

IRIDIUM®

Retail and Route Management Software

IRIDIUM®
Sales / POS

QUOTING

New Quotes

Using the IRIDIUM tool, new quotes are easily created for both new and existing customers. Using sophisticated search algorithms, the tool populates new quotes with all existing customer information.

This information can be easily updated, and the changes are reflected throughout the rest of the system. Universal billing and shipping information may also be updated based on new and existing quote data.

Additionally, quotes are automatically expired based on user-defined configuration settings.

Quotes may also be created and approved for items not currently listed in the inventory system. To more-accurately

Qty	Location	Item	Description	Type	Status	Tax	Price	Extended	Discount	Ship Via
1	SLP	346841	PowerSpec P4 - 2.66 GHz	Reg.	Open		\$1,182.22	\$1,182.22	0.0%	Deliver
1	3YrDT2000	187641	Care Free Desktop Warrantly Plan	ExWt	Open		\$220.00	\$220.00		
1	SLP	187641	Daewoo white 19" Monitor	Reg.	Open		\$220.00	\$220.00	0.0%	Deliver
1			Computer Setup Charge	Lab.	Open		\$100.00	\$100.00		
1			Delivery Charge	Del.	Open		\$120.00	\$120.00		
5 Lines(s)										
\$1,842.22 0.0%										

track expected profit margins, costs may be entered for these items.

Won or Lost

Quotes may be tracked based on a “won” or “lost” status. Approval of quotes occurs on a case-by-case basis, providing additional control over the sales process. “Won” quotes may be converted into either sales orders or invoices to reduce additional labor during order fulfillment. When quotes are “lost,” sales representatives must categorize the loss

Loc Abbrev	Representative Name	Year(Quote Create Date)		Month(Quote Create Date)		Total
		Count	Total	Count	Total	
SLP	Brady Basemen	1	\$500	1	\$500	3 \$4,207
	Ron Smith	2	\$1,000	1	\$1,402	3 \$2,402
	Tom Slacker	1	\$990	1	\$990	1 \$990
	Total	1	\$500	1	\$500	5 \$6,599
		1	\$500	2	\$1,000	5 \$6,599
		1	\$500	5	\$6,599	5 \$6,599
		1	\$500	7	\$7,599	7 \$7,599

using a pre-defined, configurable, list of reasons. The representatives may also enter additional comments about the loss in a specialized text field.

Quote Inquiries

Quote inquiries can be conducted for a specific location, or across all locations. Search criteria include: specific quote numbers, open or closed status, approved or unapproved status, and won or lost criteria. Profit margin percentages and additional notes are also displayed when a quote identification search is conducted.

Quote Tracking

Quote status may be tracked based on creation date, expiration date, quote number, sales representative ID number, customized payment terms, amount, profit margin, and the location from which the quote was created.

Lead-source tracking records which

Iridium® Sales / POS

marketing channel the customer used to locate the business (newspaper ad or radio commercial, for example).

SALES ORDERS									
Quote #	Status	Aprvd	Customer(Last/First Name)	Create Date	Exp. Date	Amount	Profit Margin	Rep	Notes
3001001	Lost	No	Andrews Tech(Andrews, Mark)	04/10/2003	05/08/2003	\$4,319.79	100.00%	JDT	The when with no name pin
3001015	Exp.	Yes	Smith, John	05/06/2004	06/03/2003	\$61.30	12.00%	RMS	
3001007	Won	No	Andrews Tech(Andrews, Mark)	09/06/2003	05/08/2003	\$522.94	100.00%	JDT	Per your request.
3001010	Lost	No	Andrews Tech(Andrews, Mark)	10/11/2003	11/11/2003	\$1,250.00	100.00%	JDT	This is the reason
3001012	Won	Yes	Andrews Tech(Andrews, Mark)	10/14/2003	05/08/2003	\$4,319.79	100.00%	JDT	
3001013	Won	Yes	Ashford, Heather	03/22/2004	04/19/2004	\$532.50	12.00%	RMS	
3001008	Won	No	Andrews Tech(Andrews, Mark)	09/06/2003	05/08/2003	\$522.94	100.00%	JDT	Per your request.
3001014	Exp.	Yes	Bond, Dan	03/22/2004	04/19/2004	\$532.50	12.00%	RMS	
3001005	Won	Yes	Andrews Tech(Andrews, Mark)	09/06/2003	05/08/2003	\$522.94	100.00%	JDT	Per your request.

New Sales Orders

Using the IRIDIUM tool, new sales orders are easily created for both new and existing customers. Using sophisticated search algorithms, the tool populates new sales orders with all existing customer information. This information can be easily updated, and the changes are reflected throughout the rest of the system. Universal billing and shipping information may also be updated based on new and existing sales order data.

Approval

When a sales order is approved, the order fulfillment process is automatically set into action. Items scheduled for pickup or delivery are added to the *Pickup/Layaway System* or the *Delivery Planning System*, respectively, and are not relieved from the

Customer Summary Billing Information Shipping Information Notes Additional Info																																																																																																																																																																																																																
Company: Andrews Tech			Home Phone: (763) 492-2003			Search																																																																																																																																																																																																										
Name: F. L. Mark	Andrews	Address: 7572 France Ave S	Work Phone: (651) 555-1232	Ext:	Email: mandrews@andrewstech.com																																																																																																																																																																																																											
City/St/Zip: Edina MN 55435			Tax Exempt: <input type="checkbox"/> Tax Id: ggg																																																																																																																																																																																																													
Customer PO Number: 29832		Date: 04/10/2003	Terms: Net 30 Days																																																																																																																																																																																																													
<table border="1"> <thead> <tr> <th>Qty</th> <th>Location</th> <th>Item</th> <th>Description</th> <th>Type</th> <th>Alloc.</th> <th>Delivered</th> <th>Status</th> <th>Tax</th> <th>Price</th> <th>Extended</th> <th>Discount</th> <th>Ship Via</th> <th>Del. Date</th> </tr> </thead> <tbody> <tr> <td>20</td> <td>CCD</td> <td>346541</td> <td>PowerSync P4 - 2.66 GHz</td> <td>Reg.</td> <td>0</td> <td>0</td> <td>Open</td> <td><input checked="" type="checkbox"/></td> <td>\$1,153.10</td> <td>\$23,382.00</td> <td>0.0%</td> <td>Delivery</td> <td>05/15/2003</td> </tr> <tr> <td>20</td> <td>CCD</td> <td>159376</td> <td>KDS 19" LCD Display</td> <td>Reg.</td> <td>0</td> <td>0</td> <td>Open</td> <td><input checked="" type="checkbox"/></td> <td>\$798.00</td> <td>\$15,960.00</td> <td>0.0%</td> <td>Delivery</td> <td>05/15/2003</td> </tr> <tr> <td>20</td> <td>CCD</td> <td>151050</td> <td>Belkin 500VA UPS</td> <td>Reg.</td> <td>0</td> <td>0</td> <td>Open</td> <td><input checked="" type="checkbox"/></td> <td>\$64.99</td> <td>\$1,299.80</td> <td>0.0%</td> <td>Delivery</td> <td>05/15/2003</td> </tr> <tr> <td>1</td> <td></td> <td></td> <td>Delivery Charge</td> <td>Del.</td> <td></td> <td>0</td> <td>Open</td> <td><input checked="" type="checkbox"/></td> <td>\$120.00</td> <td>\$120.00</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="10"></td> <td>4 Line(s)</td> <td>\$40,781.80</td> <td>0.0%</td> <td></td> </tr> <tr> <td colspan="10"></td> <td>Payment Method</td> <td>Check #</td> <td>Dollar Amount</td> <td>Pay Date</td> <td>Balance</td> <td>Loc.</td> <td>Invoice</td> <td>Delivery</td> <td>Sub Total</td> <td>\$ 40,781.80</td> </tr> <tr> <td colspan="10"></td> <td>*</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Labor</td> <td>Sales Tax</td> <td>\$ 2,650.82</td> </tr> <tr> <td colspan="10"></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Sales Total</td> <td>\$ 43,432.62</td> </tr> <tr> <td colspan="10"></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Balance Due</td> <td>\$ 43,432.62</td> </tr> <tr> <td colspan="10"></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="10"></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>\$ 0.00</td> </tr> </tbody> </table>										Qty	Location	Item	Description	Type	Alloc.	Delivered	Status	Tax	Price	Extended	Discount	Ship Via	Del. Date	20	CCD	346541	PowerSync P4 - 2.66 GHz	Reg.	0	0	Open	<input checked="" type="checkbox"/>	\$1,153.10	\$23,382.00	0.0%	Delivery	05/15/2003	20	CCD	159376	KDS 19" LCD Display	Reg.	0	0	Open	<input checked="" type="checkbox"/>	\$798.00	\$15,960.00	0.0%	Delivery	05/15/2003	20	CCD	151050	Belkin 500VA UPS	Reg.	0	0	Open	<input checked="" type="checkbox"/>	\$64.99	\$1,299.80	0.0%	Delivery	05/15/2003	1			Delivery Charge	Del.		0	Open	<input checked="" type="checkbox"/>	\$120.00	\$120.00														4 Line(s)	\$40,781.80	0.0%												Payment Method	Check #	Dollar Amount	Pay Date	Balance	Loc.	Invoice	Delivery	Sub Total	\$ 40,781.80											*						Labor	Sales Tax	\$ 2,650.82																		Sales Total	\$ 43,432.62																		Balance Due	\$ 43,432.62																																						\$ 0.00
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Inventory Management System until they are completed. Take-along updates the Inventory Management System immediately.

Voided sales orders are stored within the system and may be tracked and reviewed accordingly. The ability to generate and print invoices on approved sales orders is also possible.

Sales Order Inquiries and Status Reports

Sales order inquiries may be conducted for a specific location, or across all locations. Status reports may also be generated for sales processes and order-booking analysis.

Search criteria for both inquiries and status reports include: specific sales order numbers, closed or voided status,

SALES ORDERS									
SO #	Status	Aprvd	Customer	PO #	Date	Orig \$	Balance \$	Rep	
3001001	Open	Yes	Andrews Tech	89-8766	04/10/2003	\$6,416.85	\$6,416.85	JDT	
1001001	Open	No	Ashford, Heather	Verbel	04/08/2004	\$69.21	\$69.21	RMS	
3001007	Open	Yes	Ashford, Heather	Verbel	04/08/2004	\$42.55	\$42.55	RMS	
3001006	Open	Yes	Ashford, Heather	Verbel	03/22/2004	\$500.00	\$500.00	RMS	
3001005	Open	Yes	Ashford, Heather	Ver	02/26/2004	\$958.98	\$878.99	RMS	
3001009	Open	Yes	Andrews Tech	29832	04/10/2003	\$43,432.62	\$43,432.62	JDT	
3001009	Open	Yes	Smith, John	Verbel	05/06/2004	\$660.30	\$660.30	RMS	
3001008	Open	Yes	Smith, John	Verbel	05/06/2004	\$660.30	\$660.30	RMS	
3001003	Open	Yes	Andrews Tech	Verbel	09/06/2003	\$998.99	\$998.99	JDT	
3001010	Open	No	Andrews Tech	Verbel	01/25/2005	\$878.99	\$878.99	JDT	

approved or unapproved status, and start or end date.

Sales Order Item Status

The status of sales order items may be verified for a specific location, or across all locations. As a means of personalized customer service, item status may be verified by all, or by individual, sales representatives. Search criteria for the item status include: all items, non-allocated items, currently unavailable items, and items needing to be purchased.

DELIVERY TICKETS

Using the IRIDIUM tool, delivery tickets can be generated for products that have been ordered but not yet delivered. For businesses in the route delivery industry, delivery tickets provide the driver with a template of a customers order, and for customers with an established order history, the driver can manage their inventory and balance their truck in an intelligent manner.

If the customer is tracking inventory at the serial level, information such as the delivery location, delivery instructions, and the delivery time/window is tied to each delivery ticket. Access to detailed notes and an existing delivery history further streamline the tracking process.

Delivery tickets may be used in a printed or in an electronic format (using the handheld device from the IRIDIUM system), or a combination of the two. Delivery tickets are key to the success of the route update process, as orders are added and modified throughout the day.

Delivery History

Delivery history can be pre-generated by the system for any standing or recurring orders. This enables drivers to make educated predictions about future orders and helps them to balance their trucks and plan their routes accordingly.

INVOICING

New Invoices

Using the IRIDIUM tool, new invoices are easily created for both new and existing customers. Using sophisticated search algorithms, the tool populates new invoices with all existing customer information. This

information can be easily updated, and the changes are reflected throughout the rest of the tool. Universal billing, shipping, and other relevant information may also be updated based on new and existing invoice data.

Saving an invoice automatically sets the fulfillment process in action. Items scheduled for pick-up or delivery are added to the *Pickup System* or the *Delivery Planning and Scheduling System*, respectively, and are not relieved from the

The screenshot shows a software interface for managing invoices. At the top, there are filters for 'Open' (checked), 'Start Date' (08/24/2006), 'Rep' (<All Reps>), 'Location' (<All Locations>), and 'Invoice #' (0). Below this is a table of invoices:

Invoice #	Date	Type	Inv Amt	Company/Customer	Rep	Pay Types	Cost	Margin
4-001001	08/23/05	Sale	\$532.50	Heather Ashford	RMS	Net 30 Days	\$440.00	12.00%
4-001002	08/23/05	Rental Return	\$719.10	Andrews Tech (Mark An	BOB	Net 30 Days	\$668.00	7.11%
3-001157	02/02/06	Sale	\$1,100.00	Andrews Tech (Mark An	CAG	Cash	\$750.00	31.82%
3-001158	02/02/06	Sale	\$1,078.95	Andrews Tech (Mark An	CAG	VISA/MC Card	\$856.00	20.67%
3-001159	02/02/06	Sale	\$1,078.95	Andrews Tech (Mark An	CAG	Cash	\$856.00	20.67%
3-001160	02/02/06	Sale	\$1,078.95	Andrews Tech (Mark An	CAG	Check	\$856.00	20.67%
12 Invoice(s)			\$7862.33					

Below the invoice list is another table showing item details:

Qty	Location	Item	Description	Ship Via	Price	Extended	Cost	Margin
1	SLP	362434	Compaq Presario 6320US	Take Along	\$679.00	\$679.00	\$650.00	4.27%
1	SLP	4YD1T000	Care Free Desktop Warranty Plan	Reg	\$200.00	\$200.00		
1	SLP	150748	HP 2110 All in one	Take Along	\$199.99	\$199.99	\$106.00	47.00%

Inventory Management System until they are completed.

All invoices are stored as “open” within the tool until the end of business day processing, during which time they may be tracked and reviewed accordingly. Invoices that have not been run through the end of business day process may be voided. After

The screenshot shows a software interface for creating a new invoice. At the top, there are tabs for 'Customer Summary', 'Billing Information', 'Shipping Information', 'Miscellaneous', and 'Additional Info'. The 'Billing Information' tab is active, showing customer details: Company (Andrews Tech), Home Phone (763) 492-2003, Name F, L (Mark Andrews), Work Phone (888) 555-1232, Address (7572 France Ave S), Email (mandrews@andrewstech.com), City/St/Zip (Edina MN 55435), Tax Exempt (checked), and Tax ID (999).

Below this is a table for entering items:

Qty	Location	Item	Description	Type	Ship Via	Tax	Price	Extended	Discount	Alloc	
1	SLP	362434	Compaq Presario 6320US	Reg	Take Along		\$679.00	\$679.00	0.0%	0	
1	SLP	4YD1T000	Care Free Desktop Warranty Plan	ExWt			\$200.00	\$200.00			
1	SLP	150748	HP 2110 All in one	Reg	Take Along		\$199.99	\$199.99	0.0%	0	
3 Lines(s)										\$1,078.99	0.0%

At the bottom, there are buttons for 'Item Search', 'Ok', 'Cancel', 'Print', 'Void Invoice', and 'Schedule Delivery'.

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Sales / POS

the end of business day process has been completed, invoiced are “closed,” and may be reversed by creating a special invoice called merchandise return.

Invoice Inquiries

Invoice inquiries may be conducted for a specific location, or across all locations. Inquiries may also be displayed according to sales order and customer/company. Search criteria for invoice inquiries include specific invoice numbers, closed or voided status, start and end dates, and sales representative ID number.

Both high-level and detailed information on the invoice are displayed on a split-screen. High-level information includes: the invoice number, sales order number, invoice date, invoice amount, used deposit amount, payment/deposit amount, company/customer name, sales representative ID number, and payment type. Detailed invoice information includes: the item number, text description, quantity, location, price, and extended price.

		Year(Close Date) #						Month(Close Date) #											
		2004						2005						2006					
Abbreviation	Representative Name	May			Total			February			Total			May			Total		
		Count	Total	Margin %	Count	Total	Margin %	Count	Total	Margin %	Count	Total	Margin %	Count	Total	Margin %	Count	Total	Margin %
SLP	Bill Dowser	3	\$188	45.60%	3	\$188	45.60%	6	\$1,459	30.10%	6	\$1,459	30.10%	3	\$189	30.63%	6	\$1,459	30.10%
	Bill Bascom	1	\$17	35.25%	1	\$17	35.25%	1	\$17	35.25%	1	\$17	35.25%	1	\$17	35.25%	1	\$17	35.25%
	Diana Johnson	1	\$304	35.52%	1	\$304	35.52%	9	\$3,005	22.44%	9	\$3,005	22.44%	9	\$3,005	22.44%	2	\$1,163	15.03%
	David Sillman	9	\$3,005	22.44%	9	\$3,005	22.44%	2	\$1,163	15.03%	2	\$1,163	15.03%	2	\$1,163	15.03%	9	\$3,005	22.44%
	Frank Bower	2	\$1,163	15.03%	2	\$1,163	15.03%	2	\$1,163	15.03%	2	\$1,163	15.03%	1	\$299	33.76%	1	\$299	33.76%
	John Thompson	16	\$14,024	36.88%	16	\$14,024	36.88%	2	\$41,661	100.00%	2	\$41,661	100.00%	18	\$5,568	54.10%	18	\$5,568	54.10%
	Mike Anderson	46	\$17,448	22.95%	46	\$17,448	22.95%	1	\$17,448	22.95%	1	\$17,448	22.95%	46	\$17,448	22.95%	1	\$17,448	22.95%
	Nick Mc Rya	1	\$509	59.13%	1	\$509	59.13%	1	\$509	59.13%	1	\$509	59.13%	1	\$509	59.13%	1	\$509	59.13%
	Paul Walker	1	\$299	33.76%	1	\$299	33.76%	1	\$299	33.76%	1	\$299	33.76%	1	\$299	33.76%	1	\$299	33.76%
	Ron Smith	7	\$6,820	22.90%	7	\$6,820	22.90%	16	\$6,624	38.83%	16	\$6,624	38.83%	23	\$13,444	39.02%	23	\$13,444	39.02%
	Sue Timmon	1	\$200	45.50%	1	\$200	45.50%	2	\$2,423	15.80%	2	\$2,423	15.80%	1	\$200	45.50%	1	\$200	45.50%
	William Douglas	2	\$2,423	15.80%	2	\$2,423	15.80%	24	\$49,744	30.35%	24	\$49,744	30.35%	2	\$2,423	15.80%	24	\$49,744	30.35%
	Total	90	\$47,030	32.00%	90	\$47,030	32.00%	24	\$49,744	30.35%	24	\$49,744	30.35%	24	\$49,744	30.35%	114	\$56,774	52.01%
		90	\$47,030	32.00%	90	\$47,030	32.00%	24	\$49,744	30.35%	24	\$49,744	30.35%	114	\$56,774	52.01%	114	\$56,774	52.01%

Returns

Returned are entered as a special type of invoice, referencing both inventoried items and additional line items, including payment methods. If a payment type is not entered, the system automatically stores the returned amount as “on account,” or credit, for the customer.

SALES TRACKING

The sales analysis functionality of the tool provides detailed sales information for a given sales date, or date range, based on the sales representative, store location, item type, and vendor. This information may be customized, sorted, and rearranged on the screen to present financial data in the most effective way (including total volume, cost, net cost, and profit margin). The display also helps

Computer Central Inc.				Invoice # 3-001166		
Bill Bloom (BBB) 3710 Hwy 100 St. Louis Park, MN 55416 (612) 823-9800 Fax: (612) 823-9801				Type: Sale Date: 08/15/06		
Ship To Information				Bill To Information		
Andrews Tech Mark Andrews 7572 France Ave S Edina, MN 55435				Andrews Tech Mark Andrews 7572 France Ave S Edina, MN 55435		
Home (763) 492-2003 Work (888) 555-1232 Fax (763) 992-3233				Home (763) 492-2003 Work (888) 555-1232 Fax: (763) 992-3233		
Qty	SKU	Description		Delivery Method	Ext. Price	Ext. Price
1	0	This is a comment			\$0.00	\$0.00
1	107276	Centon 256MB PC-133 Desktop		Take Along	\$39.68	\$39.68
1	150748	HP 2110 All in one		Take Along	\$154.74	\$154.74
1	131059	Belkin 100'VGA LS95		Deliver	\$51.58	\$51.58
		Delivery Charge			\$120.00	\$120.00
Payments Due:				Equipment Total:		
08/15/2006	Method	Check #	Amount	\$370.00		
08/15/2006	Cash	No Information	\$200.00			
08/15/2006	VISA or MASTER Card	No Information	\$170.00			
Special Instructions:				Tax:		
				\$0.00		
				TOTAL:		
				\$370.00		

purchasing departments make educated decisions about re-order quantities, and links the *Customer and Sales Tracking System* with the *Inventory Management System* and the *Productivity Tracking System*.

COMMON SALES/POS FEATURES

Printing

Once the quote or sales order has been sent to a printer, the tool automatically displays a “printed” status on the screen. Quotes, sales orders, sales analysis data, invoices, and invoice status reports may also be exported to Adobe PDF or Microsoft Excel formats for electronic formatting and distribution.

Tracking

Each new quote, invoice, or sales order is assigned a unique number for easy identification and traceability.

Additional Line Items

User-defined charges, including delivery, labor, disposal, freight, and other charges (such as gift certificates) may be added as separate line items on the quote, sales order, or invoice. Order reductions, such as discounts, redemptions, coupons, rebates, and trade-ins, are also listed as line items. Depending on the customer's tax exempt status and/or the tax configuration record assigned to the order, sales tax may also be added to the final bill.

Adding Items

Items already in the *Inventory Management System* may be added to a quote, sales order, or invoice by simply entering the item number/SKU, scanning the barcode or UPC symbol, or by searching for the item number, description, or vendor's item number. The system also displays the item quantity, its location, a text description, the type of item (regular, labor, delivery, etc), allocation numbers, delivery status, shipping information, and the requested delivery date.

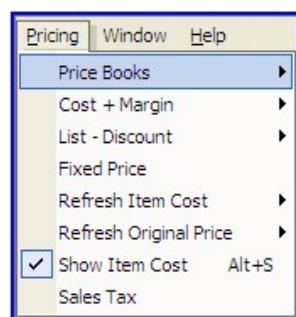
When searching for item availability at the point of sale, the system displays on-order

quantities, allocated quantities, and on-hand quantities for all locations. As items are selected for sale, the system automatically recommends other items that compliment, or accompany, the sale. The "top-five" items sold to individuals who previously purchased the same item are also listed.

How the customer takes possession (which carries over to a sales order or invoice if the quote is approved) on these items may further be assigned with user-defined descriptions that fall into one of three categories: (1) take-along, (2) pick-up, or (3) delivery.

Payment Options

The tool allows multiple payment methods, including any combination of cash, credit card, finance, checks, gift certificates, etc. These user-selectable payment methods are entered, in addition to check numbers and dollar amount, when applicable. If necessary, additional payment methods maybe defined within the system by a user with administrative rights. Customized payment terms may be tracked on specific transactions for past usage of specific payment methods.



Depending on the terms of the sales order or the invoice, the tool also flags the sales representative and/or delivery person to collect deposits or prepayment amounts,

Order Item Selection

Item #	Description	On Hand	Alloc	On Order	Price	Corp	MSRP	Vnd Item Code
023457	Lexmark X73	5	0	0	\$99.99	\$80.00	\$99.99	
049718	K-Byte 512MB DDR-2700	14	0	0	\$149.99	\$119.00	\$149.99	049718
075622	Belkin 4 port Hi speed hub	1	0	0	\$49.99	\$34.99	\$49.99	075622
107276	Centon 256MB PC-133 Desktop	0	3	0	\$49.99	\$29.99	\$49.99	107276
148163	IOgear USB to PDA adapter	5	1	0	\$39.95	\$31.96	\$39.95	148163
150656	Epson Stylus C42UX	4	1	0	\$49.99	\$39.99	\$79.99	150656
150680	Belkin 350 VA UPS	1	5	0	\$44.99	\$33.99	\$44.99	150680
150748	HP 2110 All in one	12	7	20	\$199.99	\$139.00	\$199.99	150748
151050	Belkin 500VA UPS	6	3	0	\$64.99	\$54.99	\$64.99	151050
151365	Belkin 800VA Uninterruptible	8	0	0	\$129.99	\$116.99	\$129.99	151365
152447	Belkin Surge Protector	8	0	0	\$16.99	\$10.00	\$16.99	152447

43 Item(s) - Totals - 570 48

payment before delivery, or payment on delivery.

Pricing

Selling prices within the system are defined according to price books. Each location is assigned a price book and multiple levels of unique pricing are allowed.

After items have been added to a quote, sales order, or invoice, the user (if assigned permission) can modify the pricing by adjusting the selling price in the following ways: discount from list on a line or order basis, cost plus margin on a line or order basis, or a fixed price with or without sales tax. Regardless of the method, the tool automatically calculates the new list price for each line on the order.

Optionally, the tool can also prompt for authorization if the selling price is below a preconfigured price level.

Sales Tax

Multiple sales tax configurations may be defined within the system. Each location is then assigned to the appropriate

configuration, with the option to override the configuration at the point of sale.

Profit Analysis

Profit analysis reports may be generated

Profit Analysis						Page Date	1 of 1
Property of Computer Central Inc. - Confidential - for Internal use Only 04/01/2004 - 08/25/2006 Location: [3 Computer Central - St Louis Park] Rep: [All]						08/25/06	
Item	Sales	Returns	Net	Margin \$	Margin %		
Items Sales Amount	\$93,479.45	\$0.00	\$93,479.45	\$56,719.57	60.676%		
Items Cost of Goods	\$36,759.88	\$0.00	\$36,759.88				
Rental Sales Amount	\$0.00	\$0.00	\$0.00				
Rental Cost of Goods	\$0.00	\$0.00	\$0.00	\$0.00	0.000%		
Comment Line	\$0.00	\$0.00	\$0.00				
Delivery Charge	\$2,695.00	\$0.00	\$2,695.00				
Disposal Charge	\$0.00	\$0.00	\$0.00				
Extended Warranty	\$0.00	\$0.00	\$0.00	\$0.00	0.000%		
Factory Freight	\$0.00	\$0.00	\$0.00				
Labor Charge	\$600.00	\$0.00	\$600.00	\$600.00			
Maintenance Agreement	\$0.00	\$0.00	\$0.00				
Miscellaneous	\$0.00	\$0.00	\$0.00				
Sales Tax	\$3,180.14	\$0.00	\$3,180.14				
Invoice Count	114	0	114				
				Gross Profit	\$56,719.57	Net Sales	\$96,774.45
Payment Method	Sales	Returns	Net				
Cash	\$0.00	\$0.00	\$0.00				
Check	\$1,067.76	\$0.00	\$1,067.76				
G.C. Corp	\$0.00	\$0.00	\$0.00				
Cash	\$5,691.95	\$0.00	\$5,691.95				
Credit Card	\$11,223.21	\$0.00	\$11,223.21				
AM Card	\$136.49	\$0.00	\$136.49				
DISCOVER Card	\$0.00	\$0.00	\$0.00				
VISA/MC Card	\$2,924.26	\$0.00	\$2,924.26				
None	\$0.00	\$0.00	\$0.00				
Receivable	\$83,198.39	\$0.00	\$83,198.39				
Finance	\$0.00	\$0.00	\$0.00				
G.C. Store	\$0.00	\$0.00	\$0.00				
Store Credit	\$0.00	\$0.00	\$0.00				
Travelers Check	\$0.00	\$0.00	\$0.00				
Refund Check	\$0.00	\$0.00	\$0.00				
Down Payment	\$0.00	\$0.00	\$0.00				
Finance - 6 Month	\$0.00	\$0.00	\$0.00				
Finance - 12 Month	\$0.00	\$0.00	\$0.00				
Finance - 90 Day	\$0.00	\$0.00	\$0.00				
Totals	\$104,241.96	\$0.00	\$104,241.96				

by location, for any given period of time. Profit margins and profit percentages for each item type are generated based on sales and returns. Gross sales and net sales values are also displayed, as well as itemized payment values.

Bank Deposit

Bank deposit reports may be generated as a means of viewing both itemized and total cash and check deposit amounts. Bank deposit reports may accompany bank deposit slips to ensure accurate bookkeeping and eliminate manual data re-entry.

Daily Sales Journals

Daily sales journals may be generated to view the total sales values by location and

Date	8/25/2006	Invoice Status	Open	Re-Initialize
Payment	Amount			
Checks	\$439.50			
Gift Cent. Corp.	\$0.00			
Cash	\$4,043.24			
Discover	\$0.00			
Visa & M/C	\$1,248.99			
Amer. Express	\$0.00			
Receivables	\$0.00			
Financing	\$0.00			
Gift Cent. Store	\$0.00			
Credits	\$0.00			
Travelers Cks	\$0.00			
Down Payment	\$0.00			
Finance 6 Month	\$0.00			
Finance 12 Month	\$0.00			
Finance 90 Day	\$0.00			
Totals	5,731.73			
<input type="button" value="Save"/> <input type="button" value="Cancel"/> <input type="button" value="Delete"/> <input type="button" value="Print"/> <input type="button" value="Paid Invoices"/> <input type="button" value="Void Invoices"/>				

associated sales representatives. Net sales, gross profits, and profit margins are displayed, as well as individual details for each line item including sales tax and items sale and cost of goods sold.

Sales Summary Inquiries and Reports

Daily Sales Journal							Page	13	of	15
Property of Computer Central Inc. - Confidential - for Internal Use Only							Date	08/25/06		
All Locations for 04/01/2003-08/25/2006										
Inv#Qty	Rep	Type/Item	Shp	Customer/Item Description	Sale \$	Cost	Margin			
3_001166	BBB	Sale		Andrews Tech	\$250.00	\$151.00	39.60%			
1	102726	T	Centon 250W PC-133 Desktop		\$39.68	\$10.00				
1	150748	T	HP 710 All in one		\$158.74	\$106.00				
1	151050	D	Belkin 500VA UPS		\$51.58	\$35.00				
0		T	There is a comment		\$0.00	\$0.00				
1		U	Delivery Charge		\$120.00	\$0.00				
4_001000	JDT	Sale		Andrews Tech	\$40.00	\$16.00			100.00%	
20	3468416@CCD	D	PowerSupply P4 - 2.66 GHz		\$23,382.00	\$0.00				
20	159376@CCD	D	KDS 19"LCD Display		\$15,980.00	\$0.00				
20	151050@CCD	D	Belkin 500VA UPS		\$1,299.80	\$0.00				
1		U	Delivery Charge		\$120.00	\$0.00				
Totals for Computer Central - St Louis Park										
Items	Sales	Returns	Voids	Net						
Items Sale Amount:	\$118,949.69	\$0.00	\$0.00	\$118,949.69						
Items Cost Amount:	\$57,562.80	\$0.00	\$0.00	\$57,562.80						
Sales Tax Amount:	\$4,202.71	\$0.00	\$0.00	\$4,202.71						
Total Payments:	\$127,772.40	Net Sales:	\$123,569.69	Gross Profit:	\$66,006.89	Margin:	51.61%			
Trade Ins:	\$0.00									
Misc. Charge Description	Count		Dollars							
Labor Charge	5		\$600.00							
Delivery Charge	31		\$3,020.00							
Extended Warranty	5		\$1,000.00							
Comment Line	6		\$0.00							
Totals	47		\$4,620.00							

Sales summary inquiries may be made for any location and date range. Quantity values and dollar amounts are displayed for all paid, voided, and returned orders on an individual and net basis. Sales summary reports may be generated to display, print, or export this information.

Iridium®
Sales / POS

Region	All	Midwest	Date	02/01/2006				
Location	Summary	Date	Paid	Voided	Returned	Count	Net	
			Count	\$ Amount	Count	\$ Amount	Count	\$ Amount
003-Computer Central - St Louis Park	2/1/2006	OPN	0	\$0.00	0	\$0.00	0	\$0.00
003-Computer Central - St Louis Park	2/1/2006	CLS	24	\$53,259.44	0	\$0.00	0	\$53,259.44
004-Computer Central - Chicago	2/1/2006	OPN	0	\$0.00	0	\$0.00	0	\$0.00
005-Computer Central - Madison Hts	2/1/2006	OPN	0	\$0.00	0	\$0.00	0	\$0.00
005-Computer Central - Cleveland	2/1/2006	OPN	0	\$0.00	0	\$0.00	0	\$0.00
007-Computer Central - Indianapolis	2/1/2006	Thru	24	\$53,259.44	0	\$0.00	24	\$53,259.44
History		Paid	Voided	Returned	Net			
003-Computer Cent	2/1/2006	CLS	24	\$53,259.44	0	\$0.00	0	\$53,259.44
			24	\$53,259.44	0	\$0.00	0	\$53,259.44

Start Date	06/01/2004	Rep	<All Reps>	Search					
End Date	08/25/2006	Location	<All Locations>	Print					
				Cancel					
Rep	Item	Description	Qty	Sales	Cost	Net	Margin %		
BOB	151050	Belkin 500VA UPS	1	\$49.99	\$35.00	\$14.99	29.99%		
BOB	346015	PowerSpec P4 - 2.53GHz	1	\$809.00	\$693.00	\$116.00	14.34%		
JDT	150748	HP 2110 All in one							
JDT	151050	Belkin 500VA UPS							
JDT	159376	KDS 19" LCD Display							
JDT	346841	PowerSpec P4 - 2.66 GHz							
JDT	362434	Compaq Presario 6320US							
RMS	107276	Cento256MB PC-133 Desktop							
RMS	150656	Epson Stylus C42UX							
RMS	150680	Belkin 350 VA UPS							
RMS	150748	HP 2110 All in one							
RMS	151050	Belkin 500VA UPS							
Sales Month: 02/2006 Location Type: Retail Update Sales									
Sales Region: <All Regions> Load List									
Information Title: Retail Sales Goals vs Actual for All Locations									
Location	Type	Region	02/06 Sales	Forecast	% Goal	YTD Sales	Forecast	% Goal	02/06 Sale
SLP	Retail	Midwest	\$49,744.25	\$90,000.00	62.18%	\$49,744.25	\$90,000.00	55.27%	\$1
CHI	Retail	Midwest	\$0.00	\$10,000.00	0.00%	\$0.00	\$20,000.00	0.00%	\$1
MAD	Retail	Midwest	\$0.00	\$10,000.00	0.00%	\$0.00	\$20,000.00	0.00%	\$1
CLE	Retail	Midwest	\$0.00	\$10,000.00	0.00%	\$0.00	\$20,000.00	0.00%	\$1
CLB	Retail	Midwest	\$0.00	\$10,000.00	0.00%	\$0.00	\$20,000.00	0.00%	\$1
			\$49,744.25	\$250,000.00	19.90%	\$49,744.25	\$430,000.00	11.57%	\$1
<input type="button" value="Export to Bulletin Board"/> <input type="button" value="Send Email"/> <input type="button" value="Print Preview"/> <input type="button" value="Cancel"/>									
Invoice	Customer	Qty							
3-001135	Andrews Tech (Mark Andrews)	1							
3-001137	Andrews Tech (Mark Andrews)	1	\$49.99	\$10.00	\$39.99	80.00%			
3-001138	Andrews Tech (Mark Andrews)	1	\$49.99	\$10.00	\$39.99	80.00%			
3-001142	Andrews Tech (Mark Andrews)	1	\$49.99	\$10.00	\$39.99	80.00%			
3-001144	Andrews Tech (Mark Andrews)	1	\$49.99	\$10.00	\$39.99	80.00%			

		Year(Close Date) ▼ Month(Clos		Year(Quote Create Date) ▼ Month(Quote Create Date) ▼			
		2004		2005		Total	
Abbreviation	Lead Source	Quantity	Total	Margin %	Qu	Count	Total
SLP	Current	3	\$595	0			
	Current Customer	144	\$38,725	0			
	Drive By	1	\$65	0			
	Newspaper	11	\$2,176	0			
	Referral	6	\$2,637	0			
	Yellow Pages	5	\$2,832	0			
	Total	170	\$47,030	0			
	Total	170	\$47,030	0			

Loc Abbrev	Representative Name	Count	Total	Count	Total	Count	Total	Count	Total		
SLP	Brady Basemen	1	\$500	1	\$500	2	\$1,000	1	\$1,402	1	\$1,402
	Ron Smith							1	\$990	1	\$990
	Tom Slacker							1	\$990	1	\$990
	Total	1	\$500	1	\$500	2	\$1,000	5	\$6,599	5	\$6,599
	Total	1	\$500	1	\$500	2	\$1,000	5	\$6,599	5	\$6,599

Iridium®
Customer Service

Customer Info		Company Info	Contact Info																																																																																										
Name First/Middle/Last	Mark	G	Andrews																																																																																										
Company	Andrews Tech																																																																																												
Address	7572 France Ave S																																																																																												
City/State/Zip	Edina	MN	55435																																																																																										
E-Mail Address	mandrews@andrewstech.com																																																																																												
Tax Exempt	<input type="checkbox"/>	Tax ID	ggg																																																																																										
Last Trans Amt	\$49.99																																																																																												
		Home Phone	(763) 492-2003																																																																																										
		Work Phone	(888) 555-1232																																																																																										
		Extension	<input type="text"/>																																																																																										
		Cell Phone	<input type="text"/> - <input type="text"/>																																																																																										
		Fax Phone	(763) 992-3233																																																																																										
		Check Ok	<input type="checkbox"/>																																																																																										
		On Mailing List	<input type="checkbox"/>																																																																																										
		Last Trans Date	02/01/2006																																																																																										
<input checked="" type="checkbox"/> Skip To <input checked="" type="checkbox"/> Bill To <input type="checkbox"/> Voided <input checked="" type="checkbox"/> All Dates Start <input type="button" value="07/31/2006"/> End <input type="button" value="08/28/2006"/> Refresh																																																																																													
<input type="button" value="Quotes"/> <input type="button" value="Sales Orders"/> <input type="button" value="Invoices"/> <input type="button" value="Deliveries"/> <input type="button" value="Sales History"/> <input type="button" value="Service Tickets"/> <input type="button" value="Receivables"/> <input type="button" value="Notes"/>																																																																																													
<table border="1"> <thead> <tr> <th>Quote #</th> <th>Status</th> <th>Aprvd</th> <th>Create Date</th> <th>Exp. Date</th> <th>Amount</th> <th>Profit Margin</th> <th>Rep</th> <th>Notes</th> </tr> </thead> <tbody> <tr><td>3001019</td><td>Exp.</td><td>Yes</td><td>8/22/2005</td><td>9/19/2005</td><td>\$1,987.66</td><td>10.00%</td><td>B0B</td><td>Customer wants computer and setup done next'</td></tr> <tr><td>3001018</td><td>Exp.</td><td>Yes</td><td>8/22/2005</td><td>9/19/2005</td><td>\$1,842.22</td><td>10.00%</td><td>B0B</td><td>Customer wants the item delivered next wednes'</td></tr> <tr><td>3001020</td><td>Exp.</td><td>Yes</td><td>8/22/2005</td><td>9/19/2005</td><td>\$1,947.66</td><td>10.00%</td><td>B0B</td><td>Customer wants computer and setup done next'</td></tr> <tr><td>3001016</td><td>Exp.</td><td>Yes</td><td>8/22/2005</td><td>9/19/2005</td><td>\$1,090.00</td><td>10.00%</td><td>TAS</td><td>Customer wants computer and setup done next'</td></tr> <tr><td>3001017</td><td>Exp.</td><td>Yes</td><td>8/22/2005</td><td>9/19/2005</td><td>\$1,762.22</td><td>10.00%</td><td>RMS</td><td></td></tr> <tr><td>3001010</td><td>Won</td><td>No</td><td>10/14/2003</td><td>11/11/2003</td><td>\$2,186.51</td><td>10.73%</td><td>JDT</td><td></td></tr> <tr><td>3001011</td><td>Lost</td><td>No</td><td>10/14/2003</td><td>11/11/2003</td><td>\$1,227.56</td><td>8.99%</td><td>JDT</td><td></td></tr> <tr><td>3001009</td><td>Lost</td><td>No</td><td>9/6/2003</td><td>10/4/2003</td><td>\$1,425.14</td><td>100.00%</td><td>RMS</td><td></td></tr> <tr><td colspan="2">12 Item(s)</td><td></td><td></td><td></td><td>\$113,252.04</td><td></td><td></td><td></td></tr> </tbody> </table>				Quote #	Status	Aprvd	Create Date	Exp. Date	Amount	Profit Margin	Rep	Notes	3001019	Exp.	Yes	8/22/2005	9/19/2005	\$1,987.66	10.00%	B0B	Customer wants computer and setup done next'	3001018	Exp.	Yes	8/22/2005	9/19/2005	\$1,842.22	10.00%	B0B	Customer wants the item delivered next wednes'	3001020	Exp.	Yes	8/22/2005	9/19/2005	\$1,947.66	10.00%	B0B	Customer wants computer and setup done next'	3001016	Exp.	Yes	8/22/2005	9/19/2005	\$1,090.00	10.00%	TAS	Customer wants computer and setup done next'	3001017	Exp.	Yes	8/22/2005	9/19/2005	\$1,762.22	10.00%	RMS		3001010	Won	No	10/14/2003	11/11/2003	\$2,186.51	10.73%	JDT		3001011	Lost	No	10/14/2003	11/11/2003	\$1,227.56	8.99%	JDT		3001009	Lost	No	9/6/2003	10/4/2003	\$1,425.14	100.00%	RMS		12 Item(s)					\$113,252.04			
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3001009	Lost	No	9/6/2003	10/4/2003	\$1,425.14	100.00%	RMS																																																																																						
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<input type="button" value="New Quote"/> <input type="button" value="New Sales Order"/> <input type="button" value="New Invoice"/> <input type="button" value="Ok"/> <input type="button" value="Cancel"/>																																																																																													

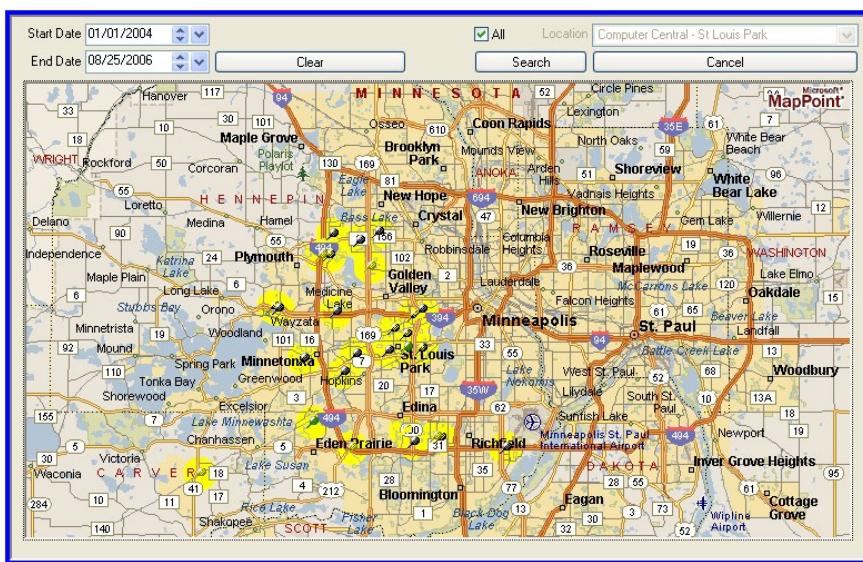
CUSTOMER SERVICE

Customer Tracking

Specific to the Customer Service module is the ability to track customer information in the following options: Delivery Locations; Order Entry and Maintenance; Bookkeeping Inquiry; Customer Maintenance; Customer Message Log; Credit Information;

Equipment Inquiry; Customer Equipment History; Delivery History; Sales History; Special Price Maintenance; and E-mail Communication.—ultimately linking to the *Quoting, Invoicing and Sales Order Systems*.

Targeted marketing information, such as email addresses and mailing list status may be tracked from this screen as well. Customer information and detailed sales histories may be exported and further utilized for marketing activities such as direct mailings and email campaigns.



Product and Equipment Tracking

Serialized product and equipment that is sold or rented to customers is also tracked by the IRIDIUM tool. If the tool is tracking inventory at the serial number level, information such as the delivery location, delivery instructions, and the delivery time/window is tied to each delivery ticket. Access to detailed notes and an existing delivery history further

The screenshot shows a software application window titled "IRIDIUM". At the top, there are search filters for "Pickup ID", "First Name", "Last Name", and date ranges "Start" and "End". Below the filters are buttons for "Search", "Cancel", and "Print Pickups". A table displays a list of pickup items with columns for "Ship Via", "Created", "Created By", "Inv/SD #", "Name", "Type", "Status", and "Comment". One item in the list is highlighted in orange. At the bottom of the list, it says "5 Item(s)". Below the list is a detailed view of one item with columns for "Qty", "Ship Via", "From Loc", "Item", "Description", "Due Date", and "Extended Price".

streamline the tracking process.

Customer Mapping

As an additional option, the user may purchase Microsoft's MapPoint® software product to map customer activity by any, or all, locations. Customers' home and business locations are plotted on regional maps to visually display areas of concentrated customer proximity. This information aids in determining future business locations and demographically-based advertising methodologies.

PICKUPS AND LAYAWAYS

Item Pickup and Layaway

The IRIDIUM tool records pickup of items

at each retail or warehouse location. The date of pickup and name of person claiming the item are recorded into the system for tracking purposes.

Pickup tickets may be printed at the time of sale as an official pickup ticket. Both existing customers and third-party shipping companies can be grouped for easy identification and item pickup.

As items are picked up, the tool prompts the sales representative or warehouse employee to collect any outstanding balance due on the order. By selecting the "verify sent" functionality at the time of pickup, the *Inventory Management System* automatically updates inventory balances accordingly.

Sales orders that have not already been converted into sales invoices (for example, items on layaway) are done so at this point. These sales then become part of that location's daily sales.

Pickup Inquiry

New, picked up, and voided orders may be viewed across any, and all, locations within a specified time frame. Delivery types (such as pickup or third-party shipping company)

The screenshot shows a "Pickup Ticket" for Computer Central Inc. The ticket includes the company logo, address (3710 Hwy 100, St. Louis Park, MN 55416), and contact information (Phone: (952) 823-9800, Fax: (952) 823-9801). It also lists the bill-to customer (Andrews Tech, Mark Andrews, 7572 France Ave S, Edina, MN 55435, Home: (763) 492-2003) and the pickup location (Computer Central - St Louis Park, 3710 Hwy 100, St. Louis Park, MN 55416, Phone: (952) 823-9800, Fax: (952) 823-9801). The ticket is dated 02/02/06 at 12:00 AM, page 1 of 1. At the bottom, there is a table for order details (S.O. #: 3001161, P.O. #: 2/2/2006, Terms: 50% Down, Balance COD) and a section for special instructions and pickup confirmation.

Iridium® eCommerce

ECOMMERCE

The marketing capabilities of the IRIDIUM tool support the need for a larger and more-loyal customer base. The customers' Web experience can be personalized and customized so that it is more relevant to them and more convenient for them.

The IRIDIUM tool can be used to design an interactive and easy-to-use Web-based shopping experience. By personalizing the site to the customer (based on information and previous interactions), the sales and fulfillment processes are streamlined.

ONLINE CUSTOMER INTERFACE

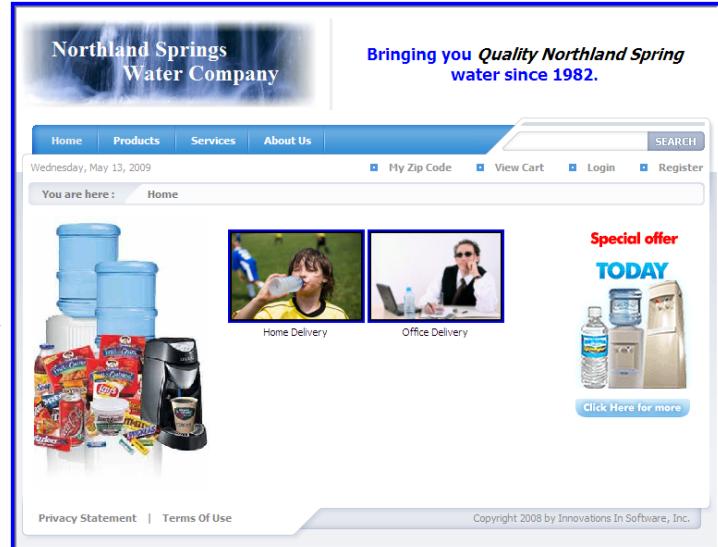
User Accounts

Online customers can either create a new Web account or access their existing one. Customer information is secure and is maintained through a unique user ID and PIN.

This screenshot shows the login page for Northland Springs Water Company. It features a header with the company name and a search bar. Below the header, there are two main sections: 'Existing Customers' and 'New Customers'. The 'Existing Customers' section includes fields for 'Your Login Id:' and 'Your Password:', along with links for 'Forgot Password?' and 'Log On'. The 'New Customers' section has a link for 'Create Account'.

Individuals who create a customer account, can inquire on their open and closed orders and modify account

information. If your business is of the repetitive delivery nature, the system tracks information such as delivery date/time, delivery frequency, and items delivered. For customers with multiple delivery locations (multiple stops at the same location or between different sites),



they can modify the details of their order/invoice on a one-time basis or as a universal change.

This screenshot shows a 'Delivery Inquiry' form. It includes sections for 'Delivery Address Information' (Address Line 1: 1991 FORD PARKWAY, Effective Date: 5/13/2009), 'Predelivery Remainder/Where to Leave Product' (Phone: No PreCall, Where To Leave: Back Door), and 'Upcoming Delivery Dates' (a table showing delivery dates from 11/04/2008 to 07/02/2009, all marked as 'Planned Delivery' with 'Skip Delivery' options). The table has columns for 'Delivery Date' and 'Route Status'.

Delivery reminders are customizable in nature (by phone call or by email) and frequency. Additionally, online customers can modify their account information and make payments on account balances.

PRODUCT CATALOG

This screenshot shows a payment form. It includes fields for 'Payment Due Amount' (\$0.00), 'Payment Method' (dropdown menu), 'Credit Card Number' (input field), 'Expire Date' (dropdown menu), 'Card Id Number' (input field), and a note about card types. It also includes logos for Visa, MC, Disc, and AmEx, and buttons for 'Make Payment' and 'Cancel'.

Sort By: Brand | LowestPrice | HighestPrice | Compare
[Check Item to Compare]
Showing 1 - 10 of 60 Products

1GB USB Flash Drive	Photo card reader	2GB USB 2.0 Flash Drive
K-Byte \$9.99	Bethin Surze \$16.99	Linksys 10/100 PCI card Linksys \$24.99
2x 512KB Level 2 Cache	Photo card reader	D-Link USB adapter Linksys \$29.99

Overview | Specifications | Reviews
Pavilion a1744x; AMD Athlon 64 X2 Dual-Core Processor 4600+; 1024MB DDR2-533 RAM; 320GB 7,200RPM Hard Drive; SuperMulti Dual/Double Layer DVD+RW Drive; 9-in-1 Media Reader; NVIDIA GeForce 6150 LE; 10/100 Fast Ethernet; Microsoft Windows Vista Business; Display Not Included

Index
Brands: All Brands
Categories: All Categories
GO

The online product catalog can show your products in multiple ways; and it can show lists of multiple products on one page. Product filters are defined by brand, manufacturer, or type of item. Product displayed on the screen can then be sorted by price (lowest to highest) or brand. Items within the same category type can be selected to compare the specifications and/or features.

Actions | Reviews
Microsoft Windows Vista Business
AMD Athlon(tm) 64 X2 Dual-Core Processor 4600+ 2.4GHz
2 x 512KB Level 2 Cache
2000MHz HyperTransport System Speed
1024MB PC-4200 DDR2 RAM
Expandable to 4GB
(2) 512MB DIMM Memory Modules
(2) Available 240-pin DIMM Slots
320 GB
7,200
Serial ATA
LightScribe SuperMulti 8x DVD+R DL
4x DVD-R DL; 16x8x16 DVD+RW; 16x6x16 DVD-R
Printer/Scan Included

Pricing Information
Hewlett Packard 139568
Price: \$689.99
Quantity Required:
Buy Now

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row and the number of rows displayed at one time.

When the online customer wants to see more detailed information about a particular item, they can click on the thumbnail picture. The screen will then display the unique item page, which can contain additional images, product videos, price information, detailed specifications, and customer reviews.

Items recommended to purchase with the item may also be displayed, as well as items other customers have purchased with that item.

Featured Items

The Featured Items module displays those items that have been identified as “featured items” within the IRIDIUM tool. When the items are identified as feature items within the system, the eCommerce tool automatically populates the Web page, eliminating the need to modify HTML code or utilize an individual with Web design skills.

	HP Pavilion a1744x	HP Pavilion a1740n	HP Pavilion Media Center TV m7730n
Operating System	Hewlett Packard \$899.99	Hewlett Packard \$919.99	Hewlett Packard \$1499.99
OS	Microsoft Windows Vista Business	Microsoft Windows Vista Home Premium	Microsoft Windows Vista Home
Processor	AMD Athlon (tm) X2 Dual-Core Processor 4600+ 2.4GHz	Intel Core (tm) 2 Duo Processor E6300 1.86GHz	Intel Core (tm) 2 Duo Processor E6400 with Intel 2.13 GHz
Speed	2.4GHz	1.86GHz	2.13 GHz
Cache	2 x 512KB Level 2 Cache	2MB Level 2 Cache	2MB Level 2 Cache
Data Bus Speed	2000MHz HyperTransport System Speed	1066MHz Frontside Bus	1066MHz Frontside Bus
RAM Memory	1024MB PC-4200 DDR2 RAM	2048MB PC-4200 DDR2 RAM	2048MB PC-4200 DDR2 RAM
Installed	1024MB PC-4200 DDR2 RAM	2048MB PC-4200 DDR2 RAM	2048MB PC-4200 DDR2 RAM
Max Supported	Expandable to 4GB	Expandable to 4GB	Not Expandable
Configuration	(2) 512MB DIMM Memory Modules (2) Available 240-pin DIMM Slots	(2) 1024MB DIMM Memory Modules (2) Available 240-pin DIMM Slots	(2) 1024MB DIMM Memory Modules (0) Available 240-pin DIMM Slots
Slots Available			
Hard Drive	320 GB 7,200 RPM	320GB 7,200 RPM	121 250GB 7,200 RPM
Interface	Serial ATA	Serial ATA	Serial ATA
Multimedia Drive	LightScribe SuperMulti 8x DVD+R DL	LightScribe SuperMulti 8x DVD+R DL	HP DVD Player LightScribe 8x DVD+R DL
Model			

Along with the thumbnail picture of the item, the Web page can optionally show a brief description of the item, the brand name, and its price. The page can also be configured to add borders around each item, and limit the number of items displayed in a

A thumbnail image of the item, as well as item price, is displayed within the Featured Items module on the Web page. The user is allowed to select an item and drill in for more details. The Featured Items module is usually used as add on content to a home

Quantity	Product	SKU #	Availability	Price	Ext. Price
<input type="button" value="X"/>	HP Pavilion Media Center TV m7780n	138172		\$1,499.99	\$1,499.99
	Click <input type="button" value="X"/> to remove an item from Cart			Sub-Total	\$1,499.99

Update Clear Cart Continue to Checkout
Checkout with PayPal
Fast, easy, secure.

[Continue Shopping](#) [Go to Homepage](#)

page or other page.

SHOPPING CART

As Web customers view products in the Product Catalog, they can select the *Buy Now* button to add product to their shopping cart. After a product is added to the cart, they can either add additional products by browsing the product catalog or continuing to the check out process. Estimated shipping costs can also be calculated at this point.

At this point, the Web customer is required to either create a user account or log in with their existing ID and PIN. Individuals who have forgotten their account information can

either have it sent to their email account or create a new account.

When the shipping address is either entered or selected, options for shipping method and estimated price are presented to the customer.

Your Saved Shipping Addresses
Sheldon 2 Fossum, Innovations In Software, Inc., 3030 Harbor Lane N, Plymouth, MN, 55447
Edit Shipping Address

New Shipping Address
Company
First name Last name
Address
City
State Select a State
ZipCode
Will Call Pickup
Pickup contact to get the stores near you
Sheldon 2 Fossum, Innovations In Software, Inc., 3030 Harbor Lane N, Plymouth, MN, 55447
Pickup Location
Ben Franklin, 4500 Xerium Lane N, Plymouth, MN, 55441
Continue Cancel

After the user selects a desired shipping method, payment options are then presented to the customer. Depending on the available credit

the customer has already been pre-approved).

Upon adding all of the required information, the customer is presented with the opportunity to review and edit their order before entering payment terms and submitting the order.

Quick Find

For frequent shoppers who are familiar with the Web site and the products, the *Quick Find* field allows them to automatically add items to their shopping cart by entering the SKU number.

Quick Cart :

STORE FINDER

The eCommerce system allows Web customers to enter a zip code in order to find the nearest retail store address/location. The “maximum distance” between the zip code and the store location is entered by the user. A list of retail stores by state can also be displayed, as to provide customers

To Get Started: Enter your Zip Code

Order Information [Tuesday, October 30, 2007]

Billing Address : [Edit](#) Payment Method : [Edit](#) Shipping Address : [Edit](#) Shipping Method : [Edit](#)

Sheldon 2 Fossum 3030 Harbor Lane N Plymouth MN,55447	VISA or MASTER Card	Sheldon 2 Fossum 3030 Harbor Lane N Plymouth MN,55447	No Shipping Method Selected
--	---------------------	--	-----------------------------

Product Description	SKU #	Availability	Qty	Price	Ext. Price
HP Pavilion Media Center TV m7780n	138172		1	\$1,499.99	\$1,499.99
			Sub-Total	\$1,499.99	

Place This Order

You are here : Services



Water Delivery Service Programs

1. Enter your Home or Office zip code to determine availability
2. Select the service plan that meets your needs
3. Confirm & schedule your new bottled water delivery service

For products and offers in your area: **For office delivery:**

Enter your zip code **Continue**

Enter delivery zip code **Continue**

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with all locations within their state.

SERVICE/DELIVERY AREA LOCATION

Using zip-code based parameters, the eCommerce system can provide Web customers with a list of allowable service and delivery areas. If service and/or delivery is available within a zip code area, the user will be taken to a page displaying the available product or service. If service and/or delivery is not available, the user will be taken to a page that suggests alternate products or alternate service options.

OBSERVE ONLINE

The *Whos On Line* customer service portal creates an enhanced customer service experience between the customer and the company. Through a chat room format, customer services representatives can interact on screen, allowing the customer services representatives to answer customer- and product-specific questions. The tool also gives companies the ability to see the number of online customers at any give time , as well as the details of their browsing history.

EXTRA SHOPPING FEATURES

Additional online shopping options are available to Web customers. These include billing to one address and shipping to another, configuring multiple ship to addresses and adding special instructions.

Iridium®
**Order Planning/
Delivery Scheduling**

ORDER PLANNING / DELIVERY SCHEDULING

The IRIDIUM tool manages both dynamic (typically retail-driven) and static (typically route-driven) order planning and delivery scheduling.

Dynamic Delivery Planning

When new orders and unscheduled deliveries become scheduled deliveries in the IRIDIUM tool, a delivery stop is created. Schedulers and authorized sales representatives may schedule deliveries within a given time period or for a specific time slot, and the system ensures that schedules cannot be double booked. Detailed notes about the delivery, or delivery directions may also be added to the screen.

The amount of delivery time allocated for each stop is automatically defined based on the items on the delivery ticket. For example, a delivery ticket containing five items with a defined delivery time of ten minutes per item automatically allocates 50 minutes for the delivery.

Additionally, items scheduled for delivery may be automatically tagged as reserved items for delivery using the “pick and send” functionality of the tool. Once delivered, the “verify sent” button is selected by the scheduler. The *Inventory Management* and *Daily Accounting Systems* are then automatically updated accordingly.

Miscellaneous delivery charges are further flagged on the delivery status report to accumulate those revenues being captured as a result of delivery services. These charges can then be analyzed by the delivery department manager. Additionally, the truck and driver names are tracked with

each delivery to ensure quality customer service.

Delivery Items

The tool also allows schedulers and authorized sales representatives to view all new, unscheduled, scheduled, delivered, or voided delivery tickets. Particularly for new and unscheduled deliveries, the ability to sort information by creation date easily defines a first-come, first-serve scheduling call order.

If payment is due on an order prior to delivery, balances must be settled in the system before deliveries can be scheduled. Payment on delivery amounts are printed on delivery tickets, flagging drivers to collect funds at the time of delivery.

The ability to create partial shipments allows items to be shipped on different dates. As such, multiple delivery tickets are created and customized based on customer requirements.

Delivery items may be viewed and sorted based on delivery region and location type. Closed and voided delivery tickets may also be easily displayed within a user-definable date range.

Route Delivery Frequency

For companies in the repeat delivery industry, the IRIDIUM tool manages route sequences in terms of delivery frequency. Within the user interface, information such as specific delivery instructions and delivery time windows is captured and stored.

Recurring Deliveries

For companies with recurring deliveries,

the system can be configured to accommodate multiple branches, multiple warehouses, and multiple routes.

Delivery Regions and Delivery Zones

Each company has the ability to define customizable delivery regions, which are tied to a retail location. Within each delivery region, the system categorizes delivery zones according to zip code. Any number of zip codes may fall within a delivery zone, depending on the population of the area.

Delivery Routing

As an additional option, the user may purchase Microsoft's MapPoint software product to utilize advanced delivery route planning capabilities and generate delivery routes and directions to each delivery stop.

MapPoint automatically determines the most-effective sequence of delivery stops based on all scheduled deliveries within a given time period. Detailed directions are also generated for deliveries scheduled according to pre-determined time slots. In both cases, hard-copy print-outs are provided to the driver; print-outs that show detailed directions and the optimized route order.

Each user-defined delivery zone defines the delivery starting point, traditionally distribution centers for densely populated regions with multiple stores (or this may be defined as a single store for areas with only one store). Should items need to be picked up from a store before delivery, retail locations may be easily defined as delivery stops.

The tool also provides the customer with the

option of exporting routes to third-party route optimization tools. For drivers using the IRIDIUM tool, the route and map capabilities accessible using the handheld computer.

Printing

In addition to printing delivery routes and directions for drivers, the system may also generate and print delivery tickets, ticket status reports, and delivery schedules. These items may be exported to Adobe PDF or Microsoft Excel formats for electronic formatting and distribution.

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Order Planning/Delivery Scheduling

Delivery Details

Delivery ID:	New	Start Date:	07/26/200	Print Deliveries	Regions:	All Mpls
First Name:	Scheduled	End Date:	09/09/200	Delivery Stop	Loc Type:	All Retail
Last Name:	Delivered	Search	Cancel	Del Type:	All Delivered	
Last Name: <input type="text"/>						

Delivery Schedule

Ship Via	Created	Created By	Inv/SO #	Name	Type	Status	Cor
Delivery N/NW	05/06/2004	SLP/RMS	INV-3001134	Smith, John	Sale	New	
Delivery S/SW	04/24/2003	SLP/RMS	INV-3001078	McDonald,Tom	Sale	Unscheduled	
Delivery S/SW	03/17/2004	SLP/RMS	INV-3001131	Andrews Tech(Andrews,Mark)	Sale	Unscheduled	
Delivery S/SW	01/15/2005	SLP/RMS	INV-3001136	Andrews Tech(Andrews,Mark)	Sale	Unscheduled	
Delivery S/SW	02/01/2005	SLP/RMS	INV-3001142	Andrews Tech(Andrews,Mark)	Sale	Unscheduled	
Delivery S/SW	02/22/2005	SLP/RMS	INV-3001146	Andrews Tech(Andrews,Mark)	Sale	New	
12 Item(s)							
Qty	Ship Via	From Loc	Item	Description	Due Date	Exte	
1	Deliver	CCD	049718	Kbyte 512MB DDR-2700			
1	Deliver	CCD	150566	Epson Stylus C420UX			
1	Deliver	CCD	280487	Nec 19" Monitor			
1	Deliver	CCD	280487	Delivery Charge			

Customer Summary

Company: Andrews Tech	Ship To Bill To: <input checked="" type="checkbox"/>	Search
Name F, L: Mark Andrews	Home Phone: (763) 492-2003	Validate Address
Address: 7572 France Ave S	Work Phone: (888) 555-1232	Ext:
City/St/Zip: Edina MN 55435	Email: mandrews@andrewstech.com	

Items to be Delivered

Previous Week		Drag Me to a Day/Time to Schedule		Next Week	
Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
08/14/2006	08/15/2006	08/16/2006	08/17/2006	08/18/2006	08/19/2006
8:00 AM	REMAINING	REMAINING	REMAINING	REMAINING	Andrews(30010)
8:30 AM	Minutes: 532	Minutes: 350	Minutes: 364	Minutes: 325	Edina
9:00 AM	Stops: 9	Stops: 9	Stops: 6	Stops: 8	
10:00 AM	Andrews,Printe	South Desktop	McDonald,Mon	Edison,Desktop	
10:30 AM			Andrews,Power	Andrews,15	
11:00 AM			Proction,7	Andrews,12	
11:30 AM			Andrews,31	Edina	
12:00 PM					
12:30 PM					
1:00 PM					
1:30 PM					
2:00 PM					

Ok Verify Send Cancel Print Void Ticket

Zone Selection

State:	<input type="text"/>
Zone:	Mpls - N/NE
Search	
Zone	

Region Configuration

Region Name	Code	Name	Del. Freq.	Warehouse Loc.	Start Time	Time Increment	Travel	Base Time
Mpls	2-100006	N/NW	1	IIS Distribution Center	8:00:00 AM	60 minutes	30	8/15/2003
Mpls	2-100007	N/NE	1	IIS Distribution Center	8:00:00 AM	30 minutes	30	8/15/2003
Mpls	2-100008	S/SW	1	IIS Distribution Center	8:00:00 AM	30 minutes	30	8/15/2003
Mpls	2-100009	S/SE	1	IIS Distribution Center	8:00:00 AM	30 minutes	30	8/15/2003

Delivery Details

Zip Code: 2-100006	Travel Time: 00:30:00	Frequency: 1
Save		

Customer Summary

Company: Andrews Tech	Ship To Bill To: <input checked="" type="checkbox"/>	Search
Name F, L: Mark Andrews	Home Phone: (763) 492-2003	Validate Address
Address: 7572 France Ave S	Work Phone: (888) 555-1232	Ext:
City/St/Zip: Edina MN 55435	Email: mandrews@andrewstech.com	

Items to be Delivered

Location	Item	Description	On Hand	Balance	Pick	Picked	Date Picked	Send	Sen
SLP	150748	HP 2110 All in one	12	1	Pick	0		Send	
SLP	187500	DAEWODD 19" monitor	0	1	Pick	0		Send	
2 Item(s)									

Ok Verify Send Cancel Print Void Ticket

Truck Log

8:00 AM	
8:30 AM	
9:00 AM	
9:30 AM	
10:00 AM	Travel
10:30 AM	Ashford
11:00 AM	
11:30 AM	
12:00 PM	
12:30 PM	
1:00 PM	
1:30 PM	
2:00 PM	
2:30 PM	
3:00 PM	
3:30 PM	

Map View

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Order Planning/Delivery Scheduling

C
C

Delivery Ticket Status Report

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Page 1 of 3
Date 08/13/06

All Regions

Del #/Rep-Type/Item	Customer/Item Description	Due Date/Order Qty	Balance Qty	Selling Price	Cost	Inv/SD#/Ship Via
3-001035 3 Sale 150745 @ SLP	Andrews Tech(Andrews,Mark) HP 2110 All in one Delivery Charge	08/14/2006 1 1	0 1	\$199.99 \$120.00	\$99.00 \$120.00	INV: 3-001136 Delivery Delivery
Notes					\$99.00	
3-001045 3 Sale 400001 @ SLP	Smith,John Item Description 01 Delivery Charge	08/15/2006 1 1	0 1	\$600.00 \$120.00	\$440.00 \$120.00	INV: 3-001134 Delivery Delivery
Notes					\$440.00	
3-001020 3 Sale 150556 @ CCD 049718 @ CCD 260497 @ CCD	McDonald,Tom Epson Stylus C42UX Kbyte 512MB DDR-2700 Nec 19" Monitor Delivery Charge	08/16/2006 1 1 1	0 1 1	\$49.99 \$149.99 \$229.00	\$40.00 \$118.00 \$158.00	INV: 3-001078 Delivery Delivery Delivery
Notes					\$20.00	

Delivery Route Directions

Property of Computer Central Inc. - Confidential - for Internal use Only

Delivery Truck 12' Van #2

Delivery Driver Drew Stiltmen



Driver's Name	Date 08/19/2006	Region Mpls	
Tom Green	Save	Cancel	
N/NE	N/NW	S/SE	S/SW
Anderson, 9' Van #3	Brady Basemen, 12' Van #1	Tom Green, 9' Van #4	Drew Stiltmen, 12' Van #2
Travel Time - 20 minutes			
Smith(3001049) Plymouth (55447)			
Travel Time - 14 minutes			
McDonald(3001020) Edin Praire (55344) Monitor			
Travel Time - 14 minutes			
Travel Time - 17 minutes			
Smith(3001048) Plymouth (55447)			

II Stop

19 min.
19 min.
9 min.
5 min.
4 min.
4 min.
1 min.

0 min.
102 min.
17 min.
16 min.

Delivery Ticket

Draft Delivery ID: 3001056

Date 01/01/00

Time 12:00 AM

Page 1 of 1

Bill To Information

Andrews Tech
Mark Andrews
7572 France Ave S
Edina, MN 55435

Home: (763) 492-2003 Work: (888) 555-1232
Fax: (763) 992-3233

Delivery Method:	Invoice Number
Deliver	4001000

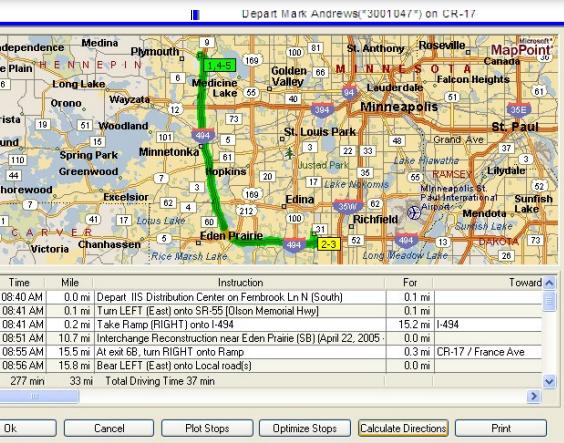
Item Description	Delivery Quantity
PowerSpec P4 - 2.06 GHz Serial #	0
159376 @ CCD	0
151050 @ CCD	0
Belkin 500VA UPS	0
Delivery Charge	0

Payment Terms: Collect on Delivery Amount To Be Collected: \$40,781.80

Date	Method	Check #	Amount
------	--------	---------	--------

Instructions:

BY: _____ DATE: _____



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Service Planning

The screenshot shows a software interface for service planning. At the top, there are tabs for 'Billing Information' and 'Service Location'. Under 'Billing Information', fields include Company (Andrews Tech), Name F, L (Mark Andrews), Address (7572 France Ave S), City/St/Zip (Edina, MN, 55435), Home Phone (763) 492-2003, Work Phone (888) 555-1232, EMail (mandrews@andrewstech.com), and a 'Bill Here' checkbox. An 'Info' panel on the right displays a ticket number (3-000001), call date (04/10/03), and status (Sent). Under 'Service Location', a repair item is listed with Invoice (3-001001), Type (New), Location (SLP), Rep (JDT), Purchased (04/09/03), and Description (Nec 19" Monitor). A 'Problem Description' section contains the text 'Does not Turn on'. Below this are fields for Work Started, Completed, Technician, and Charges. Other sections include Status of Repair (Unassigned), Repair Type (In Shop), and Swapped Out? (No). Buttons at the bottom include Charges, Save, Duplicate, Cancel, Print, and Sent.

New Service Tickets

New service tickets may be easily created, tracked, and viewed with the IRIDIUM Retail Management Software tool for both items that were sold a specific company and for those items that were not. Invoices may also be generated for service tickets directly from the service ticket screen.

Same or different billing and service location information may be specified on the ticket, depending

on the nature of the service request. If a repair item was on a previously generated invoice, detailed information such as invoice number, sale location, sales representative, item type, item number, and text description is automatically added to the service ticket. Text fields for entering specific details on the nature of the problem are added to the screen on the creation date.

Once the repair is specified as an in-shop, on-site, or on-phone repair, it may be

assigned to a technician. The technician may then add notes on the repair itself, as well as additional costs for parts that have been ordered to complete the repair. Fields for completing the repair and swapping out items are also available.

The screenshot shows a list of service tickets. The columns include Customer Name, Item Code, Item Description, Setup Date, Status, Service ID, Location, and Commercial. The data shows several entries for different customers and items, with various statuses like Unassigned, Completed, and On Hold. A search bar and buttons for New, Print List, and Close are visible at the top of the list.

Last Name	Ticket #	Unassigned	Completed	From
First Name	Item	Repair Underway	Cancel Repair	To
Company	Location	On Hold / Waiting	Commercial	08/13/2006
Bond, Dan	151365	Belkin 800VA Uninterruptible Power Supply	04/10/2003	Unassigned
Andrews Tech - Andrews, Mark	280487	Nec 19" Monitor	04/10/2003	Unassigned
Andrews Tech - Andrews, Mark	280487	Nec 19" Monitor	04/10/2003	Unassigned
Andrews Tech - Andrews, Mark	341891	Sony VAIO PCV-RZ16G	09/05/2003	Unassigned
Andrews Tech - Andrews, Mark	340936	Sony VAIO PCV-RXAB42	02/01/2005	Unassigned
Andrews Tech - Andrews, Mark	362434	Compaq Presario 6320US	08/03/2006	Unassigned

6 Service Tickets(s)

Service Ticket Inquiries

Status reports may be generated for all unassigned, assigned, on-hold, completed, cancelled, and commercial service tickets for a specific date range and/or location. These reports may also be printed, as well as be exported to Adobe PDF or Microsoft Excel formats for electronic formatting and distribution.

Service Contracts

Equipment requiring recurring maintenance and servicing are subject to ongoing fees. Service charges maybe configured within the system as a service contracts. In this case, service tickets are automatically generated by the tool. Depending on the specific needs of the company and their customers, service can also be added to delivery tickets as a line item.

Iridium®
Service Planning

 Computer Central Inc. Computer Central - St.Louis Park 3710 Hwy 100 St. Louis Park, MN 55416 Voice: 9528239800 Fax: 9528239801		Service Ticket Service # 3-000001 Page 1 of 1 Date 08/13/06																									
Service Location Andrew's Tech Mark Andrews 7572 France Ave S Edina, MN 55435 Home: (763) 492-2003 Work: (888) 555-1232 Fax: (763) 992-3233		Bill To Information Andrew's Tech Mark Andrews 7572 France Ave S Edina, MN 55435 Home: (763) 492-2003 Work: (888) 555-1232 Fax: (763) 992-3233																									
<table border="1"> <tr> <td>Invoice: 3-001001</td> <td>Purchased: 04/09/2003</td> <td>Store: 3 - Computer Central -</td> <td>Rep: JDT</td> </tr> <tr> <td>Item: 280487</td> <td>Description: Nec 19" Monitor</td> <td>St.Louis Park</td> <td>Serial#:</td> </tr> <tr> <td>Type: New</td> <td>Called In: 04/10/2003</td> <td>Started:</td> <td>Completed:</td> </tr> <tr> <td>Status: Unassigned</td> <td>Repair Type: In Shop</td> <td>Technician:</td> <td>Technician:</td> </tr> <tr> <td>Swap: No</td> <td>Commercial: <input type="checkbox"/></td> <td>Non War.: <input type="checkbox"/></td> <td>Warranty: <input type="checkbox"/></td> </tr> <tr> <td>No Chg: <input type="checkbox"/></td> <td>Charge Part: <input type="checkbox"/></td> <td colspan="2">Amount:</td> </tr> </table>				Invoice: 3-001001	Purchased: 04/09/2003	Store: 3 - Computer Central -	Rep: JDT	Item: 280487	Description: Nec 19" Monitor	St.Louis Park	Serial#:	Type: New	Called In: 04/10/2003	Started:	Completed:	Status: Unassigned	Repair Type: In Shop	Technician:	Technician:	Swap: No	Commercial: <input type="checkbox"/>	Non War.: <input type="checkbox"/>	Warranty: <input type="checkbox"/>	No Chg: <input type="checkbox"/>	Charge Part: <input type="checkbox"/>	Amount:	
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Swap: No	Commercial: <input type="checkbox"/>	Non War.: <input type="checkbox"/>	Warranty: <input type="checkbox"/>																								
No Chg: <input type="checkbox"/>	Charge Part: <input type="checkbox"/>	Amount:																									
Description of Problem: Does not turn on																											
Description of Repair: [Blank]																											
Parts Used in Repair: [Blank]																											

 Services Report Property of Computer Central Inc. - Confidential - for Internal use Only		Page 1 of 1 Date 08/13/06			
Customer	Item Code	Item Description	Setup	Status	Service ID
Bond, Dan	151365	Belkin 800VA Uninterruptible Power Supply	04/10/2003	Unassigned	3-000002
Andrews Tech - Andrews, Mark	280487	Nec 19" Monitor	04/10/2003	Unassigned	3-000003
Andrews Tech - Andrews, Mark	280487	Nec 19" Monitor	04/10/2003	Unassigned	3-000001
Andrews Tech - Andrews, Mark	341891	Sony VAIO PCV-RZ16G	09/05/2003	Unassigned	3-000004
Andrews Tech - Andrews, Mark	340836	Sony VAIO PCV-RXA842	02/01/2005	Unassigned	3-000005
Andrews Tech - Andrews, Mark	382434	Compaq Presario 6320US	08/03/2006	Unassigned	3-000006
Total	6				

Iridium® Mobile Route

MOBILE ROUTE

A key element of the IRIDIUM system is the IRIDIUM Mobile Route handheld tool, a mobile route management and sales tool designed to manage and streamline all aspects of product distribution and delivery.

Individuals in the field use a handheld device to manage the day-to-day aspects of their route. The primary functionality of the IRIDIUM Mobile Warehouse system on the handheld devices are: customer service, route sequence order, inventory management, equipment tracking, end of day balancing of cash, inventory and returns, and customer service.

Route Order Management

At the beginning and end of each day, the driver uploads or downloads their route by synchronizing the handheld with the IRIDIUM system.

In the morning, the list of stops and inventory quantities are uploaded to the handheld device. At the end of the day, the driver balances the truck with the handheld by counting inventory and cash; after which they upload the information back to the business system.

Recording Deliveries

As deliveries are made to various customer locations, the driver updates the delivery ticket to “delivered” status. Product payments methods are received, the number of returnable/empty items is captured, if applicable. Product equipment delivered or returned is tracked by serial number.

Inputting Payments

As products are delivered throughout the day, the system allows for either cash or

check payments received on the route. By marking the funds as received within the system, the amount is applied to the oldest outstanding invoice within the system. The route manager also tracks multiple payments, additional purchases, the type of payment, and the amount received.

Printing Receipts

Customer receipts may be printed using a printer connected to the handheld device. Once customer signatures are captured, the driver is prompted with a “yes” or “no” option to print.

CUSTOMER SERVICE

Delivery History

At any time, drivers have the option of viewing past customer history for individual customer accounts. The Delivery History screen within the Route Manager tool stores customer ID and name, as well as product number, order ticket number, date of delivery, quantity delivered, amount of sale, and quantities of returnable components (if indicated within the Bill of Materials).

Delivery Instructions Update

Changes to delivery instructions (such as “beware of dog” or “make delivery to south entrance”) can be added to the Mobile Route system throughout the day.

Customer Equipment Inquiry

The Mobile Route system tracks customer equipment by serial number. This provides the driver and the customer with detailed and accurate information on the maintained, rented, or owned customer equipment at any given location.

Balancing the Truck

The truck load balance feature of the IRIDIUM Mobile Warehouse system has four primary functions: cash, load, returnables (empties), and equipment. The cash screen compares collected cash against the delivery amount (minus expenses) and flags any discrepancies. The load screen displays product order numbers and compares them against quantities delivered and those in truck inventory (load - unload = sold). The empties screen uses a similar calculation to the load screen for empty product containers only. The equipment screen displays equipment in serial number order and compares load and unload information to the movement information input on deliveries.

Inventory Status

Current truck inventory can be checked at any time during delivery. Inventory may be displayed as either products, equipment, or returnables/empties.

Iridium® Inventory

INVENTORY MANAGEMENT

The IRIDIUM tool enables inventory management based on inventory regions and locations, primary vendor, and inventory

Item #	Description	On Hand	Alloc	On Order	Price	Corp	MSRP	Cost	Marg %	Vnd Item Code
023457	Lexmark X73	5	0	0	\$99.99	\$80.00	\$99.99	\$79.00	20.99%	049718
049718	K-Byte 512MB DDR-2700	14	0	0	\$149.99	\$119.00	\$149.99	\$118.00	21.33%	049718
075622	Belkin 4 port Hi speed hub	1	0	0	\$49.99	\$34.99	\$49.99	\$21.00	57.99%	075622
107276	Centon 256MB PC-133 Desklc	0	3	0	\$49.99	\$29.99	\$49.99	\$10.00	80.00%	107276
148163	IOgear USB to PDA adapter	5	1	0	\$39.95	\$31.96	\$39.95	\$32.00	19.90%	148163
150656	Epson Stylus C42UX	-4	1	0	\$49.99	\$39.99	\$79.99	\$40.00	19.98%	150656
150680	Belkin 350 VA UPS	1	5	0	\$44.99	\$33.99	\$44.99	\$29.00	35.54%	150680
150748	HP 2110 All in one	12	7	20	\$199.99	\$139.00	\$199.99	\$106.00	47.00%	150748
151050	Belkin 500VA UPS	6	3	0	\$64.99	\$54.99	\$64.99	\$35.00	46.15%	151050
151365	Belkin 800VA Uninterruptib	8	0	0	\$129.99	\$116.99	\$129.99	\$89.00	23.84%	151365
152447	Belkin Surge Protector	8	0	0	\$16.99	\$10.00	\$16.99	\$5.00	70.57%	152447
159376	KDS 19" LCD Display	-1	3	0	\$799.00	\$750.00	\$799.00	\$693.00	13.27%	159376
187500	Daewoo 19" monitor	0	2	0	\$186.15	\$146.00	\$219.00	\$145.00	22.11%	187500
187641	Daewoo white 19" Monitor	29	0	0	\$220.15	\$200.00	\$259.00	\$198.00	10.06%	187641
219048	Palm m515	2	0	0	\$299.00	\$260.00	\$299.00	\$198.00	33.78%	219048
219049	[V D...]	1	1	0	\$444.00	\$356.00	\$444.00	\$220.00	50.00%	219049
43 Item(s) - Totals -										
570										
\$129,151.84										

New Item Ok Cancel

type. Detailed information on incoming purchase orders, received items, and deliveries/pickups is displayed for each inventory item and is translated into allocations, purchases, and receivings.

When adding new inventory items to the

system, the tool records detailed information for each new item, including: the unique item number/SKU; a text description of the item; the user-definable item type; the sale amount; suggested

retail and corporate prices; the item weight; and the primary vendor.

User-definable item attributes (such as size and color) may be stored in the system and attached to each item. Default selections for printing item tags and specifying re-order points, re-order quantities, and cost adjustments are also available from this screen.

Several options for tracking item serial numbers are available from within the tool. The most

comprehensive of method is to track serial numbers at every point inventory quantities are recorded, such as in receivings (for every item received) or when an item is sold and delivered (requiring the serial number to be selected from a comprehensive list).

Location	On Hand	Alloc	On Order	Cost	Order Pt	Order Qty
CCD	17	1	0	\$644.00	0	0
SLP	6	6	28	\$650.00	0	0
CLB	2	0	0	\$644.00	0	0
25				\$16,136.00		

Month	This Loc.	All Loc.
Aug-06		
Jul-06		
Jun-06		
May-06		
Apr-06		
Mar-06		
Feb-06	1	1
Jan-06		
Dec-05		
Nov-05		
Oct-05		
Sep-05		

Location: Computer Central - St Use Bins: No Re-order Point: 0 Landed Cost: 650.00 Raw Cost: 650.00

On Hand: 6 Unapplied: 0 +/- Adj: 0 Re-order Qty: 0 Adj Reason:

New Item Location Show History Show Sold With < Ok > < Cancel > Delete

For retailers who want to track serial numbers for items sold to customers, the system can be configured to require entry of the serial number at the time of customer possession. The last method simply prints a reminder on the invoice or delivery ticket instructing the delivery person to manually record the serial number on the document.

Inventory Costing

Costing of inventory within the system is calculated on an average cost basis, either by location or across all locations. When inventory is purchased, the total value of the inventory on the purchase order is added to the total value of the items currently in inventory. This value is then divided by the total number of units, and a new average cost value is generated.

purchase, a used purchase, a transfer in, or a customer return. Reductions in inventory may be a sale, a transfer out, or a vendor return. Inventory adjustments account for cost adjustments or physical adjustments.

Location Abbreviation	Item Code	Month/Transaction Date	Transaction Type	Recv	Sale	InvAdj	Total
HP Photo Smart 7550				70			70
HP PhotoSmart 7150				80			80
IOgear USB to PDA adapter					-1		-1
Item Description 01				10		0	10
KDS 19" LCD Display					-1		-1
Lexmark Z25					-1		-1
Linksys 4pt EF cab/dsl ro					-1		-1
PowerSpec P4 - 2.53GHz					-2		-2
PowerSpec P4 - 2.66 GHz				5	-3	20	22
Total				655	-36	77	696

Inventory Stocking Levels

Each location for a given item has provisions for minimum stocking levels, with a pre-defined reorder quantity. These quantities are then used by the *Purchasing System* or the merchandise transfer process to help automate their creation.

Date	Operator	Type	Qty	Transaction	Run	Cost Per	Run \$	Memo
09/13/2006		Stocking	12	\$1,722.00	12	\$106.00	\$1,722.00	
09/02/2006 10:01	demo	Sale	-1	\$106.00	14	\$106.00	\$1,464.00	Sale
09/02/2006 08:17	demo	Sale	-1	\$106.00	15	\$106.00	\$1,590.00	Sale
02/01/2006 10:09	demo	Receiving	20	\$2,095.00	5	\$99.00	(\$495.00)	Receiving
02/01/2005 09:58	demo	Sale	-1	(\$99.00)	4	\$99.00	(\$356.00)	Sale

Inventory History

A detailed inventory history may be generated for each inventory item. On-hand, allocated, and on-order inventory quantities may be broken down on a date-by-date, case-by-case basis.

Inventory Transaction Inquiry

Inventory inquiries for transactions created, sent, or received during a specified time frame may be generated as a means of inventory control. The tool categorizes every inventory transaction in one of three ways: (1) as an addition to the inventory, (2) a reduction in inventory, (3) or an adjustment to inventory.

Additions to inventory occur with a new

Each location can also have a total maximum value of inventory, preventing entry of merchandise transfers or purchase orders. This allows management to control the total value of inventory at each location.



Barcode

Information

Items may also be selected for sale in the *Inventory Management System* by physically scanning a barcode or UPC symbol at the point of sale. Varying information, contained within the barcode or UPC symbol, may be configured to automatically populate the sales order and invoice fields within the tool.

Iridium® Inventory

In addition, stock status reports may be generated for any given date to reflect the value and quantity of inventory at that time.

WAREHOUSE / LOCATION MANAGEMENT

Existing information for items located at distribution centers and active and inactive retail locations may be edited through the tool. New locations may also be added to the system, specifying whether the site is a retail store or distribution center.

Additionally, inside each warehouse, the storage location of each item can be further sub-divided into bins or rack locations.

Mobile Warehouse

A key element of the IRIDIUM tool is the IRIDIUM Mobile Warehouse, a mobile management and sales tool designed to manage and streamline all aspects of product distribution and delivery.

Individuals in the field use a handheld device to remotely enter the equivalent transactions for receiving, shipping, transfers, and physical inventories.

MERCHANDISE TRANSFER

Inventory is transferred from one location to another by creating a merchandise transfer.

Transfers can be created from any location, regardless of inventory origin. The sending location enters the actual quantity sent (which may or may not

match the requested quantity), and the receiving location receives the quantity that was sent. All transactions affecting inventory are recorded, capturing details of the transaction, including the individuals performing the entry.

Transfer inquiries may then be performed on the merchandise transfer (regardless if it is open, closed, or voided) to verify the correct item(s) were transferred to and from the specified locations, and to update the received quantities accordingly.

In determining which inventory items should be transferred to a new location, inventory may be manually selected. An

Item	Description	On Hand Qty	Count Qty	Variance	Cost	Variance Ext'd
023457	Lemmark X73	5	0	-5	\$79.00	(\$395.00)
049718	K-Byte 512MB DDR-2700	14	2	-12	\$118.00	(\$1,416.00)
075622	Belkin 4 port Hi speed hub	1	3	-2	\$21.00	\$42.00
107276	Centon 256MB PC-133 Desktop	3	6	-3	\$10.00	\$30.00
148163	IOgear USB to PDA adapter	6	2	-4	\$32.00	(\$128.00)
150680	Belkin 350 VA UPS	2	0	-2	\$23.00	(\$56.00)
Total		19	0	-19	\$96,191.84	-\$2,002.00

Value Before 10/15/2003: \$96,191.84
Value After 10/15/2003: \$96,191.84
Net Change: -\$2,002.00

OK Cancel Print Update

variance inquiries may be conducted to highlight discrepancies between the manual counts and the computer-based inventory.

Advanced Equipment Tracking

Equipment that is sold and tracked by serial number is recorded by the system as a

Item	Description	Qty	Cost	Extended	Entered	Bin
346841	PowerSpec P4 - 2.66 GHz	1	\$1,064.00	\$1,064.00	10/14 12:39	
049718	K-Byte 512MB DDR-2700	2	\$118.00	\$236.00	10/14 12:40	
075622	Belkin 4 port Hi speed hub	3	\$21.00	\$63.00	10/14 12:40	
107276	Centon 256MB PC-133 Desktop	2	\$10.00	\$20.00	10/14 12:40	
148163	IOgear USB to PDA adapter	2	\$32.00	\$64.00	10/14 12:40	
150656	Epson Stylus C42UX	2	\$40.00	\$80.00	10/14 12:40	
150680	Belkin 350 VA UPS	0	\$29.00	\$0.00	10/14 12:40	
150748	HP 2110 All in one	0	\$99.00	\$0.00	10/14 12:40	
Total		19		\$2,002.00		

Item Search Save Entry Cancel Print

inquiry may also be conducted to determine which stock items are currently less than the minimum stock levels. These items may then be transferred using pre-defined reorder quantities. In general, when min and max stock levels are defined on a location basis, inventory can be more effectively and intelligently managed through the tool.

Physical Inventory Management

As a method of inventory control, physical inventory management provides a means of comparing system-generated inventory with manually (hand written, scanned barcode, or UPC symbol) generated inventory. After entering item quantities into the tool,

Item Type/Warranty Code/Description	Length	Price From - To	Cost	Price
Desktop 3YRDT1000 Care Free Desktop Warranty Plan 2 Yr	36	500.01	1,000.00	85.00 170.00

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Page 1 of 2 Date 08/13/06

MSRP	List	Corporate
\$99.99	\$99.99	\$80.00
\$149.99	\$149.99	\$119.00
\$49.99	\$49.99	\$34.99
\$49.99	\$49.99	\$29.99
\$39.95	\$39.95	\$31.96
\$79.99	\$49.99	\$39.99
\$44.99	\$44.99	\$33.99
\$199.99	\$199.99	\$139.00

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Item	Description	Qty	Rental	Alloc	Cost	Extended
Computer Central - St Louis Park						
023457	Lemmark X73					
049718	K-Byte 512MB DDR-2700					
075622	Belkin 4 port Hi speed hub					
107276	Centon 256MB PC-133 Desktop					
148163	IOgear USB to PDA adapter					
150656	Epson Stylus C42UX					
150680	Belkin 350 VA UPS					
150748	HP 2110 All in one					

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Inventory Stock on 10/15/2003

Page 1 of 2 Date 08/13/06

Description	List Price	Raw Cost
imsung	1,299.00	
im Description 01	500.00	
string for Mike	100.00	

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Page 1 of 7 Date 08/13/06

Item Type/Code	Description	Selling Price	Comments	Print	Print Warr	Print Desc	Print Raw	Print MSRP	Print List	Print OnHand
Desktop										
340836	Sony VAIO PCV-RXA842									
340836	Sony VAIO PCV-RXA842									
345991	PowerSpec P4 - 2.0 GHz									
345991	PowerSpec P4 - 2.0 GHz									
346841	PowerSpec P4 - 2.66 GHz									
346841	PowerSpec P4 - 2.66 GHz									
362434	Compaq Presario 6320U S									
362434	Compaq Presario 6320U S									
392712	Compaq Presario 6300U S									
392712	Compaq Presario 6300U S									
392837	Compaq Presario 6350U S									
392837	Compaq Presario 6350U S									
Mike Test	Testing for Mike									
Mike Test	Testing for Mike									

Data Inquiry Layout/Schema

Item Location Information On Hand Quantity is not equal to 0 and Item Location Information Location ID is equal to Denver Warehouse

Click here to add new condition

ItemCode	VendorItemCode	VendorName	ItemType	ItemDescription	ItemSellingPrice	ItemMSRP	OnHand
791566	791566	Belkin	Accessories	Belkin A-B Cat5e Patch Cord	11.99	11.99	
833145		Acme Computer Sup	Laptop	Sharp Actus GP20	1699	1999	
850966		UCPS	Power Proection	Tripp Lite 350VA UPS	42.99	42.99	
928010	928010	Epson	Projectors	Epson Powerlite 73C	2499	2499	
949487	949487	Samsung	Monitors	Samsung 17" monitor	199.99	199.99	
988600	988600	Epson	Printers	Epson Stylus Color C	99.99	99.99	
988857	988857	Canon	Printers	Canon i320 Bubble J	79.99	79.99	
*							

Generate Cancel

Total Count 14

means of inventory management. Similarly, inventory can be tracked according to unique lot and batch numbers, when applicable. System properties for items that are considered “returnable” are configured within the system and tracked on the respective Bill of Materials during production input.

Printing

Inventory transfers, physical inventory lists, corporate price lists, and inventory stock status may be generated and printed. These items may also be exported to Adobe PDF or Microsoft Excel formats for electronic formatting and distribution.

Iridium®
Inventory

Iridium®
Purchasing

Vendor Info		Remit To		Contact Info																																																																																																				
Contact	Terry	Collins	Number	1000	<input type="checkbox"/> Active																																																																																																			
Vendor Name	Hewlett-Packard	Short ID	HP	Credit Limit	0.00																																																																																																			
Address	3000 Hanover Street	Vendor's URL: www.thenewhp.com																																																																																																						
City/St/Zip	Palo Alto	CA	94394-1501	Vendor's URL																																																																																																				
Country	USA	Ship Via	UPS/Vendor-C	Edit Ship Via																																																																																																				
Voice	(888) 555-5252 x_____	Terms	1% in 10 Days - Net in 30 Days	Edit Terms																																																																																																				
Fax	_____	Vendor Type	_____	Edit Vendor Types																																																																																																				
Contacts Purchases Receiving Invoices Credits Payments																																																																																																								
<input checked="" type="checkbox"/> Open <input checked="" type="checkbox"/> Printed <input type="checkbox"/> Closed		Starting Date	07/15/2006	Ending Date	08/14/2006																																																																																																			
Refresh List																																																																																																								
<table border="1"> <thead> <tr> <th>PO #</th> <th>PO Date</th> <th>Status</th> <th>Ship To</th> <th>Ship Via</th> <th>Item Cost</th> <th>Freight Cost</th> <th>Weight</th> <th>Volume(FT)</th> </tr> </thead> <tbody> <tr><td>3:1023</td><td>08/15/2006 09:03 AM</td><td>New</td><td>Computer Central - St Louis Pa</td><td>UPS</td><td>\$2,000.00</td><td>\$0.00</td><td>140</td><td>0</td></tr> <tr><td>3:1021</td><td>02/17/2005 04:46 PM</td><td>New</td><td>Computer Central - St Louis Pa</td><td>UPS</td><td>\$1,000.00</td><td>\$0.00</td><td>0</td><td>0</td></tr> <tr><td>3:1020</td><td>02/17/2005 11:05 AM</td><td>New</td><td>Computer Central - St Louis Pa</td><td>UPS</td><td>\$1,000.00</td><td>\$0.00</td><td>0</td><td>0</td></tr> <tr><td>3:1019</td><td>02/01/2005 10:02 AM</td><td>New</td><td>Computer Central - St Louis Pa</td><td>UPS</td><td>\$10,000.00</td><td>\$0.00</td><td>350</td><td>0</td></tr> <tr><td>3:1018</td><td>01/25/2005 11:47 AM</td><td>New</td><td>Computer Central - St Louis Pa</td><td>UPS</td><td>\$11,700.00</td><td>\$0.00</td><td>350</td><td>0</td></tr> <tr><td>3:1013</td><td>03/22/2004 08:57 AM</td><td>New</td><td>Computer Central - St Louis Pa</td><td>UPS</td><td>\$12,500.00</td><td>\$0.00</td><td>80</td><td>0</td></tr> <tr><td>3:1010</td><td>10/14/2003 01:03 PM</td><td>New</td><td>IIS Distribution Center</td><td>UPS</td><td>\$15,000.00</td><td>\$300.00</td><td>700</td><td>0</td></tr> <tr><td>3:1009</td><td>09/05/2003 11:39 PM</td><td>New</td><td>CC - St Louis Park</td><td>UPS</td><td>\$15,000.00</td><td>\$0.00</td><td>525</td><td>0</td></tr> <tr><td>3:1007</td><td>04/10/2003 11:15 AM</td><td>New</td><td>CC - St Louis Park</td><td>UPS</td><td>\$29,970.00</td><td>\$0.00</td><td>240</td><td>0</td></tr> <tr> <td colspan="6"></td> <td>\$98,170.00</td> <td>\$300.00</td> <td></td> </tr> </tbody> </table>						PO #	PO Date	Status	Ship To	Ship Via	Item Cost	Freight Cost	Weight	Volume(FT)	3:1023	08/15/2006 09:03 AM	New	Computer Central - St Louis Pa	UPS	\$2,000.00	\$0.00	140	0	3:1021	02/17/2005 04:46 PM	New	Computer Central - St Louis Pa	UPS	\$1,000.00	\$0.00	0	0	3:1020	02/17/2005 11:05 AM	New	Computer Central - St Louis Pa	UPS	\$1,000.00	\$0.00	0	0	3:1019	02/01/2005 10:02 AM	New	Computer Central - St Louis Pa	UPS	\$10,000.00	\$0.00	350	0	3:1018	01/25/2005 11:47 AM	New	Computer Central - St Louis Pa	UPS	\$11,700.00	\$0.00	350	0	3:1013	03/22/2004 08:57 AM	New	Computer Central - St Louis Pa	UPS	\$12,500.00	\$0.00	80	0	3:1010	10/14/2003 01:03 PM	New	IIS Distribution Center	UPS	\$15,000.00	\$300.00	700	0	3:1009	09/05/2003 11:39 PM	New	CC - St Louis Park	UPS	\$15,000.00	\$0.00	525	0	3:1007	04/10/2003 11:15 AM	New	CC - St Louis Park	UPS	\$29,970.00	\$0.00	240	0							\$98,170.00	\$300.00	
PO #	PO Date	Status	Ship To	Ship Via	Item Cost	Freight Cost	Weight	Volume(FT)																																																																																																
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<input type="button" value="Save"/> <input type="button" value="Cancel"/> <input type="button" value="Delete Vendor"/> <input type="button" value="New Contact"/>																																																																																																								

VENDOR TRACKING

Vendor Maintenance

New vendors can be easily entered into the IRIDIUM tool. Unique vendor and remit to information is located in one common screen.

Multiple contacts may be added for each new vendor, specifying their role as one of the following: sales, payables, shipping/receiving, finance, or miscellaneous. Specialized payment terms can also be entered in this area to reflect any

discounts that may be applied. At any point, vendor information may be edited or deleted from the tool.

Vendor Tracking

The tool automatically stores and tracks

Vendor Name		Vendor Search	
Item	Vendor Item	Vendor Description	Raw Cost
150749	150749	HP 2110 All in one	\$100.00 3:1021
346841	346841	PowerSpec P4 - 2.66 GHz	\$750.00 3:1010
362434	362434	Compaq Presario 6320US	\$1,000.00 3:1022
392217	392217	HP Pavilion 503n	\$500.00 3:1023
392654	392654	HP Pavilion 523n	\$800.00 3:1009
400598	400598	HP Pavilion 763n P4 2.53	\$1,170.00 3:1018
400630	400630	HP Pavilion ze4125	\$1,250.00 3:1013
400655	400655	HP Pavilion ze4145	\$1,425.00 3:1007
654319	654319	HP Pavilion ze5170	\$1,600.00 3:1009
694141	694141	HP PhotoSmart 7150	\$100.00 3:1009
763797	763797	HP Photo Smart 7950	\$200.00 3:1007
HP ze4125	HP ze4125	Pavilion ze4125	\$999.00 3:1007
12 item(s)		<input type="button" value="New Item"/>	<input type="button" value="Ok"/>
		<input type="button" value="Cancel"/>	

the vendor identification numbers and text descriptions associated with each inventory item that was purchased from the vendor. The last cost associated with the purchase is recorded as well. As a means of calculating vendor delivery performance, the system can store both inventory promised dates and inventory receive dates.

Company	Last/First Name	Short Name	Contact Type	Vendor Type	Print	Add Vendor
<input type="checkbox"/> All			Sales	All Types	<input type="button" value="Search"/>	<input type="button" value="Cancel"/>
Epson	1S Nelson, Jim	(800) 555-2222 x		Epson		
G F E	1S Parkison, Jim	(888) 555-9999 x		G F E		
Hawking	1S Hawk, Tony	(888) 555-7878 x		Hawking		
Hewlett-Packard	1S Collins, Terry	(888) 555-5252 x		Hewlett-Packard		
Interact Software	1S Wilson, Ian	(888) 555-0222 x		Interact Software		
Intuit	1S Palm, Jane	(650) 555-5517 x		Intuit		
IO Gear	1S Wells, Frances	(888) 555-1342 x		IO Gear		
K - Byte	1S Westwood, Marcia	(888) 555-7842 x		K - Byte		

**Iridium®
Purchasing**

PURCHASING

Creating Purchase Orders

Purchase orders for new vendors (and new, or replicate, purchase orders for existing vendors) may be easily created directly from the vendor maintenance screen.

Editable vendor and ship to information is automatically carried over to the purchase order. Customized information such as freight costs, item costs, narratives, and starting and trailing verbiage may be added to the purchase order screen for further vendor communication.

Search	Location	Computer Central - St Louis F	Reorder Points	Search
Search For	Item #	Vendor	Hewlett-Packard	Cancel
150748	HP 2110 All in one	12	7	20
392217	HP Pavilion 503n	0	0	0
392654	HP Pavilion 523n	0	0	0
400598	HP Pavilion 763n P4 2.53	0	0	0
400655	HP Pavilion 84725	0	0	0
654319	HP Pavilion 85170	0	0	0
694141	HP PhotoSmart 7150	0	0	0
10 Item(s)	Totals			

By linking inventory systems with purchasing, retail locations and distribution centers can easily create purchase orders based on min and max stocking levels. The tool also provides cyclical sales data on items, allowing the user to make more intelligent decisions in the purchasing

process.

Items previously ordered from the same

Search	Item #	Type	<All Types>	Start Date	08/02/2006	Search
Location	Vendor	<All Vendors>		End Date	08/14/2006	Cancel
148163	IOgear USB to PDA adapter	5	1	0	1	48.0
150656	Epson Stylus C420K	4	1	0	1	0.0 Critical
150680	Belkin 350 VA UPS	1	5	0	1	48.0
150748	HP 2110 All in one	12	7	20	0	0.0 Infini
43 Item(s)	Totals			48	58	

vendor may be added to new or replicate purchase orders using the advance search capabilities of the tool. Item quantities, purchase cost, and discounts may be adjusted accordingly at this point. If an item is sourced from multiple vendors, the system tracks unique information (such as cost, item codes, and vendor descriptions) for each item by vendor.

Receiving Purchase Orders

As purchase order items are physically received in retail locations and distribution centers, the *Inventory Management System* records detailed information on the transaction including: the carrier, shipper number, date shipped, and quantity received. A search for the purchase order in the received item can be done by purchase

Iridium®
Purchasing

<input checked="" type="checkbox"/> Open PO's		PO Number	3-1025	Ship Via			Serial#/Bin	Save	Search			
<input type="checkbox"/> Closed PO's		Item	Vendor <All Vendors>				Print	Cancel				
PO #	Line	Location	Item #	Description	Ordered	Balance	Qty	Cls	Unit LBS	Ship Via	Vendor	Vnd Itm
3-1025	1	Corporate Off	362434	Compaq Presario 6320US	3	3	3	<input checked="" type="checkbox"/>		35 UPS	Compaq	362434
3-1025	2	Corporate Off	392837	Compaq Presario 6350US	4	4	4	<input checked="" type="checkbox"/>		35 UPS	Compaq	392837
3-1025	3	Corporate Off	723601	Compaq iPaq 1910	4	4	4	<input checked="" type="checkbox"/>		0 UPS	Compaq	723601
3-1025	4	Corporate Off	698878	Compaq 3955	2	2	2	<input checked="" type="checkbox"/>		0 UPS	Compaq	698878
							13		245			
<div style="display: flex; justify-content: space-between;"> Comments <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between;"> Receiving Carrier PO Freight Cost </div> <div style="display: flex; justify-content: space-between;"> Freight Shipper # Line Item </div> <div style="display: flex; justify-content: space-between;"> Material Shipped 08/14/2006 Total Cost </div> <div style="display: flex; justify-content: space-between;"> Received 08/14/2006 Discount Taken -\$9.46 </div> <div style="display: flex; justify-content: space-between;"> Net Total 6,876.54 </div> </div> </div>												

order number, vendor number, shipper, carrier, and/or item number. Inventory quantities for received items are also updated from this screen and if the quantity received matches the order quantity, the purchase order will be closed accordingly.

Additional detailed receiving information may be viewed in the receivings register screen. Such information includes receiving location, cost, transaction number, freight charges, discounts, and inventory costs.

Reconciliation of material invoices and freight invoices can be done through the receivings register inquiry. If necessary, item cost differences and freight costs can be updated after the product is received to keep inventory values up to date. If the necessary modules have been purchased with the

tool, invoices may also be created directly within accounts payable.

Printing

Purchase orders and vendor lists may be printed, as well as be exported to Adobe PDF or Microsoft Excel formats for

 Computer Central Inc. 3030 Harbor Lane Suite 225 Plymouth, MN 55447 Voice: Fax:		Purchase Order Purchase Order # 3-1025 Page 1 of 1 Order Date: 8/14/2006																																				
				Ship To																																		
Vendor Compaq 200555 HWY 249 Houston, TX 77070		Ship To Computer Central - St Louis Pa 3710 Hwy 100 St. Louis Park, MN 55416																																				
ATTN: Jim Elliot Voice: (888) 555-9830 Fax:		ATTN: Bill Young Voice: (952) 623-9800 Fax: (952) 623-9801																																				
<table border="1"> <thead> <tr> <th>Items</th> <th>Tax Exempt/Tax ID</th> <th>Ship Via</th> <th>PO#</th> <th>Prepaid/Collect</th> </tr> </thead> <tbody> <tr> <td>1% in 10 Days - Net in 30</td> <td>Yes ID: 98-9827837</td> <td>UPS</td> <td></td> <td>Collect</td> </tr> </tbody> </table>				Items	Tax Exempt/Tax ID	Ship Via	PO#	Prepaid/Collect	1% in 10 Days - Net in 30	Yes ID: 98-9827837	UPS		Collect																									
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Line	Qty	Item	Description	Each	Freight	Extension																																
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2	4	392837	Compaq Presario 6350US	\$380.00	\$0.00	\$3,400.00																																
3	4	723601	Compaq iPaq 1910	\$199.00	\$0.00	\$796.00																																
4	1	698878	Compaq 3955	\$400.00	\$0.00	\$800.00																																
Ordered By: anonymous TOTAL: \$8,545.00																																						
Approved By:																																						

electronic
formatting and
distribution.

Start Date	03/01/2004	<input checked="" type="checkbox"/> Received	PO #	Carrier	Location	<All Locations>	Search
End Date	08/14/2006	<input checked="" type="checkbox"/> Freight Allocated	Item	Shipper #	Vendor	<All Vendors>	Cancel
		<input checked="" type="checkbox"/> Invoice Posted					
3-1001	1	CCD	188193	12/05/04 17:04	200	\$89,800.00	\$0.00
3-1000	1	CCD	150748	01/25/05 12:27	50	\$5,000.00	\$0.00
3-1000	2	CCD	392217	01/25/05 12:27	80	\$40,000.00	\$0.00
3-1000	3	CCD	392654	01/25/05 12:27	20	\$16,000.00	\$0.00
3-1000	4	CCD	400598	01/25/05 12:27	20	\$23,400.00	\$0.00
3-1000	5	CCD	400630	01/25/05 12:27	20	\$25,000.00	\$0.00
3-1000	6	CCD	400655	01/25/05 12:27	50	\$71,250.00	\$0.00
3-1000	7	CCD	654319	01/25/05 12:27	20	\$32,000.00	\$0.00
3-1000	8	CCD	763797	01/25/05 12:27	70	\$14,000.00	\$0.00
3-1000	9	CCD	694141	01/25/05 12:27	80	\$8,000.00	\$0.00
3-1008	1	SLP	150748	02/01/05 10:09	20	\$2,000.00	\$140.00
3-1008	2	SLP	362434	02/01/05 10:09	10	\$10,000.00	\$0.00
3-1010	1	CCD	346841	08/20/05 18:29	5	\$3,750.00	\$75.00
						\$340,200.00	\$215.00
							\$337,013.00

Computer Central Inc.
 3030 Harbor Lane
 Suite 225
 Plymouth, MN 55447
 Voice:
 Fax:

Receiving Voucher

Purchase Order # 3-1000
 Page 1 of 1
 Order Date: 04/10/03
 Receive Date 1/25/05 12:27

Vendor		Ship To	
Hewlett-Packard 3000 Hamover Street Palo Alto, CA 94394-1501	ATTN: Terry Collins	CC - Distribution Center 3030 Harbor Lane, Suite 225 Plymouth, MN 55447	

Receiving Register Print
 Property of Computer Central Inc. - Confidential - for Internal use Only

PO/Ln#	Item/Vendor	Description/Carrier/Shp #	LB S	Shp/Rcv	Ord Qty	Qty Recv	Unit Cost	Disc/Takn	Freight	Item Extd	
3-1001	Daewoo 1 168193	DEAWOOD 17" LCDX display	0	12/05/04	1% in 10 Days - Net in 30 Days	200	200	449.00	-\$898.00	\$0.00	\$89,800.00
3-1000	Hewlett-Packard			01/25/05	1% in 10 Days - Net in 30 Days				-\$898.00	\$0.00	\$89,800.00
1	150748	HP 2110 All in one	0	01/25/05	50	50	100.00	-\$50.00	\$0.00	\$5,000.00	
2	392217	HP Pavilion 503n	0	01/25/05	80	80	500.00	-\$400.00	\$0.00	\$40,000.00	
3	392654	HP Pavilion 523n	35	01/25/05	20	20	800.00	-\$160.00	\$0.00	\$16,000.00	
4	400598	HP Pavilion 763n P4 2.53	35	01/25/05	20	20	1,170.00	-\$234.00	\$0.00	\$23,400.00	
5	400630	HP Pavilion ze4125	35	01/25/05	20	20	1,250.00	-\$250.00	\$0.00	\$25,000.00	
6	400655	HP Pavilion ze4145	8	01/25/05	50	50	1,425.00	-\$72.50	\$0.00	\$71,250.00	
7	654319	HP Pavilion ze5170	8	01/25/05	20	20	1,600.00	-\$320.00	\$0.00	\$32,000.00	
8	653797	HP Photo Smart 7550	8	01/25/05	70	70	200.00	-\$140.00	\$0.00	\$14,000.00	
9	694141	HP PhotoSmart 7150	0	01/25/05	80	100	100.00	-\$80.00	\$0.00	\$8,000.00	
3-1008	Hewlett-Packard			02/01/05	1% in 10 Days - Net in 30 Days				-\$2,346.50	\$0.00	\$234,650.00
1	150748	HP 2110 All in one	0	02/01/05	20	20	100.00	-\$20.00	\$140.00	\$2,000.00	
2	362434	Compaq Presario 6320US	0	02/01/05	10	10	1,000.00	-\$100.00	\$0.00	\$10,000.00	

PO Search

Open Starting Date 07/15/2006 Location Computer Central - St Louis Pa New Order

Printed Ending Date 08/14/2006 Ship To <All Locations> Replicate Order

Closed PO Number Search Cancel

PO #	PO Date	Status	Ship To	Ship Via	Vendor	Item Cost	Freight Cost	Weight	Value
3-1001	04/10/2003 11:09 AM	New	CC - St Louis Park	UPS	Daewoo	\$89,800.00	\$0.00	0	
3-1002	04/10/2003 11:11 AM	New	CC - St Louis Park	UPS	Acom	\$240.00	\$0.00	0	
3-1003	04/10/2003 11:12 AM	New	CC - St Louis Park	UPS	Daewoo	\$11,000.00	\$0.00	200	
3-1005	04/10/2003 11:13 AM	New	CC - St Louis Park	UPS	Intuit	\$3,000.00	\$0.00	0	
3-1006	04/10/2003 11:15 AM	New	CC - St Louis Park	UPS	Optoma	\$900.00	\$0.00	0	
3-1007	04/10/2003 11:15 AM	New	CC - St Louis Park	UPS	Hewlett-Packard	\$29,970.00	\$0.00	240	
3-1009	09/05/2003 11:39 PM	New	CC - St Louis Park	UPS	Hewlett-Packard	\$15,000.00	\$0.00	525	
3-1010	10/14/2003 01:03 PM	New	IIS Distribution Center	UPS	Hewlett-Packard	\$15,000.00	\$300.00	700	
3-1013	03/22/2004 04:08:57 AM	New	Computer Central - St Louis Pa	UPS	Hewlett-Packard	\$12,500.00	\$0.00	80	

Vendor List
 Property of Computer Central Inc. - Confidential - for Internal use Only

Name/Contact	Address	Voice/Fax #	Cell Phone/Email	Terms
Conture Henry, Molly	888-555-8526	(888) 555-8526		1% in 10 Days - Net in 30 Days
Corel Smith, Amber				
Daewoo Davis, Jefferson				
D-Link Penny, Fred				
Epson Nelson, Jim				

Filter - [All Types]

Item Description	Vendor Item Code	Year/Close Date	Month/Close Date		
		2004	2006		
		May	February		
Vendor Name	Abbreviation	Quantity	Total	Quantity	Total
Centon	SLP	1	\$50 80.00%	1	\$50 80.00%
Total		1	\$50 80.00%	1	\$50 80.00%
Compaq	SLP	6	\$4,074 68.38%	6	\$4,074 68.38%
Total		6	\$4,074 68.38%	6	\$4,074 68.38%
Corel	SLP	1	\$90 88.89%	1	\$90 88.89%
Total		1	\$90 88.89%	1	\$90 88.89%
Daewoo	SLP	10	\$2,031 22.72%	10	\$2,031 22.72%
Total		10	\$2,031 22.72%	10	\$2,031 22.72%
Epson	SLP	2	\$100 19.98%	2	\$100 19.98%
Total		2	\$100 19.98%	2	\$100 19.98%
Hawking	SLP	2	\$20 69.97%	2	\$20 69.97%

Iridium®
Employees /
Productivity

TIME CLOCK

Punching In and Out

Using the punch in and punch out functionality of the IRIDIUM tool, all employees may accurately track their working hours. If the

employee is designated as a sales representative, they are required to record the number of daily prospects/opportunities for later productivity analysis.

Managers and authorized employees may add or modify existing time (for example,

when someone forgets to punch in or punch out). For auditing purposes, the tool automatically records when these time additions and modifications are made.

<input checked="" type="checkbox"/> All Locations		<input checked="" type="checkbox"/> All Reps		Report From Date	09/01/2002	Generate Report				
Computer Central - St Louis		Ben Major		Report To Date	08/14/2006	Cancel Print				
Name	Rep	Loc	Date	Clock In	Clock Out	Duration	Opportunities	Act. Clock In	Act. Clock	Notes
Ron Smith	RMS	SLP	05/06/04 Thu	02:07 PM	05:00 PM	2.88	0	02:07 PM	12:02 PM	
Ron Smith	RMS	SLP	01/25/05 Tue	12:02 PM	10:00 PM	9.97	15	12:02 PM	03:50 PM	
Ron Smith	RMS	SLP	08/14/06 Mon	03:51 PM			0	03:51 PM		
						TOTAL	12.85	15		

Time Clock Inquiries

Employees may view the total number of clocked hours through the “view totals” or “punch inquiry” functionality of the tool. Queries may be run for any given date range at any given location. This functionality also generates a list of all employees punched in or punched out for any location on any given day.

Time reports may be generated to show the total number of hours, or total duration, each employee worked within a

Time Report							Page 1 of 1	
Property of Computer Central Inc. - Confidential - For Internal Use Only Report Date Range: 09/01/2002 - 08/14/2006							Date	
Date	Clock-In	Clock-Out	Duration	Opps	Actual-In	Bl Var	Actual-OUT	OUT Var
Ron Smith Rep:[RMS]								
05/06/04 Thu	02:07 PM	05:00 PM	2.88	0	02:07 PM	0 min.	05:00 PM	0 min.
01/25/05 Tue	12:02 PM	10:00 PM	9.97	15	12:02 PM	0 min.	10:00 PM	0 min.
08/14/06 Mon	03:51 PM			0	03:51 PM	0 min.		
				Totals	12.85	15		

given pay period (this is typically the official number that is sent to the payroll department). Time reports may also be printed or be exported to Adobe PDF or Microsoft Excel formats for electronic formatting and distribution.

PRODUCTIVITY TRACKING

Sales Representative Inquiry

The IRIDIUM tool measures the productivity of sales representatives for one location, or across all stores—allowing for the accurate calculation of sales-based commissions. By definition, the tool calculates productivity according to sales volumes, cost of goods, net

The screenshot shows a software interface for 'Iridium Employees / Productivity'. At the top, there are dropdown menus for 'Location' (Computer Central - St Louis Park), 'Location Type' (<All Types>), 'Start Date' (09/01/2004), 'End Date' (08/14/2006), and buttons for 'Generate Report', 'Cancel', and 'Print'. Below these are two more dropdowns: 'Rep' (<All Representatives>) and 'Sales Region' (<All Regions>). The main table displays sales data for three representatives: BOB, JDT, and RMS. The columns include Rep #, Name, Hours, Volume, Cost of Goods, Net, Margin, Invoice, Item Count, Opportunity, Average, Items/Sale, Sales/Hr, and Cnv Rate. A summary row at the bottom shows totals for all representatives.

Iridium®
Employees /
Productivity

profits, and profit margins.

Additionally, invoice counts, item counts, average sale, and items/sale are calculated for review and analysis. If the sales representative uses the time clock, sales per hour and prospects/opportunities are provided along with sales conversion rates.

By drilling down into productivity inquiry

information and additional items on the sales invoice is also available.

Productivity Reports

The screenshot shows a 'Personnel Productivity Report' for Computer Central Inc. The title bar includes 'Page 1 of 1' and 'Date 08/14/06'. The report header states 'Property of Computer Central Inc. - Confidential - for Internal use Only'. It lists filters: 'Filter - [All Regions][All Location Types][SLP][All Representatives][09/01/2004-08/14/2006]'. The main table displays sales data for three representatives: RMS, JDT, and BOB. The columns include Initials, Name, Hours, Volume, COGS, Net, Margin, Invoice, Item Cnt, Opp's, Average, Items/Sale, Sales/Hr, and Cnv Rte. A summary row at the bottom shows totals for all representatives.

Sales representative reports may be generated and printed. These items may also be exported to Adobe PDF or Microsoft

Excel formats for electronic formatting and distribution.

Location Sales Inquiry

Productivity of any, or all, retail locations can be determined through sales volume numbers listed in the invoice inquiry screen (linking the *Productivity Tracking System* with the *Invoicing System*).

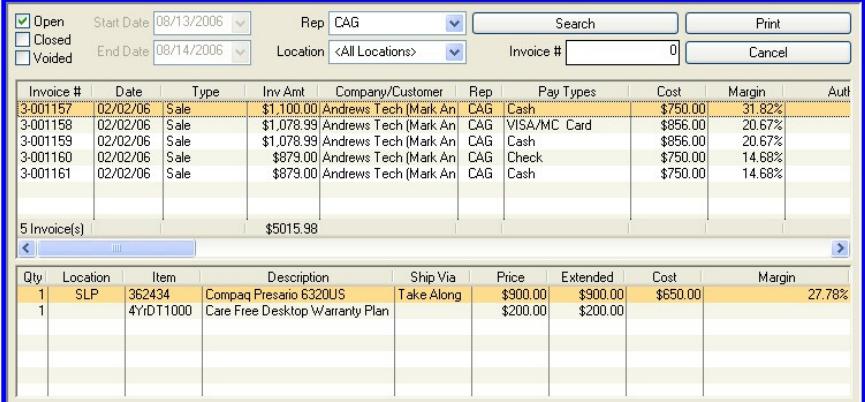
Sales productivity may also be broken down across sales regions and sales locations in the sales summary area of the tool.

The screenshot shows a 'Location Sales Inquiry' screen. At the top, there are dropdowns for 'Start Date' (09/01/2004), 'Rep' (JDT), 'Search', 'End Date' (08/14/2006), 'Location' (Computer Central - St Lo), 'Print', and 'Cancel'. The main table displays sales data for five items. The columns include Rep, Item, Description, Qty, Sales, Cost, Net, and Margin %. A summary row at the bottom shows totals for all items.

data, the tool provides a detailed list of items sold by individual sales representatives. Given the inventory item, a complete list of customer contact

The screenshot shows a 'Sales Summary' area with a grid of sales data. The columns include Abbreviation, Representative Name, Invoice Count, Extended Amount, Margin %, and Total. The rows list various representatives: John Thompson, Ron Smith, Drew Stiltmen, William Douglas, Frank Bower, Bill Dwyer, Nick Mc Ryan, Diana Johnson, Paul Walker, Sue Timmon, David Secor, and a total row. The data shows the number of invoices, total sales amount, margin percentage, and a total column for each row.

Iridium®
Employees /
Productivity



The screenshot shows a software application window titled "Iridium® Employees / Productivity". At the top, there are search and print buttons, along with filters for "Rep" (set to "CAG"), "Start Date" (08/13/2006), "End Date" (08/14/2006), "Location" (<All Locations>), and "Invoice #". Below the header is a table with columns: Invoice #, Date, Type, Inv Amt, Company/Customer, Rep, Pay Types, Cost, Margin, and Auth. The table contains five rows of invoice data. Below this table is another table with columns: Qty, Location, Item, Description, Ship Via, Price, Extended, Cost, and Margin. It shows one item: Compaq Presario 6320US Care Free Desktop Warranty Plan.

Financial information is displayed as paid, voided, returned, and net for any given day. This information may also be displayed to show month-to-date activity for any one sales location.

Commissions

Driver commissions are tracked by the IRIDIUM tool throughout the day and are displayed as products sold with expected commissions earned. The tool also tracks broker performance and calculates their commission accordingly.

On-the-fly commission values calculated through the IRIDIUM Mobile Route tool provide drivers with an accurate

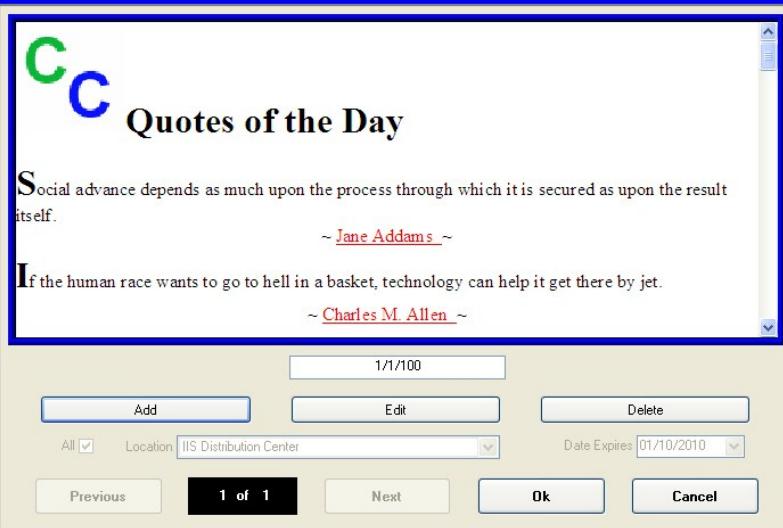
commission amount, and allows them to work towards certain goals and incentive programs (if applicable).

Daily Closing Check List

Each location that has sales or accepts payments must generate a closing check on a daily basis. On the check list report, cash drawer amounts and all summarized pay type amounts are displayed, as well as credit card batch numbers, batch totals, and batch invoice amounts. Values for paid and voided invoice totals, deposits, used prior deposits, and termed payments are also displayed.

EMPLOYEE COMMUNICATIONS

The bulletin board area of the tool may be used as an avenue for employee communication. Information such as location performance numbers, sales promotions, or product recalls may be posted in this area and accessed by any given number, or access level, of employees.



The screenshot shows a "Quotes of the Day" section with a large green and blue "CC" logo. The title "Quotes of the Day" is displayed in bold black text. Below the title, there is a quote: "Social advance depends as much upon the process through which it is secured as upon the result itself." attributed to "Jane Addams ~". Another quote follows: "If the human race wants to go to hell in a basket, technology can help it get there by jet." attributed to "Charles M. Allen ~". At the bottom of the screen, there is a navigation bar with buttons for "Add", "Edit", "Delete", "Previous", "Next", "Ok", and "Cancel". There are also dropdown menus for "All" and "Location" (set to "JIS Distribution Center") and a date field "Date Expires" set to "01/10/2010".

Daily Workout Results					
Date	02/01/2006	Stores	Daily Lift		
Gold Medalist		003-Computer Central - St Louis Park	\$53,259		
			Total Sales \$53,259		
 John Thompson \$41,661		 Ron Smith \$6,696		Retail Sales Goals vs Actual for All Locations Aug 14, 2006 - 04:30 PM	
				St. Louis Park, MN 003-SLP	
				MTD Sales	Goal % of Goal
				Feb 2006 \$49,744.25	\$80,000.00 62.18%
				Feb 2005	
				JDT John Thompson \$41,540.79	
				RMS Ron Smith \$6,424.47	
				Grand Total	

Sales by Representative					
Property of Computer Central Inc. - Confidential - for Internal Use Only					
06/01/2005 - 08/14/2006 Location: [All] Rep: [All]					
Page 1 of 1 Date 08/14/06					
Item	Description	Qty	Sales \$	Cost \$	Net \$ Margin %
BOB	Brady Basement				
151050	Belkin 500VA UPS	1	\$49.99	\$25.00	\$14.99 29.99%
346015	PowerSpec P4 - 2.53GHz	1	\$809.00	\$693.00	\$116.00 14.34%
	Totals	2	\$858.98	\$728.00	\$130.98 15.25%
JDT	John Thompson				
150748	HP 2110 All in one	1	\$199.99	\$106.00	\$93.99 47.00%
151050	Belkin 500VA UPS	20	\$1,299.80	\$700.00	\$599.80 46.15%
159378	KDS 19" LCD Display	20	\$15,990.00	\$13,860.00	\$2,120.00 13.27%
346841	PowerSpec P4 - 2.66 GHz	20	\$23,382.00	\$21,218.20	\$2,163.80 9.25%
362434	Compaq Presario 6320US	1	\$679.00	\$650.00	\$29.00 4.27%
	Totals	62	\$41,540.79	\$36,534.20	\$5,006.59 12.05%
RMS	Ron Smith				
107278	Cento256MB PC-133 Desktop	6	\$299.94	\$80.00	\$239.94 80.00%
150666	Epson Stylus C42UX	4	\$199.99	\$160.00	\$39.99 19.98%
150680	Belkin 350 VA UPS	2	\$89.98	\$58.00	\$31.98 35.54%
150748	HP 2110 All in one	4	\$799.99	\$410.00	\$389.99 48.75%
151050	Belkin 500VA UPS	5	\$324.95	\$175.00	\$149.95 46.15%
151365	Belkin 800VA Uninterruptible	1	\$129.99	\$99.00	\$30.99 23.84%
159378	KDS 19"LCD Display	1	\$799.00	\$683.00	\$106.00 13.27%
187500	DAEWOO 19" monitor	2	\$372.30	\$290.00	\$82.30 22.11%
187641	Daewood white 19" Monitor	2	\$440.30	\$396.00	\$44.30 10.06%
276733	Linksys 4pt EF cab/dsl ro	1	\$69.99	\$49.00	\$20.99 29.99%
280487	Nec 19" Monitor	1	\$229.00	\$158.00	\$71.00 31.00%
346841	PowerSpec P4 - 2.66 GHz	1	\$1,189.10	\$1,064.00	\$105.10 8.99%
400001	Item Description 01	1	\$600.00	\$440.00	\$160.00 12.00%
	Totals	31	\$5,424.47	\$4,052.00	\$1,372.47 25.30%
	Grand Totals	95	\$47,824.25	\$41,314.20	\$6,510.05 13.61%

ACCOUNTS RECEIVABLE

Within the IRIDIUM tool, invoice amounts appear in receivables in one of two ways: (1) as funds collected as a pre-payment or at the point of sale, or (2) as a result of a sales order. In the second case, traditional receivable process are then applied to the outstanding balances.

Invoice	Reference	Type	Item Date	Due Date	\$ Amount	Balance	Apply	Apply Amt	Write Off
4-00101	D-3001039	Sale	08/23/05	08/22/05	\$40,781.80	\$40,781.80			
3-001101	D-3001040	Sale	08/24/05	01/01/00	\$1,265.59	\$1,265.59			
3-001152	D-3001040	Sale	08/24/05	01/01/00	\$1,265.59	\$1,265.59	<input checked="" type="checkbox"/>	\$1,265.59	
3-001153	D-3001041	Sale	08/24/05	09/23/05	\$213.00	\$213.00			
3-001154	D-3001042	Sale	08/24/05	01/01/00	\$968.09	\$968.09			
3-001155	D-3001043	Sale	08/24/05	09/23/05	\$968.09	\$968.09			
4-00102	Rental Return	Sale	08/24/05	08/22/05	\$71.10	\$71.10			
3-001160	Sale	08/24/06	02/02/06	\$879.00	\$879.00				
3-001161	Sale	08/24/06	02/02/06	\$879.00	\$879.00				
SD-3001011	Deposit		04/07/05		\$2,411.31	(\$2,176.85)			
10 Invoice(s)									
\$45059.41									

Save Cancel Adjustments

For companies with high-volume billing, the tool manages cycle billing, customer statements, and lockbox billing with a third-party processing center.

New Payments

Payments that are made on open invoices are entered into the accounts receivable area of the tool. Payment methods and check numbers are recorded, as well as the collected amount, discount amounts (if taken), and balance due. The ability to sort line items by due dates and past due dates is also possible from this screen.

Aging Inquiries and Reports

The aging inquiry functionality of the tool enables users to calculate appropriate past due amounts from set invoice dates and due dates. Aging amounts must fall into one of five user-defined and distinct aging periods. Accounts receivable aging reports may also be generated by invoice date or due date to display, print or export this information.

Trial Balance Inquiry

A transaction inquiry may be generated to view trial balances on individual sales orders and invoices. This information may be viewed by location for all open sales orders or invoices, or for sales orders and invoices created within a specified period of time.

Accounts Receivable Aging											
Property of Computer Central Inc. - Confidential - for Internal Use Only											
Filter - [All Regions] [All Location Types] [All Locations] [All Representatives]											
Customer/Type/Invoice #/SO #	Orig Amt	Amnt Paid	Inv Date	Due Date	Age	Current	31 to 60	61 to 90	91 to 120	120+	
Ashford, Heather Invoice 4-001001	\$632.80		08/23/05	08/22/05	366		0.00	0.00	0.00	0.00	532.80
Baker, Kristin Invoice 3-001028	\$21,94.3		07/17/04	04/23/03	120		0.00	0.00	0.00	0.00	17.18
Bass, Jeff Invoice 3-001031	\$329.09		04/23/03	04/23/03	120		0.00	0.00	0.00	0.00	4.84
Bass, Jeff Invoice 3-001033	\$83.24		07/05/04	04/23/03	120		0.00	0.00	0.00	0.00	0.75
Bond, Dan Invoice 3-001035	\$69.21		09/27/04	04/23/03	120		0.00	0.00	0.00	0.00	0.97
Lee, Tim Invoice 3-001036	\$169.74		07/26/04	04/23/03	120		0.00	0.00	0.00	0.00	0.97

Printing

Closing check lists, bank deposits, daily sales journals, sales summaries, profit

Location	Location Type	Age By	Invoice Date	Search
Rep	Sales Region	Due Date	Include Deposits	Cancel
Andrews Tech (Mark Andrews)	50% Down, Balance COD	Sale	3-001161	\$979.00
Andrews Tech (Mark Andrews)	50% Down, Balance COD	Sale	3-001160	\$979.00
Andrews Tech (Mark Andrews)	Net 30 Days	Rental Return	4-001002	\$719.10
Andrews Tech (Mark Andrews)	Net 30 Days	Sale	4-001000	\$40,781.80
Andrews Tech (Mark Andrews)	Net 30 Days	Sale	3-001151	\$1,265.59
Andrews Tech (Mark Andrews)	Net 30 Days	Sale	3-001153	\$1,458.09
Andrews Tech (Mark Andrews)	Net 30 Days	Sale	3-001154	\$968.09
Andrews Tech (Mark Andrews)	Net 30 Days	Sale	3-001152	\$1,351.59
Andrews Tech (Mark Andrews)	Net 30 Days	Sale	3-001155	\$968.09
Kristin Baker	Prepaid	Sale	3-001029	\$1,219.43
Tim Lee	Prepaid	Sale	3-001118	\$159.74
Deerborn Church (Debra Edson)	Prepaid	Sale	3-001027	\$1,018.09
John Waters	Prepaid	Sale	3-001114	\$148.03
Heather Ashford	Net 30 Days	Sale	4-001001	\$932.50
Jeff Bass	Prepaid	Sale	3-001031	\$323.09
17 Item(s)				
Date	Entered By	Subject	Add New Note	

analysis reports and accounts receivable aging reports may be printed or exported to Adobe PDF or Microsoft Excel formats for electronic formatting and distribution.

ACCOUNTS PAYABLE

Entering Invoices

New invoices are easily created for both new and existing vendors. Using sophisticated search algorithms, the tool populates new invoices with all existing vendor information. This information can be easily updated, and the changes are reflected through the rest of the system.

Invoices created within the system are categorized as one of the following: (1) an inventory purchase, or (2) a miscellaneous purchase. Inventory purchases are reconciled with receivings and the expense distribution is created based on the general ledger account for inventory. Miscellaneous purchases are entered with the appropriate general ledger expense accounts to define

the distribution for the invoice. If the vendor has a pre-defined general ledger account, then it becomes the default account for the invoice, reducing time manual data entry.

Paying Invoices

Payment of invoices within the system may be broken into batches or check runs. Invoices may be manually marked to create a batch, or automatically selected according to pre-defined criteria such as by discount or by due date. Vendor

credits may be manually applied on a case-by-case basis, or automatically applied to any outstanding invoice. As a second step, checks may be printed for the selected payments within the batch.

Bank Statement Reconciliation

The bank reconciliation area of the tool automates the bank statement reconciliation

process. Deposits generated from the point of sale or the accounts receivable payment are separated into deposit groups such as cash and check, credit cards, and finance transactions. Checks are

reconciled on a check-by-check basis and bank fees are charged to the appropriate accounts.

GENERAL LEDGER

Chart of Accounts

The chart of accounts capabilities within the tool are broken into accounts and classes. While accounts describe the transaction, classes group the transaction based on the location or business entity, such as a store or warehouse location. Both accounts and classes support up to five levels of sub-structure.

Accounts	Account Type	Account Bal
1000 Petty Cash	Other Asset	0.00
1050 Purchase Account	Accounts Payable	2,432.00
1060 Williams Bank - Deposit & CC Acct	Bank	0.00
110000 Accounts Receivable - Commercial	Other Asset	0.00
111000 Accounts Receivable - Financing/Retail	Other Asset	0.00
112000 In Store Credits	Other Asset	0.00
113000 Customer Deposits - Retail	Other Asset	0.00
114000 Investment Account	Other Asset	0.00
115000 Trade Receivable	Other Asset	0.00
116000 B&M Trade Receivable	Other Asset	0.00
1270 Inventory	Other Asset	0.00
127001 Retail	Other Asset	0.00
127002 Service	Other Asset	0.00

Account Types: Other Asset
Account # 1000
Account Name: Petty Cash
Description: Petty Cash

Save Cancel Delete New Account Class

Automatic Journal

The following journals are automatically generated and posted by the tool: Sales, Purchase, Cash Disbursement, and Bank

Close Date	Location	Posted	Post IT	Credit \$	Debit \$	Net \$	Status
04/09/2003	003-Computer Central - St Louis Pt	No	<input checked="" type="checkbox"/>	\$15,755.07	\$15,755.07	\$0.00	
04/10/2003	003-Computer Central - St Louis Pt	No	<input checked="" type="checkbox"/>	\$20,746.21	\$20,746.21	\$0.00	
05/06/2004	003-Computer Central - St Louis Pt	No	<input checked="" type="checkbox"/>	\$91,196.37	\$91,196.37	\$0.00	
02/01/2006	003-Computer Central - St Louis Pt	No	<input checked="" type="checkbox"/>	\$92,946.78	\$92,946.78	\$0.00	

Summary | Details

Class/Division	Account	Bank Group	Debit \$	Credit \$	Net \$
003 - St. Louis Part (SLP)	1060 Williams Bank - Deposit & CC		\$9,564.11		\$9,564.11
003 - St. Louis Part (SLP)	1270-01 Retail			\$7,041.96	(\$7,041.96)
003 - St. Louis Part (SLP)	3700-01 Equipment Sales			\$149.00	(\$149.00)
003 - St. Louis Part (SLP)	3700-04 Delivery & Labor			\$8,489.11	(\$8,489.11)
003 - St. Louis Part (SLP)	4000-01 Equipment		\$7,190.96		\$7,190.96
Totals			\$15,755.07	\$15,755.07	\$0.00

Reconciliation. After review and approval by accounting, Sales Journals are generated and posted. Sales, receivables, payments, and cost of goods sold are based on daily closeouts for each location. Purchase Journals are generated and posted as a result of entering an accounts payable invoice.

Class #	Account #	Debit \$	Credit \$	Journal Memo	Closed
► 003-St. Louis Part (SLP)	1060-Williams Bank - Depo	\$11,626.25	\$8,695.96	Sales Posting for 04/10/2003	<input checked="" type="checkbox"/>
003-St. Louis Part (SLP)	1270-Inventory		\$234.00	Sales Posting for 04/10/2003	<input checked="" type="checkbox"/>
003-St. Louis Part (SLP)	3700-01 Equipment Sales		\$11,616.25	Sales Posting for 04/10/2003	<input checked="" type="checkbox"/>
003-St. Louis Part (SLP)	3700-04 Delivery & Labor		\$10.00	Sales Posting for 04/10/2003	<input checked="" type="checkbox"/>
003-St. Louis Part (SLP)	4000-01 Equipment		\$9,119.96	Sales Posting for 04/10/2003	<input checked="" type="checkbox"/>
*					<input checked="" type="checkbox"/>

Journal ID: 100005 Next Number: Journal Type: Sales Journal Journal Date: 04/10/2003 See Information That Created This Journal

Save And New Save And Close Cancel Memorize It

Cash Disbursement Journals follow the completion of a check run within the invoice payment process. Bank Reconciliation Journals reflect discrepancies between the bank statement and the bank statement reconciliation, as well as any applicable bank fees.

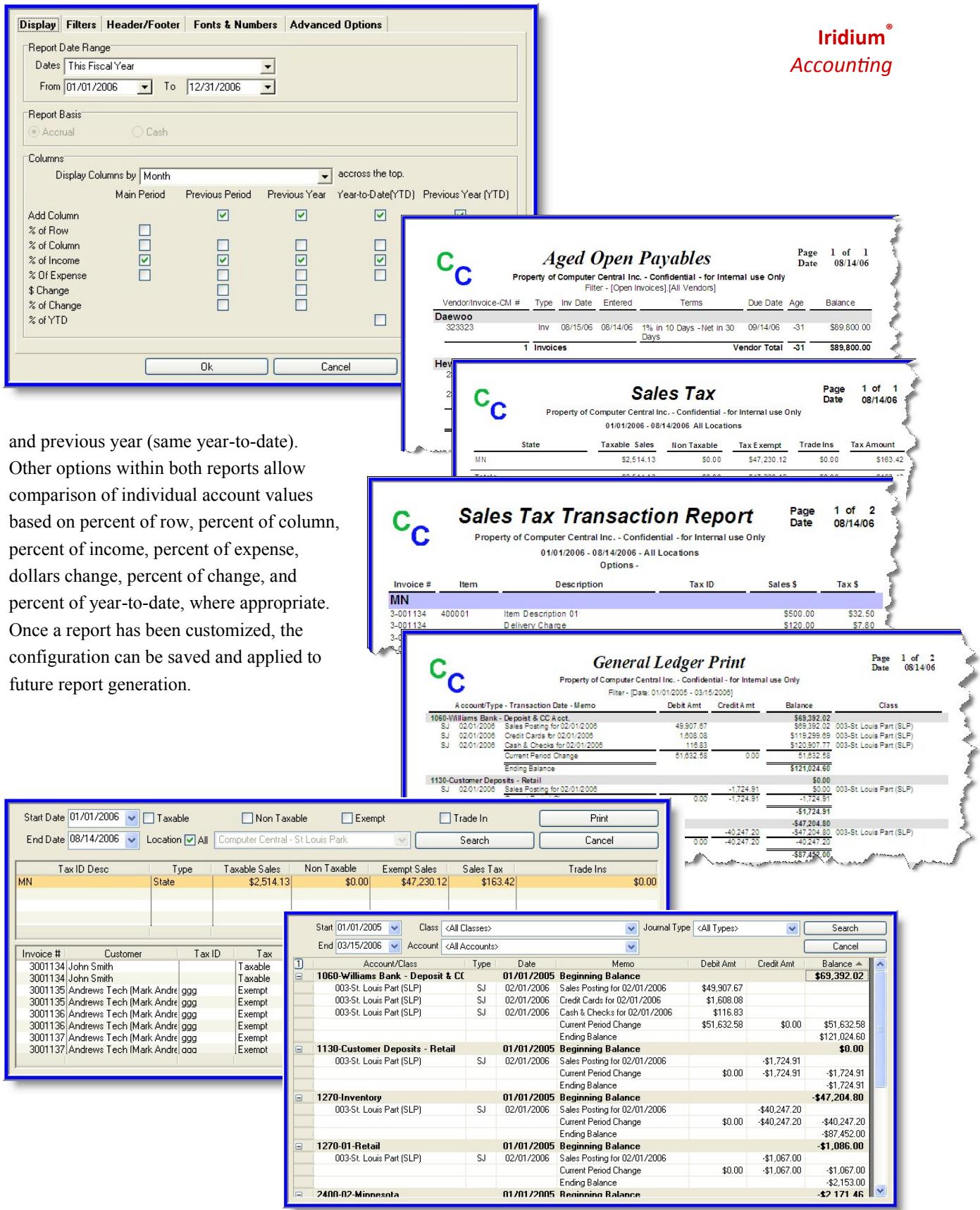
Manual Journal

Manual journals may be made to the general ledger at any time. Journals may be memorized within the system and reused. Additionally, a journal may be defined such that it will be automatically reversed at the start of the next accounting period.

Financial Reporting

General ledger reporting capabilities within the tool generate two primary types of reports: Profit/Loss Statements and Balance Sheets. Each type of report allows comparisons to a previous period, previous year (same period), year-to-date,

Period	This Fiscal Year	From	Refresh	Modify Report	Print
Columns	Total Only	To 12/31/2006		Memorize Report	Cancel
Computer Central, Inc.					
Profit & Loss					
January through December 2006					
Jan - Dec 06					
Ordinary Income/Expense					
Income					
3400 Sales Clearing		0.00			
3700 Revenue ***					
3700-01 Equipment Sales		50,256.25			
3700-02 Equipment Rental		0.00			
3700-03 Extended Warranty		0.00			
3700-04 Delivery & Labor		1,920.00			
3700-05 Service		0.00			
3700 Revenue *** - Other		0.00			
Total 3700 Revenue ***		52,176.25			
Total Income					
Cost of Goods Sold					
4000 Exercise Equipment ****					



SALES TAX

Sales Tax Reporting

Sales tax reports and inquiries may be generated on all taxable, non-taxable, exempt, or trade-in items for all dates locations. High-level and detailed information is also displayed on each transaction.

BILLING

Within the IRIDIUM Retail Management software tool, customer billing can be configured based on date (such as month-end) or in a pre-configured number of cycles. Batch payments are automatically made against the respective journal entries .

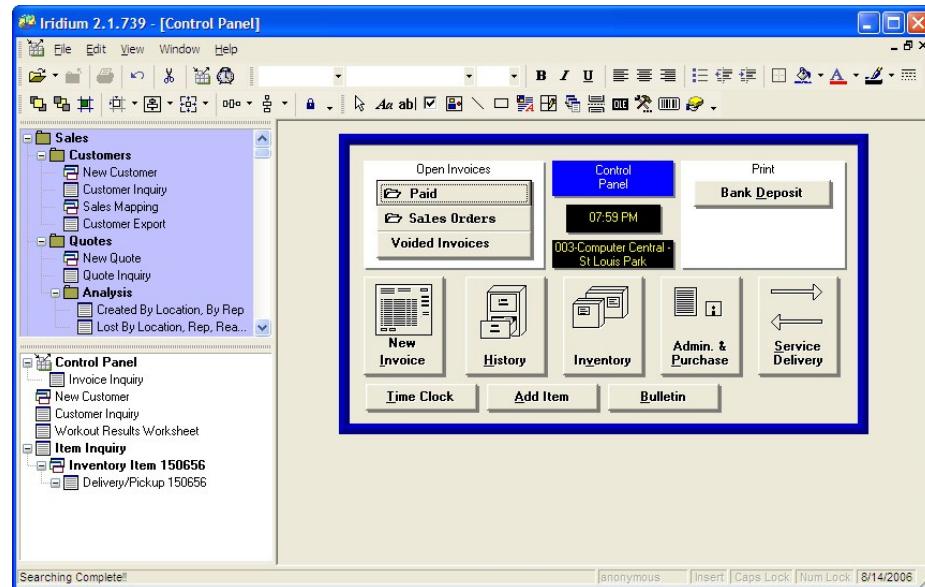
Categories such as rent, finance charges, surcharges, administrative fees, and special discounts can be applied within the billing system.

As mentioned in *Customer Service*, the billing system accommodates automatic billing and pre-authorized payment with their financial institution. Lockbox billing with a third-party processing center further automates the billing process.

Customer Billing Accounts

Automatic billing and pre-authorized payment terms with financial institutions is customer-configurable. See the *eCommerce* section for more information on creating customer accounts.

Iridium®
Universal Features



The IRIDIUM tool is designed to run on the Microsoft Windows® XP operating system. As such, the look and feel of the user-interface is comparable to standard products operating in a Windows XP environment. For instance, all reports are previewable and exportable to Microsoft Excel and other formats. These reports can be emailed to and from standard applications. Also, all reports and forms print with a user-provided company logo.

On-Line Help

On-line help topics are available within the tool. These topics describe and explain the features and functionality of the system, and are meant to augment other documented and phone-based application support.

SECURITY

Configuring Users and Groups

The IRIDIUM tool is configured according to group job functionality, as well as the needs of individual users. Default user groups include administrator,

everyone, inventory, purchasing, and sales. Custom user groups may be created based on the needs of individual retail locations and distribution centers.

At any time, individuals may be added to, or removed from, one or multiple user

Department/Full Name	User Name
Administration	demo
Iridium Demo	demo
Anonymous	
Anonymous User	Anonymous

First Name: Iridium
 Middle: _____
 Last Name: Demo
 Department: Administration
 Password: ****
 E-Mail: support@isonline.com
 SMTP Server: Test
 SMTP User: _____
 SMTP Password: _____

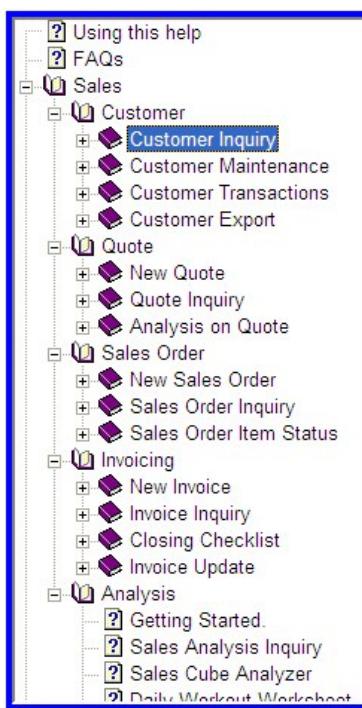
Groups **Objects** **Menu**

Groups In		Groups Available	
Administrator	Evegine	Inventory	Purchasing
Inventory	Purchasing	Sales	
Purchasing			
Sales			

Save Cancel Delete User New User

groups. Access to, or denial from, menu items and objects within the tool may also be controlled and modified based on the requirements of the user groups and individuals within the company.

New and existing user information may



The screenshot shows a software interface for managing user groups. On the left, a tree view lists 'Groups' under 'Administrator'. Under 'Groups', there are entries for 'Everyone', 'Inventory', 'Purchasing', and 'Sales'. On the right, a panel titled 'Group Info' shows 'Name: Administrator' and 'Description: Person In Charge of System'. Below this, a section titled 'Users Available' lists 'Anonymous' and 'demo'. A tree view titled 'Objects/Properties' shows categories like 'Accounts Payable' and 'Accounts Receivable' with various sub-items such as 'A/P Check Run Inquiry', 'A/P Invoice Entry', etc.

be added or edited at any time. Users may be added to, or removed from, any number of user groups. Restricting or granting access from or to menu items and objects within the tool is configurable from within this area as well.

System Configuration

Numerous system configurations may be defined within the tool, including the following: payment terms, payment types, shipping methods, company information, locations, regions, trucks, sales representatives, inventory item types, line item types, lead sources and state, and county and city sales tax.

Miscellaneous charges may be configured for labor, delivery, and service charges, or other user-defined needs.

Customized text may also be added to standardized forms.

Additionally, customized “lost” reason codes and descriptions may be added to the quote configuration are within the tool.

The collage displays several configuration screens:

- User List:** Shows a list of users with columns for Department/Full Name, User Name, Date Added, and Email Address. It includes entries for 'Administration' (User: demo, Email: support@isonline.com) and 'Anonymous' (User: Anonymous).
- User Security Access List:** Shows security access details for 'Demo, Iridium' (User: demo). It lists 'A/P Check Run Inquiry' with 'Administrator' access and 'Can Use Object: Yes'.
- Group Security Access List:** Shows access rights for 'Administrator' across various objects. For example, 'A/P Check Run Inquiry' has Obj # 1213 with 'Can Use Object: Yes'.
- Payment Terms and Employee Management:** This section includes a table of payment terms (e.g., '15% in 10 Days - Net in 30 Days') and a detailed view of an employee record for 'Ron Smith' (ID: 100). The employee record includes fields for First/Last Name, Initials, Iridium User Name, Assigned Location, and Employee Type.

Iridium[®] Advanced Data Analysis

Advanced analysis capabilities are available through three optional tools that utilize the data stored and managed in the IRIDIUM tool. The Cube Analyzer, the Query Analyzer, and the Report Analyzer allow you to manipulate and customize the presentation of data in a format that best supports your analytical needs.

Cube Analyzer

The most-sophisticated of the tools, the Cube Analyzer allows control of different dictionaries of information stored in the IRIDIUM tool (sales, inventory, and time clock, for example). Row and column presentation of numeric data (for example, store locations for rows and monthly sales volume for columns) allows retailers to rapidly analyze patterns and trends. Time savings associated with using the Cube Analyzer can be significant, especially for

companies with multiple years of historical data.

Query Analyzer

Retailers primarily looking to enhance their data export capabilities will experience similar time and cost savings when using the Query Analyzer tool. Using the same data dictionaries as the

The screenshot shows the IRIDIUM Query Analyzer interface. At the top, there's a toolbar with tabs for 'Data Inquiry' and 'Layout/Schema'. Below the toolbar, a SQL query is displayed:

```

SELECT
  BILL_FNAME, BILL_LNAME, BILL_ADDRESS, BILL_CITY,
  BILL_STATE, BILL_ZIP_CODE, LAST_TRANSACTION_DATE, LAST_SALE_A
  FROM
    BILL_T
  WHERE
    BILL_ID = 1
  
```

On the right side, a results grid displays a list of customers with their billing information and transaction details. The results are paginated at the bottom.

Cube Analyzer tool, users can select data without intimate working knowledge of the data structures. Data can be easily exported in customizable column format. For retailers with high-volumes of sales and marketing data, the Query Analyzer facilitates list generation methodologies.

Report Analyzer

The ability to create, customize, and generate professional and meaningful reports is critical to the success of many companies. By enhancing the report functionality of the IRIDIUM tool, and using the data dictionary technologies employed by the Cube Analyzer and Query Analyzer tools, the Report Analyzer tool provides retailers with greater control over the data that is utilized and displayed in unique, customized report formats.

The screenshot shows the IRIDIUM Report Analyzer interface. At the top, there's a toolbar with tabs for 'Data Inquiry', 'Layout', 'Fields', 'Preferences', 'Printer', 'Fonts & Color', and 'Page'. Below the toolbar, a report builder is visible with sections for 'Fields', 'Table/Field', 'Rows', and 'Columns'. A preview grid shows a table with columns for 'Name', 'Lead Source', 'Year(Close Date)', and 'Month(Close Date)'. At the bottom, a results grid displays a detailed report with columns for 'Name', 'Lead Source', 'Current Customer', 'Drive By', 'Newspaper', 'Radio', 'Referral', 'Yellow Pages', 'Total', 'Quantity', 'Extended Amount', 'Item Cost', and 'Item Cost'.

