, stock availability forecast, incoming purchase orders, and so forth, and can optionally display any of this information interactively using a web interface style sidebar, or dashboard.

Picking and Deliveries

The system offers many options for picking stock, pick list per order, as plain paper or as a delivery note, or bulk picking mode. For expiry date controlled stock, the system specifies which batches are to be picked. Item labels specifying customer, order number, description and weight, can also be prepared at this stage. There is the option for these to be printed by round and in round order so that rounds can be despatched as required. Drivers' lists can also be printed.

Sales Invoices

OneOffice 3000 can be set up to produce a variety of outgoing sales order documentation, quotations, acknowledgements, delivery notes and invoices. Special format invoices can be used where cash is collected on delivery.

Alternative Language Invoices

If required the system can print product descriptions on the sales invoices in alternative languages to the system language, which is normally English. Descriptions using a Roman face can be held in the product price list, but with an additional module, OneOffice 3000 can also print product descriptions on the sales invoices in non-Roman fonts, such as Chinese.

Stock Control

Expiry Dated and Slow Moving Stock

As stock is brought in expiry dates can be applied to batches. Using the built in FIFO stock handling, the system is fully aware of what stock is available, what is to be picked, and what stock remains. This can assist in special promotions.

The Slow Moving Stock report highlights products for which no sales or other movements have been recorded for a specified time period, helping to identify perhaps where a promotion could be used.

Global 3000 Stock Control					Operator: sop		
Expiring Stocked Products					Date: 5 Dec 2008		
an expiry date before 20/12/08							
Product Code	Description	Batch	Quantity Left	Value	Expires	Batch Ref	Bin Number
BE102	BEEF:TOPSIDE DUTCH	4	170.000	586.50	13/12/08	4	11
		5	36.500	125.92	15/12/08	5	11
BE103	BEEF: ROUND EYE	3	78.750	330.75	08/12/08	3	11
BE104	BEEF:FORERIB	4	78.456	0.00	13/12/08	4	11
BE115	BEEF:FRESH STRIPLOIN	3	67.450	491.03	09/12/08	3	11

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Optional Modules

Optional modules and devices that the OneOffice Fresh Food ERP system can integrate with include bar code input and output, automated weighing equipment, route planning, fully integrated financial accounts with option of weekly accounts, web shop integration, electronic forms (e-mailing of invoices and other external documents). Data can be held as a SQL database for easy extraction in Excel and other ODBC tools.