

# 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

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

Lost Reason Description		Lost Reason Code		Year(Quote Create Date)		Month(Quote Create Date)		Total	
				2004		2005		Total	
				March		May		August	
				Count		Total		Count	
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marketing channel the customer used to locate the business (newspaper ad or radio commercial, for example).

*Inventory Management System* until they are completed. Take-along updates the *Inventory Management System* immediately.

Quote #	Status	Aprvd	Customer	Create Date	Exp. Date	Amount	Profit Margin	Rep	Notes
3001001	Lost	No	Andrews Tech	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	06/03/2004	\$660.30	12.00%	RMS	
3001007	Won	No	Andrews Tech	05/08/2003	05/08/2003	\$322.94	100.00%	JDT	Per your request.
3001011	Lost	No	Andrews Tech	10/14/2003	11/11/2003	\$1,227.56	8.99%	JDT	This is the reason.
3001012	Won	Yes	Andrews Tech	10/14/2003	05/08/2003	\$40,781.80	100.00%	JDT	
3001013	Won	Yes	Ashford, Heather	03/22/2004	04/19/2004	\$532.50	12.00%	RMS	
3001008	Won	No	Andrews Tech	05/06/2003	05/08/2003	\$322.94	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	05/06/2003	05/08/2003	\$322.94	100.00%	JDT	Per your request.

## SALES ORDERS

### 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

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,

SO #	Status	Aprvd	Customer	PO #	Date	Orig \$	Balance \$	Rep
3001001	Open	Yes	Andrews Tech	89-8766	04/10/2003	\$6,416.95	\$6,416.95	JDT
1001000	Open	No	Ashford, Heather	Verbel	04/08/2004	\$63.21	\$63.21	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
3001000	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	03/06/2003	\$938.99	\$938.99	JDT
3001010	Open	No	Andrews Tech	Verbel	01/25/2005	\$878.99	\$878.99	JDT
11 Item(s)						\$57,030.10	\$56,715.65	

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.

Qty	Location	Item	Description	Type	Alloc	Delivered	Status	Tax	Price	Extended	Discount	Ship Via	Del. Date
20	CCD	346841	PowerSpec P4 - 2.66 GHz	Reg.	0	0	Open	✓	\$1,169.10	\$23,382.00	0.0%	Deliver	05/15/2003
20	CCD	159376	KDS 19" LCD Display	Reg.	0	0	Open	✓	\$795.00	\$15,980.00	0.0%	Deliver	05/15/2003
20	CCD	151050	Belkin 500VA UPS	Reg.	0	0	Open	✓	\$64.99	\$1,299.80	0.0%	Deliver	05/15/2003
1			Delivery Charge	Del.		0	Open	✓	\$120.00	\$120.00			
										\$40,781.80	0.0%		

Payment Method	Check #	Dollar Amount	Pay Date	Balance	Loc.	Invoice
		\$0.00				

	Sub Total
	\$ 40,781.80
	Sales Tax \$ 2,650.82
	Sales Total \$ 43,432.62
	Balance Due \$ 43,432.62

## 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 customer's 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 routed 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

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The screenshot displays the Iridium Sales/POS software interface. At the top, there are filters for 'Open', 'Closed', and 'Voided' status, along with date ranges (Start Date: 08/24/2006, End Date: 08/25/2006) and a search bar. Below this is a table of invoices with columns for Invoice #, Date, Type, Inv Amt, Company/Customer, Rep, Pay Types, Cost, and Margin. The table lists several invoices, including one for 'Heather Ashford' and another for 'Andrews Tech (Mark An)'. Below the invoice list, there is a detailed view of a specific invoice (Invoice # 12) showing a table of items with columns for Qty, Location, Item, Description, Ship Via, Price, Extended, Cost, and Margin. The items listed include 'Compaq Presario 6320US' and 'Care Free Desktop Warranty Plan'.

*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 the 'Billing Information' tab in the Iridium Sales/POS software. It contains fields for Customer Summary (Company: Andrews Tech, Name F.L: Mark, Address: 7572 France Ave S, City/State/Zip: Edina, MN 55435), Shipping Information (Home Phone: (763) 492-2003, Work Phone: (888) 555-1232, Ext.:), Miscellaneous (Tax Exempt: [checked], Tax ID: 999), and Additional Info (Internal Use Rep ID: CAG, Due Date: / /). Below these fields is a table of items with columns for Qty, Location, Item, Description, Type, Ship Via, Tax, Price, Extended, Discount, and Alloc. The items listed include 'Compaq Presario 6320US', 'Care Free Desktop Warranty Plan', and 'HP 2110 All in one'. At the bottom, there is a 'Payment Method' section (VISA/MC Card) and a 'Sub Total' of \$1,078.99. There are also buttons for 'Item Search', 'Ok', 'Cancel', 'Print', 'Void Invoice', and 'Schedule Delivery'.

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.


		YTD(Close Date) = Month(Close Date) =						2006						Total		
		2004						2005						Total		
		May		Total				February		Total				Total		
Abbreviation	Representative Name	Count	Total	Margin %	Count	Total	Margin %	Count	Total	Margin %	Count	Total	Margin %	Count	Total	Margin %
=SLP	Bill Dowyer	3	\$818	49.6%	3	\$818	49.6%							3	\$818	49.6%
	Brady Bassman													2	\$100	49.6%
	Dave Secor	1	\$17	70.57%	1	\$17	70.57%	6	\$1,459	50.1%	6	\$1,459	50.1%	1	\$17	70.57%
	Diana Johnson	1	\$304	35.52%	1	\$304	35.52%							1	\$304	35.52%
	Drew Stiltner	9	\$3,005	22.4%	9	\$3,005	22.4%							9	\$3,005	22.4%
	Frank Bowser	2	\$1,163	15.83%	2	\$1,163	15.83%							2	\$1,163	15.83%
	John Thompson	16	\$14,024	36.86%	16	\$14,024	36.86%	2	\$41,661	100.0%	2	\$41,661	100.0%	18	\$55,684	84.1%
	Mike Anderson	46	\$17,448	32.99%	46	\$17,448	32.99%							46	\$17,448	32.99%
	Nick Mc Ryan	1	\$509	59.33%	1	\$509	59.33%							1	\$509	59.33%
	Paul Walker	1	\$299	24.74%	1	\$299	24.74%							1	\$299	24.74%
	Ron Smith	7	\$6,820	27.90%	7	\$6,820	27.90%	16	\$6,624	38.83%	16	\$6,624	38.83%	23	\$13,444	33.29%
	Sue Timmon	1	\$200	45.50%	1	\$200	45.50%							1	\$200	45.50%
	William Douglas	2	\$2,423	15.60%	2	\$2,423	15.60%							2	\$2,423	15.60%
	Total	90	\$47,030	37.00%	90	\$47,030	37.00%	24	\$49,744	90.3%	24	\$49,744	90.3%	114	\$96,774	62.01%
Total		90	\$47,030	37.00%	90	\$47,030	37.00%	24	\$49,744	90.3%	24	\$49,744	90.3%	114	\$96,774	62.01%

## 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

	<b>Computer Central Inc.</b> Bill Bloom (CEO) 1701 Hwy 100 St. Louis Park, MN 55416 (952) 823-0800 Fax: (952) 823-9801	<b>Invoice # 3-001166</b>  <b>Type: Sale</b>  <b>Date: 08/15/06</b>				
<b>Ship To Information</b>						
<b>Andrews Tech</b> Mark Andrews 7572 France Ave S Edina, MN 55435  Home: (763) 492-2003    Fax: (763) 992-3233	<b>Bill To Information</b>  <b>Andrews Tech</b> Mark Andrews 7572 France Ave S Edina, MN 55435  Home: (763) 492-2003    Fax: (763) 992-3233					
<b>Qty</b> <b>SKU</b> <b>Description</b> <b>Delivery Method</b> <b>Tax</b> <b>Price</b> <b>Ext. Price</b>						
0		There is a comment	<input type="checkbox"/>	\$0.00	\$0.00	
1	107276	Compaq 2160DS PC-113 Desktop	Take Along	<input type="checkbox"/>	\$39.68	\$39.68
1	110748	HP-2110 All in one	Take Along	<input type="checkbox"/>	\$118.14	\$118.14
1	111050	Dellie 100V4, L2P5	Deliver	<input type="checkbox"/>	\$51.58	\$51.58
1	111051	Delivery Charge		<input type="checkbox"/>	\$120.00	\$120.00
<b>Payments</b> <b>Method</b> <b>Check #</b> <b>Amount</b>						
08/15/2006		Cash	No Information	\$200.00		
08/15/2006		VISA or MASTER CARD	No Information	\$170.00		
<b>Special Instructions:</b>						<b>Equipment Total:</b> <span style="float: right;">\$370.00</span>
						<b>Tax:</b> <span style="float: right;">\$0.00</span>
						<b>TOTAL:</b> <span style="float: right;">\$370.00</span>

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

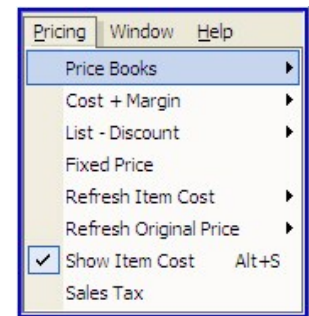
The tool allows multiple payment methods, including any combination of cash, credit card, finance, checks, gift certificates, etc.

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,

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Order Item Selection									
Search		Location SLP		<input checked="" type="checkbox"/> Qty < 0 <input checked="" type="checkbox"/> New		Search			
Search For Item #		Vendor <All Vendors>		<input checked="" type="checkbox"/> Qty > 0 <input checked="" type="checkbox"/> Used		Cancel			
				<input checked="" type="checkbox"/> Zero Qty					
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 Desktc	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 Uninterruptib	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					
Property of Computer Central Inc. - Confidential - for Internal use Only				Page	1 of 1
04/01/2004 - 08/25/2006 Location: [ 3 Computer Central - St.Louis Park] Rep: [All]				Date	08/25/06
Item	Sales	Returns	Net	Margin \$	Margin %
Items Sales Amount	\$93,479.45	\$ 0.00	\$93,479.45		
Items Cost of Goods	\$36,759.88	\$ 0.00	\$36,759.88	\$56,719.57	60.676%
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		
Trade In	\$ 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	\$5,691.85	\$ 0.00	\$5,691.85		
Credit Card	\$11,223.21	\$ 0.00	\$11,223.21		
All 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
<b>Totals</b>	<b>5,731.73</b>

Cash Drawer: \$1 00

Balance Totals: Invoice Totals \$6,610.73

Deposits/Payments (+) \$0.00

Actual Payments (-) \$5,731.73

On Terms (-) \$879.00

Used Prior Deposits (-) \$0.00

Balance (=) \$0.00

Credit Card Batch Info: Batch # Batch Total 1,248.99 CC Total 1,248.99

Buttons: Save Cancel Delete Print Paid Invoices 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

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

**CC** **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 107276		T		Canton 256MB PC-133 Desktop	\$39.69	\$10.00	
1 150748		T		HP 2110 All in one	\$158.74	\$106.00	
1 151050		D		Belkin 500VA UPS	\$51.58	\$35.00	
0		U		This is a comment	\$0.00	\$0.00	
1		U		Delivery Charge	\$120.00	\$0.00	
4-001000	JDT	Sale		Andrews Tech	\$40,661.80	\$0.00	100.00%
20 346841@CCD		D		PowerSpec 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:	\$57,582.80	\$0.00	\$0.00	\$57,582.80			
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
<b>Totals</b>	<b>47</b>	<b>\$4,620.00</b>

Region ☐ All Midwest Date 02/01/2006

Summary		Paid		Voided		Returned		Net		
Location	Date	Status	Count	\$ Amount	Count	\$ Amount	Count	\$ Amount	Count	\$ Amount
001 Corporate Office	2/1/2006	OPN	0	\$0.00	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	\$0.00	24	\$53,259.44
004 Computer Central - Chicago	2/1/2006	OPN	0	\$0.00	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	0	\$0.00
006 Computer Central - Cleveland	2/1/2006	OPN	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00
007 Computer Central - Columbus	2/1/2006	OPN	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00
<b>Totals</b>			<b>24</b>	<b>\$53,259.44</b>	<b>0</b>	<b>\$0.00</b>	<b>0</b>	<b>\$0.00</b>	<b>24</b>	<b>\$53,259.44</b>

History Cancel

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					

Invoice Customer Qty

3-001135	Andrews Tech (Mark Andrews)	1
3-001137	Andrews Tech (Mark Andrews)	1
3-001138	Andrews Tech (Mark Andrews)	1
3-001142	Andrews Tech (Mark Andrews)	1
3-001144	Andrews Tech (Mark Andrews)	1

	\$49.99	\$10.00	\$39.99	80.00%	
	\$49.99	\$10.00	\$39.99	80.00%	
	\$49.99	\$10.00	\$39.99	80.00%	
	\$49.99	\$10.00	\$39.99	80.00%	

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	02/05 Sale
SLP	Retail	Midwest	\$49,744.25	\$80,000.00	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
<b>Totals</b>			<b>\$49,744.25</b>	<b>\$250,000.00</b>	<b>19.90%</b>	<b>\$49,744.25</b>	<b>\$430,000.00</b>	<b>11.57%</b>	<b>\$5</b>

Export to Bulletin Board Send Email Print Preview Cancel

Lost Reason Description Lost Reason Code

Year(Quote Create Date) Month(Quote Create Date)

2004				2005				Total
		March	May	Total			August	Total
Loc Abbrev	Representative Name	Count	Total	Count	Total	Count	Total	Count
SLP	Brady Basemen					3	\$4,207	3 \$4,207
	Ron Smith	1	\$500	1	\$500	2	\$1,402	3 \$2,402
	Tom Slacker					1	\$990	1 \$990
	<b>Total</b>	<b>1</b>	<b>\$500</b>	<b>1</b>	<b>\$500</b>	<b>2</b>	<b>\$1,000</b>	<b>5</b>
						<b>5</b>	<b>\$6,599</b>	<b>5</b>
						<b>5</b>	<b>\$6,599</b>	<b>7</b>
						<b>5</b>	<b>\$6,599</b>	<b>7</b>

Year(Close Date) Month(Close Date)

2004				2005				Total
		5						
Abbreviation	Lead Source	Quantity	Total	Margin %	Qu			
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	5	\$2,832	0	5
	<b>Total</b>	<b>170</b>	<b>\$47,030</b>	<b>0</b>	<b>170</b>	<b>\$47,030</b>	<b>0</b>	<b>170</b>



**Iridium®**  
Customer Service

Customer Info Company Info Contact Info

Name First/Middle/Last Mark G Andrews Home Phone (763) 492-2003  
 Company Andrews Tech Work Phone (888) 555-1232  
 Address 7572 France Ave S Extension  
 City/State/Zip Edina MN 55435 Cell Phone  
 EMail Address mandrews@andrewstech.com Fax Phone (763) 992-3233  
 Tax Exempt ☐ Tax ID 999 Check Ok ☐  
 Last Trans Amt \$49.99 On Mailing List ☐  
 Last Trans Date 02/01/2006

☒ Ship To ☒ Bill To ☐ Voided ☒ All Dates Start 07/31/2006 End 08/28/2006 Refresh

Quotes Sales Orders Invoices Deliveries Sales History Service Tickets Receivables Notes

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%	BOB	Customer wants computer and setup done next
3001018	Exp.	Yes	8/22/2005	9/19/2005	\$1,842.22	10.00%	BOB	Customer wants the item delivered next wednes
3001020	Exp.	Yes	8/22/2005	9/19/2005	\$1,947.66	10.00%	BOB	Customer wants computer and setup done next
3001016	Exp.	Yes	8/22/2005	9/19/2005	\$1,090.00	10.00%	TAS	
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%	JD T	
3001011	Lost	No	10/14/2003	11/11/2003	\$1,227.56	8.99%	JD T	
3001009	Lost	No	9/6/2003	10/4/2003	\$1,425.14	100.00%	RMS	
12 Item(s)					\$113,252.04			

New Quote New Sales Order New Invoice Ok Cancel

## CUSTOMER SERVICE

### Customer Tracking

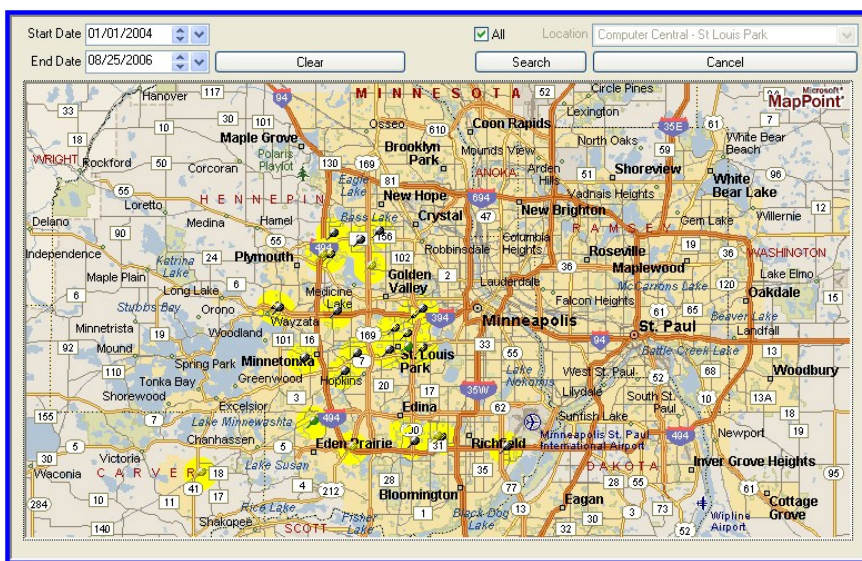
Specific to the Customer Service module is the ability to track customer information in the following options: Delivery Locations; Order Entry and Maintenance; Bookkeeping Inquiry; Customer Maintenance; Customer Message Log; Credit Information;

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





Pickup ID	<input type="checkbox"/> New	Start	07/25/2006	Location(s)	Computer Centr
First Name	<input type="checkbox"/> Picked Up	End	09/08/2006	Pickup Type	<All Types>
Last Name	<input type="checkbox"/> Voided	<input type="button" value="Search"/> <input type="button" value="Cancel"/> <input type="button" value="Print Pickups"/>			

Ship Via	Created	Created By	Inv/SO #	Name	Type	Status	Comment
Pickup	04/08/2004	SLP/RMS	SO: 3001007	Ashford, Heather	Order	Unscheduled	
Pickup	04/07/2005	SLP/RMS	SO: 3001011	Andrews Tech(Andrews, Mark)	Order	New	
Pickup	02/02/2006	SLP/RMS	INV: 3001139	Andrews Tech(Andrews, Mark)	Sale	New	
Pickup	02/02/2006	SLP/CAG	INV: 3001159	Andrews Tech(Andrews, Mark)	Sale	New	
Pickup	02/02/2006	SLP/CAG	INV: 3001161	Andrews Tech(Andrews, Mark)	Sale	New	This is a floor model

5 Item(s)

Qty	Ship Via	From Loc	Item	Description	Due Date	Extended Price
1	Pickup	SLP	240598	K-byte 128MB DDR-2100	1/1/1900	\$44.99

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.

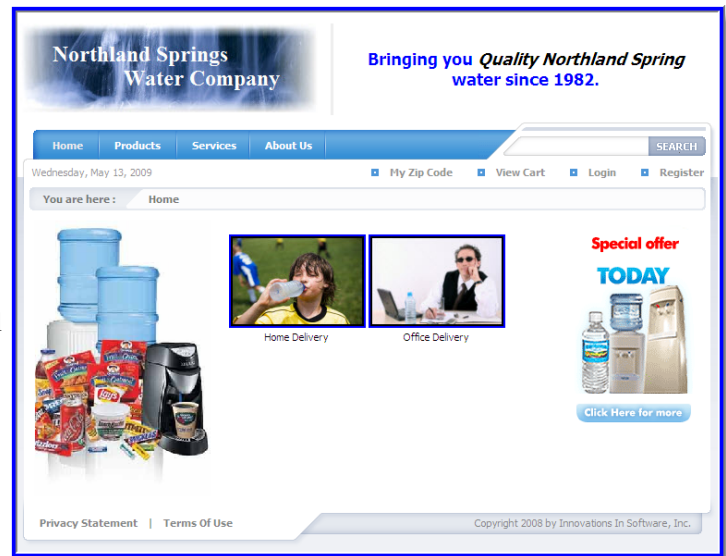
#### Pickup Inquiry

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)

 <b>Computer Central Inc.</b> Cindy Gray (CAG) 3710 Hwy 100 St. Louis Park, MN 55416 (952) 823-9800 Fax: (952) 823-9801		<b>Pickup Ticket</b> Invoice #: 3001161 Date: 02/02/06 Time: 12:00 AM Page: 1 of 1	
<b>Bill To Customer</b> Andrews Tech Mark Andrews 7572 France Ave S Edina, MN 55435 Home: (763) 492-2003		<b>Pickup Location</b> Computer Central - St Louis Park 3710 Hwy 100 St. Louis Park, MN 55416 Voice: (952) 823-9800 Fax: (952) 823-9801	
S.O. #:	P.O. #:	P.O. Date: 2/2/2006	Terms: 50% Down, Balance COD
Order Quantity	Item SKU	Item Description	Quantity Picked Up Initials
1	362434	Compaq Presario 6320US	
Special Instructions: <input type="text"/>			
PICKED UP BY:		DATE:	

## E-COMMERCE

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.

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

## 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.

You are here: [My Account](#) > [Delivery Inquiry](#)

**Delivery Address Information**

Address Line 1: 1991 FORD PARKWAY Effective Date: 5/13/2009

Address Line 2:

Address Line 3:

City: ST PAUL State: MN ZipCode: 55116 [Update] [Cancel]

**Predelivery Remainder/Where to Leave Product**

Phone: ☒ No PreCall ☐ 651-569-4300

Where To Leave: Back Door [Update] [Cancel]

**Upcoming Delivery Dates**

Delivery Dates	Route Status
11/04/2008	Order Entered
12/02/2008	Order Entered
12/30/2008	Planned Delivery [Skip Delivery]
01/15/2009	Planned Delivery [Skip Delivery]
02/12/2009	Planned Delivery [Skip Delivery]
03/12/2009	Planned Delivery [Skip Delivery]
04/09/2009	Planned Delivery [Skip Delivery]
05/07/2009	Planned Delivery [Skip Delivery]
06/04/2009	Planned Delivery [Skip Delivery]
07/02/2009	Planned Delivery [Skip Delivery]

You are here: [Home](#) [Products](#) [Services](#) [About Us](#) [SEARCH](#)

Wednesday, May 13, 2009 [My Zip Code](#) [View Cart](#) [Login](#) [Register](#)

You are here: [Login](#)

**Existing Customers** **New Customers**

Your Login Id:  Start here to quickly set up your Secure Account. [Create Account](#)

Your Password:  [Forgot Password?](#) [Log On](#)

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

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

Payment Due Amount: \$0.00

Payment Method:

Credit Card Number:

Expire Date: Month:  Year:

Card Id Number:  Look for 3-digit number on the back of your credit or debit card. For American Express cards, use the 4-digit number on the front of the card.

☐ Visa ☐ MC ☐ Disc ☐ AmEx

[Make Payment](#) [Cancel](#)

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),



**Iridium®**  
eCommerce

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.




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 m7780n
			
	Hewlett Packard \$889.99	Hewlett Packard \$819.99	Hewlett Packard \$1499.99
Operating System	Microsoft Windows Vista Business	Microsoft Windows Vista Home Premium	Microsoft Windows Vista Home
OS			
Processor	AMD Athlon(tm) 64 X2 Dual-Core Processor 4600+	Intel Core(tm) 2 Duo Processor E6300	Intel Core(tm) 2 Duo Processor E6400 with Intel
Type			
Speed	2.40GHz	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			
Max Supported	Expandable to 4GB	Expandable to 4GB	Not Expandable
Configuration	(2) 512MB DIMM Memory Modules	(2) 1024MB DIMM Memory Modules	(2) 1024MB DIMM Memory Modules
Slots Available	(2) Available 240-pin DIMM Slots	(2) Available 240-pin DIMM Slots	(0) Available 240-pin DIMM Slots
Hard Drive			
Size	320 GB	320GB	(2) 250GB
RPM	7,200	7,200 RPM	7,200 RPM
Interface	Serial ATA	Serial ATA	Serial ATA
Multimedia Drive			
Model	LightScribe SuperMulti Ex DVD-R DL	LightScribe SuperMulti Ex DVD+R DL	HP DVD Player; LightScribe Ex DVD-R DL

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



Continue to Checkout

Quantity	Product	SKU #	Availability	Price	Ext. Price
1	HP Pavilion Media Center TV m7780n	138172		\$1,499.99	\$1,499.99
Click 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

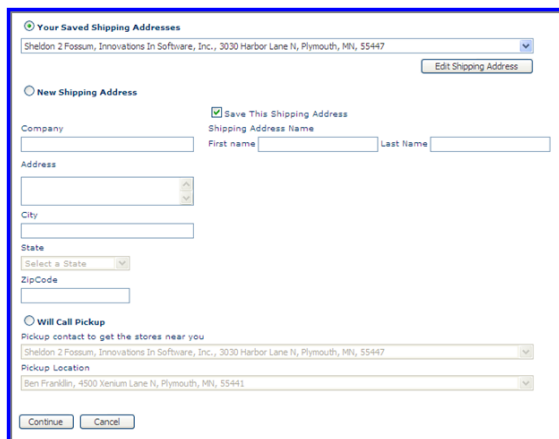
card processors, payment options include credit card, PayPal, and other terms (if

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.



Your Saved Shipping Addresses

Sheldon 2 Fossum, Innovations In Software, Inc., 3030 Harbor Lane N, Plymouth, MN, 55447

Edit Shipping Address

☐ New Shipping Address

☒ Save This Shipping Address

Shipping Address Name

Company

First name

Last Name

Address

City

State

Select a State

ZipCode

☐ Will Call Pickup

Pickup contact to get the stores near you

Pickup Location

Ben Franklin, 4500 Xenium Lane N, Plymouth, MN, 55441

Continue Cancel

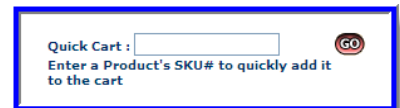
After the user selects a desired shipping method, payment options are then presented to the customer. Depending on the available credit

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 :

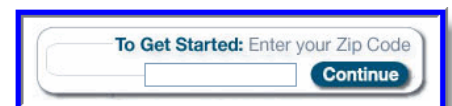
Enter a Product's SKU# to quickly add it to the cart

GO

### 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

Continue



Order Information [Tuesday, October 30, 2007]

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

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


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

[Edit Order](#)

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

Enter delivery zip code

[Continue](#)

[Continue](#)

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.

## **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*

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Scheduling

**Customer Summary** **Billing Information** **Shipping Information** **Miscellaneous**

Company: Andrews Tech Ship To Bill To: ☒ Search

Name F, L: Mark Andrews Home Phone: (763) 492-2003 Validate Address

Address: 7572 France Ave S Work Phone: (888) 555-1232 Ext. Unschedule Delivery

City/St/Zip: Edina MN 55435 EMail: mandrews@andrewstech.com

Date: / / Time: 12:00 AM Weight: 24 Minutes: 15 Zone: Mpls - S/SW

**Items to be Delivered** **Delivery Schedule**

Previous Week Drag Me to a Day/Time to Schedule Next Week

Monday 08/14/2006	Tuesday 08/15/2006	Wednesday 08/16/2006	Thursday 08/17/2006	Friday 08/18/2006	Saturday 08/19/2006	Sunday 08/20/2006
8:00 AM REMAINING Minutes: 532 Stops: 9	8:00 AM REMAINING Minutes: 350 Stops: 9	8:00 AM REMAINING Minutes: 264 Stops: 6	8:00 AM REMAINING Minutes: 325 Stops: 9	8:00 AM REMAINING Minutes: 526 Stops: 9	8:00 AM Andrews(30010)	
9:30 AM Andrews Printer	9:30 AM Smith Desktop	9:30 AM McDonalds Mon	9:30 AM Ashford Desktop	9:30 AM Andrews 14	9:30 AM Edina	
10:30 AM	10:30 AM	10:30 AM	10:30 AM	10:30 AM	10:30 AM Andrews(30010)	
11:30 AM	11:30 AM	11:30 AM	11:30 AM	11:30 AM	11:30 AM Edina	
12:00 PM	12:00 PM	12:00 PM	12:00 PM	12:00 PM	12:00 PM Smith(3001048)	
1:30 PM	1:30 PM	1:30 PM	1:30 PM	1:30 PM	1:30 PM Plymouth (55447)	

Ok Verify Send Cancel Print Void Ticket

55110	651	Grant Township	Ramsey	MN	United States	Mpls - N/NE
55191	651	Saint Paul	Ramsey	MN	United States	Mpls - N/NE
55055	651	Newport	Washington	MN	United States	Mpls - N/NE
55003	651	Raubun	Washington	MN	United States	Mpls - N/NE

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

Zip Code 2-100006

Travel Time 00:30:00

Frequency 1

Save

**Customer Summary** **Billing Information** **Shipping Information** **Miscellaneous**

Company: Andrews Tech Ship To Bill To: ☒ Search

Name F, L: Mark Andrews Home Phone: (763) 492-2003 Validate Address

Address: 7572 France Ave S Work Phone: (888) 555-1232 Ext. Unschedule Delivery

City/St/Zip: Edina MN 55435 EMail: mandrews@andrewstech.com

Date: / / Time: 12:00 AM Weight: 10 Minutes: 15 Zone: Mpls - S/SW

**Items to be Delivered** **Delivery Schedule**

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	DAEW00D 19" monitor	0	1	Pick	0		Send	

2 Item(s)

Ok Verify Send Cancel Print Void Ticket

Delivery ID:  New ☒ Unscheduled ☒ Scheduled ☐ Delivered ☐ Voided

Start: 07/26/200 End: 09/09/200 Print Deliveries Delivery Stop Search Cancel

Regions: ☐ All ☒ Mpls Loc Type: ☐ All ☒ Retail Del Type: ☐ All ☒ Deliver

Ship Via	Created	Created By	Inv/50 #	Name	Type	Status	Cor
Deliver/N/NW	05/06/2004	SLP/RMS	INV: 3001134	Smith, John	Sale	New	
Deliver/S/SW	04/24/2003	SLP/MLA	INV: 3001078	McDonald, Tom	Sale	Unscheduled	
Deliver/S/SW	03/17/2004	SLP/RMS	INV: 3001131	Andrews Tech(Andrews, Mark)	Sale	Unscheduled	
Deliver/S/SW	01/15/2005	SLP/RMS	INV: 3001136	Andrews Tech(Andrews, Mark)	Sale	Unscheduled	
Deliver/S/SW	02/01/2005	SLP/RMS	INV: 3001142	Andrews Tech(Andrews, Mark)	Sale	New	

Qty	Ship Via	From Loc	Item	Description	Due Date	Extend
1	Deliver	CCD	049718	Kbyte 512MB DDR-2700		
1	Deliver	CCD	150656	Epson Stylus C420X		
1	Deliver	CCD	280487	Nec 19" Monitor		
				Delivery Charge		

State:

Zone: Mpls - N/NE Search

Zone:

Truck N

9' Van #4

Mike A

8:00 AM
8:30 AM
9:00 AM
9:30 AM
10:00 AM
10:30 AM
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

Travel Ashford Minnto (55343)

Map

Minnet

92 Mo

Stops

Directions





## Delivery Ticket Status Report

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Date 08/13/06

All Regions

Del #/Rep-Type/Item	Customer/Item Description	Due Date/Order Qty	Balance Qty	Selling Price	Cost	Inv-SO#/Ship Via
<b>Mpls</b>						
3-001035 @ SLP	Andrews Tech(A Andrews,Mark)	08/14/2006				INV: 3-001126
150745 @ SLP	HP 2110 All in one		1	\$199.99	\$89.00	Deliver
	Delivery Charge		1	\$120.00		Deliver
						\$89.00
<b>Notes</b>						
3-001049 @ SLP	Smith,John	08/15/2006				INV: 3-001124
400001 @ SLP	Item Description 01		1	\$600.00	\$440.00	Deliver
	Delivery Charge		1	\$120.00		Deliver
						\$440.00
<b>Notes</b>						
3-001020 @ SLP	McDonald,Tom	08/16/2006				INV: 3-001078
150655 @ CCD	Epson Stylus C42UX		1	\$49.99	\$40.00	Deliver
049718 @ CCD	Kobyte 512MB DDR-2700		1	\$149.99	\$118.00	Deliver
280487 @ CCD	Neo 19" Monitor		1	\$229.00	\$158.00	Deliver
	Delivery Charge		1	\$20.00		Deliver
						\$316.00



## Delivery Route Directions

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Date 08/13/06

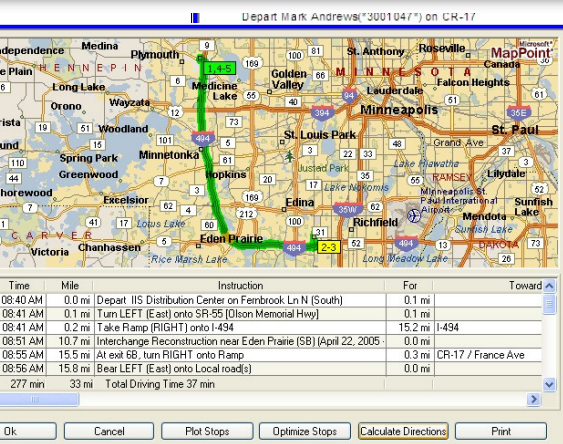
Delivery Truck 12 Van #2 Delivery Driver Drew Stilmen



Driver's Name: Tom Green Date: 08/19/2006 Region: Mpls

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 Stilmen, 12' Van #2
	Smith(3001049) Plymouth (55447)		Travel Time - 20 minutes Andrews(3001046) Edina (55435)
Time - 15 minutes (300104)		Travel Time - 14 minutes McDonald(3001020) Edin Prairie (55344) Monitor	Andrews(3001046) Edina Travel Time - 17 minutes Smith(3001048) Plymouth (55447)
		Travel Time - 14 minutes	



\$29.00	INV: 3-001121	Deliver
\$29.00	INV: 3-001146	Deliver
\$108.00	INV: 3-001141	Deliver
\$106.00	INV: 3-001150	Deliver
\$158.00	INV: 3-001150	Deliver
\$58.00	INV: 3-001150	Deliver
\$1,004.00	INV: 3-001150	Deliver
\$1,280.00	INV: 3-001150	Deliver
\$145.00	INV: 3-001150	Deliver
\$108.00	INV: 3-001150	Deliver
\$634.00	INV: 3-001150	Deliver

## 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
340841 @ CCD Powerspec P4 - 2.06 GHz Serial #	0
159376 @ CCD KDS 19" LCD Display	0
151050 @ CCD Belkin 500VA UPS	0
Delivery Charge	

Payment Terms: Collect on Delivery

Amount To Be Collected: \$40,781.80

Date	Method	Check #	Amount

Instructions:

BY:

DATE:

### 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.

Customer Name	Item Code	Item Description	Setup Date	Status	Service ID	Location	Commercial
Band Dan	151385	Belkin 800V/A Uninterruptib	04/10/2003	Unassigned	3-000002	SLP	No
Andrews Tech - Andrews, Mark	280487	Nec 19" Monitor	04/10/2003	Unassigned	3-000003	SLP	No
Andrews Tech - Andrews, Mark	280487	Nec 19" Monitor	04/10/2003	Unassigned	3-000001	SLP	No
Andrews Tech - Andrews, Mark	341891	Sony VAIO PCV-RZ16G	09/05/2003	Unassigned	3-000004	SLP	No
Andrews Tech - Andrews, Mark	340836	Sony VAIO PCV-RXA842	02/01/2005	Unassigned	3-000005	SLP	No
Andrews Tech - Andrews, Mark	362434	Compaq Presario 6320US	08/03/2006	Unassigned	3-000006	SLP	No


### 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.

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*Service Planning*

		<b>Computer Central Inc.</b> Computer Central - St. Louis Park 3710 Hwy 100 St. Louis Park, MN 55416 Voice: 952.823.9800 Fax: 952.823.9801	<b>Service Ticket</b> Service # 3-000001 Page 1 of 1 Date 08/13/06
<b>Service Location</b> Andrew's Tech Mark Andrews 7572 France Ave S Edina, MN 55435 Home: (763) 492-2003 Work: (888) 555-1232 Fax: (763) 992-3233		<b>Bill To Information</b> Andrew's Tech Mark Andrews 7572 France Ave S Edina, MN 55435 Home: (763) 492-2003 Work: (888) 555-1232 Fax: (763) 992-3233	
Invoice: 3-001001	Purchased: 04/09/2003	Store: 3 - Computer Central - St. Louis Park	Rep: JDT
Item: 280487	Description: Nec 19" Monitor	Serial:	Completed:
Type: New	Called In: 04/10/2003	Started:	Technician:
Status: Unassigned	Repair Type: In Shop	Technician:	Technician:
Shop: 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: 			
Parts Used in Repair: 			



**Services Report**

Page 1 of 1  
 Date 08/13/06

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Customer	Item Code	Item Description	Setup	Status	Service ID
Bond, Dan	151365	Belkin 800VA Uninterruptib	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	362434	Compaq Presario 6320US	08/03/2006	Unassigned	3-000006
<b>Total</b>	<b>6</b>				

## **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 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.

## INVENTORY MANAGEMENT

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

Search  Item #

Location

Region

Loc Type

Type

Vendor

☒ Zero Qty ☒ New

☒ Qty < 0 ☒ Used

☒ Qty > 0

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	20.93%	
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
102726	Centon 256MB PC-133 Desktc	0	3	0	\$49.99	\$29.99	\$49.99	\$10.00	80.00%	102726
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	\$99.00	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
219500	K-Byte 128MB DDR-2700	4	1	0	\$149.99	\$119.00	\$149.99	\$118.00	21.33%	219500
43 Item(s) -- Totals --		570						\$129,151.84		

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

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

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).

Item <b>362434</b>	Description <b>Compaq Presario 6320US</b>	Vendor SKU # <b>362434</b>
<b>Approved</b>	Type: Desktop	Item Control Location: IIS Distribution Center
Recommended	Vendor: Compaq	Notes: Presario 6320US: AMD Athlon XP 2000+ processor 1.67GHz; 266MHz frontside bus speed; 256MB PCI33 DDR SDRAM, expandable to 1GB; 60GB Ultra DMA hard drive; 32x10x40x CD-RW drive; 16x DVD-ROM drive; Integrated ProSavage DDR
Price	Tag Print: 1 For Each Receiving	
Synchronization	Suggested Retail: \$729.00    Used Item: <input type="checkbox"/>	
Kitting	List Price: \$679.00	
Additional Info	Corporate Price: \$679.00	Item Properties: Color: Black
		<b>Item Attributes</b>

Location	On Hand	Alloc	On Order	Cost	Order Pt	Order Qty	Month	This Loc.	All Loc.
CCD	17	1	0	\$644.00	0	0	Aug-06		
SLP	6	6	28	\$650.00	0	0	Jul-06		
CLB	2	0	0	\$644.00	0	0	Jun-06		
							May-06		
							Apr-06		
							Mar-06		
							Feb-06	1	1
							Jan-06		
							Dec-05		
							Nov-05		
							Oct-05		
							Sep-05		
	25	7		\$16,136.00					

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.

Date	Operator	Type	Qty	Transaction	Run	Cost Per	Run \$	Memo
08/13/2006		Starting	12	\$1,222.00	12	\$106.00	\$1,272.00	
02/02/2006 10:01	demo	Sale	-1	(\$106.00)	14	\$106.00	\$1,484.00	Sale
02/02/2006 09:17	demo	Sale	-1	(\$106.00)	15	\$106.00	\$1,590.00	Sale
02/01/2005 10:09	demo	Receiving	20	\$2,085.00	-5	\$99.00	(\$495.00)	Receiving
02/01/2005 09:58	demo	Sale	-1	(\$99.00)	-4	\$99.00	(\$396.00)	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

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 Type	Recv	Sale	InvAdj	Total
	Item Description						
	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.

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.

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.

Item	Description	Request	Sent	Receive	Value
075622	Belkin 4 port Hi speed hub	2	0	0	42.00
107276	Centon 256MB PC-133 Desktop	2	0	0	20.00
148163	IOgear USB to PDA adapter	2	0	0	64.00
					126.00

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

Transfer	Created	Created By	Sent	From	To	Received
2100019	12/05/2004	CCD-anonymous		CCD	SLP	
3100005	01/25/2005	SLP-demo		CCD	SLP	
3100006	02/01/2005	SLP-demo		CCD	SLP	
3100007	02/22/2005	SLP-anonymous		CCD	SLP	

## 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

Item #	Description	OH CCD	OH SLP	Alloc	On Order	Re-Ord Pt	Re-Ord
023457	Lexmark X73	83	5	0	0	0	0
049718	K-Byte 512MB DDR-2700	269	14	1	0	0	0
075622	Belkin 4 port Hi speed hub	46	1	0	0	0	0
107276	Centon 256MB PC-133 Desktop	35	0	2	0	0	0
148163	IOgear USB to PDA adapter	58	5	0	0	0	0
150656	Epson Stylus C42UX	11	-4	1	0	0	0
150680	Belkin 350 VA UPS	37	1	0	0	0	0
150748	HP 2110 All in one	86	12	0	0	0	0
204 Item(s) -- Totals --		36310		209			

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



Location: Computer Central - St Louis Park

Filter: ☐ All ☐ All With Counts ☒ Only Variances

Item	Description	On Hand Qty	Count Qty	Variance	Cost	Variance Extd
023457	Lexmark 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	\$29.00	(\$58.00)
150748	HP 2110 All in one	0	0	0	\$99.00	\$0.00
		19				-\$94,189.84

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

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

**Iridium®**  
**Inventory**

### Advanced Equipment Tracking

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.

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

### 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,

Location: Central - St Louis Park

Inv. Date: 10/15/2003

Item	Description	Qty	Cost	Extended	Entered	Bin
049718	PowerSpec P4 - 2.66 GHz	1	\$1,064.00	\$1,064.00	10/14 12:39	
075622	K-Byte 512MB DDR-2700	2	\$118.00	\$236.00	10/14 12:40	
107276	Belkin 4 port Hi speed hub	3	\$21.00	\$63.00	10/14 12:40	
148163	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	
		19		\$2,002.00		

**Extended Warranty List**

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

Page 1 of 2  
Date 08/13/06

Item Type/Warranty Code/Description	Length	Price From - To	Cost	Price
Desktop				
3YDPT1000	Care Free Desktop Warranty Plan 3 Yr	36	500.01 - 1,000.00	85.00 170.00

**Corporate Price List**

Property of - Confidential - for Internal use Only

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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

**Inventory Stock Status**

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Page 1 of 2  
Date 08/13/06

Inventory Stock on 10/15/2003

Item	Description	Qty	Rental	Alloc	Cost	Extended
<b>Computer Central - St Louis Park</b>						
023457	Lexmark 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					

**Price List by Vendor**

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Page 1 of 7  
Date 08/13/06

Description	List Price	Raw Cost
msung	1,299.00	
m Description 01	500.00	
isting for Mike	100.00	
eeper Panel 5 35"	20.05	

**Extended Warranty Items List**

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Page 1 of 1  
Date 08/13/06

Item Type/Code	Description	Selling Price	Corporate Price	Yrlyd Warr
<b>Desktop</b>				
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 6320US			
362434	Compaq Presario 6320US			
392712	Compaq Presario 6300US			
392712	Compaq Presario 6300US			
392837	Compaq Presario 6350US			
392837	Compaq Presario 6350US			
Mike Test	Testing for Mike			
Mike Test	Testing for Mike			
<b>Total Count</b>		<b>14</b>		

Data Inquiry: Layout/Schema

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

Click here to add new condition

ItemCode	VendorItemCode	VendorName	ItemType	ItemDescription	ItemSellingPrice	ItemMSRP	OnHan
791566	791566	Belkin	Accessories	Belkin USB A-B Cal	11.99	11.99	
833145		Acme Computer Sup	Laptop	Sharp Actius GP20	1699	1999	
850966		UCPS	Power Protection	Tripp Lite 350VA UP	42.99	42.99	
928010	928010	Epson	Projectors	Epson PowerLite 73C	2499	2499	
949487	949487	Samsung	Monitor	Samsung 17" monito	199.99	199.99	
988600	988600	Epson	Printers	Epson Stylus Color C	99.99	99.99	
988657	988657	Canon	Printers	Canon i320 Bubble J	79.99	79.99	

Generate Cancel

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.



**Vendor Info** **Remit To** **Contact Info**

Contact: Terry Collins Number: 1000 ☐ Active  
 Vendor Name: Hewlett-Packard Short ID: HP Credit Limit: 0.00  
 Address: 3000 Hanover Street  
 City/State/Zip: Palo Alto CA 94394-1501 Vendor's URL: www.thenewhp.com  
 Country: USA Ship Via: UPS/Vendor-C   
 Voice: (888) 555-5252 x Terms: 1% in 10 Days - Net in 30 Days   
 Fax:

**Contacts** **Purchases** **Receivings** **Invoices** **Credits** **Payments**

☒ Open ☒ Printed ☐ Closed Starting Date: 07/15/2006 Ending Date: 08/14/2006

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	02/22/2005 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		

## 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	Last PO #	PO Date	Last Rcvd Date	Last Rcvd Qty	Last Rcvd Price	Last Rcvd Total
150748	150748	HP 2110 All in one	\$100.00	3-1021	2/22/2005 4:46:42 PM	2/1/2005 10:09:17 AM	20		
346841	346841	PowerSpec P4 - 2.66 GHz	\$750.00	3-1010	10/14/2003 1:03:38 PM	8/20/2005 6:29:58 PM	5		
362434	362434	Compaq Presario 6320US	\$1,000.00	3-1022	2/2/2006 10:06:51 AM	2/1/2006 10:09:17 AM	10		
392217	392217	HP Pavilion 503n	\$900.00	3-1023	8/15/2005 9:03:23 AM	1/25/2005 12:27:44 PM	80		
392654	392654	HP Pavilion 523n	\$800.00	3-1000	4/10/2003 11:04:06 AM	1/25/2005 12:27:44 PM	20		
400598	400598	HP Pavilion 763n P4 2.53	\$1,170.00	3-1018	1/25/2005 11:47:04 AM	1/25/2005 12:27:44 PM	20		
400630	400630	HP Pavilion ze4125	\$1,250.00	3-1013	3/22/2004 8:57:56 AM	1/25/2005 12:27:44 PM	20		
400655	400655	HP Pavilion ze4145	\$1,425.00	3-1000	4/10/2003 11:04:06 AM	1/25/2005 12:27:44 PM	50		
654319	654319	HP Pavilion ze5170	\$1,600.00	3-1000	4/10/2003 11:04:06 AM	1/25/2005 12:27:44 PM	20		
694141	694141	HP PhotoSmart 7150	\$100.00	3-1000	4/10/2003 11:04:06 AM	1/25/2005 12:27:44 PM	80		
763797	763797	HP Photo Smart 7550	\$200.00	3-1000	4/10/2003 11:04:06 AM	1/25/2005 12:27:44 PM	70		
HP ze4125	HP ze4125	Pavilion ze4125	\$999.00	3-1007	4/10/2003 11:15:50 AM				

12 Item(s)

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:  ☐ All Contact Type: Sales   
 Last/First Name:  Vendor Type: <All Types>   
 Short Name:

Name	Type	Contact	Phone #	Remit To
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
ID Gear	1S	Wells, Frances	(888) 555-1342 x	ID Gear
K - Byte	1S	Westwood, Marcia	(888) 555-7842 x	K - Byte



**Vendor/Ship To Summary** **Vendor Detail Info** **Ship To Detail Info** **Misc**

Name: Hewlett-Packard Country: USA  
 Address: 3000 Hamner Street Contact: Terry Collins  
 City/St/Zip: Palo Alto CA 94394-150 Voice: (888) 555-5252 x\_\_\_\_ Vendor Search  
 Fax: ( ) \_\_\_\_ Get P.O. #

**Payment/Shipping Summary** **Ship Via Maintenance** **Terms Maintenance** **Narrative**

Confirming ☐ Message: \_\_\_\_\_ Terms: 1% in 10 Days - Net in 30 Days  
 PO Date: 08/14/2006 Ship Via: UPS/-C

Line	Location	Item	Description	Qty	Rcvd	Cost	Freight	Extended	Upd Cost	E
1	SLP	150748	HP 2110 All in one	5	0	\$100.00	\$0.00	\$500.00	✓	0
2	CORP	392217	HP Pavilion 503n	4	0	\$500.00	\$0.00	\$2,000.00	✓	0
3	CORP	400598	HP Pavilion 763n P4 2.53	2	0	\$1,170.00	\$0.00	\$2,340.00	✓	0
4	CORP	694141	HP PhotoSmart 7150	4	0	\$100.00	\$0.00	\$400.00	✓	0
4 Item(s) -- Totals --						\$5,240.00	\$0.00	\$5,240.00		

Item Activity Item Search Ok Cancel Print Close Order

**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

Search For: Item # Vendor: Hewlett-Packard ☐ Reorder Points ☒ Search Item Table

Item Code	Item Description	On Hand	Alloc	On Order	Reorder Level	Reorder Qty	Cost	Last Cost
150748	HP 2110 All in one	12	7	20	0	0	\$106.00	\$100.00
392217	HP Pavilion 503n	0	0	0	0	0	\$0.00	\$500.00
392654	HP Pavilion 523n	0	0	0	0	0	\$0.00	\$800.00
400598	HP Pavilion 763n P4 2.53	0	0	0	0	0	\$0.00	\$1,170.00
400630	HP Pavilion ze4125	0	0	0	0	0	\$0.00	\$1,250.00
400655	HP Pavilion ze4145	0	0	0	0	0	\$0.00	\$1,425.00
654319	HP Pavilion ze5170	0	0	0	0	0	\$0.00	\$1,600.00
694141	HP PhotoSmart 7150	0	0	0	0	0	\$0.00	\$100.00
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 End Date: 08/14/2006

Location: Computer Central - St Louis Park Vendor: <All Vendors>

Item #	Description	On Hand	Alloc	On Order	Sales Qty	Transfer Qty	Days Stk	Comments	Vnd Item Code
148163	IOgear USB to PDA adapter	5	1	0	1	0	48.0		148163
150656	Epson Stylus C40UX	4	1	0	1	0	0.0	Critical	150656
150680	Bekon 250 VA UPS	1	5	0	1	0	48.0		150680
150748	HP 2110 All in one	12	7	20	0	0	0.0	Infinite	150748
43 Item(s)					48	58			

Type	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Invoiced	0	0	0	0	0	0	0	0	0	0	0	0
Sales	0	0	0	0	0	3	0	0	0	0	0	0
Transfers	0	0	0	0	0	0	0	0	0	0	0	0
Recy	0	0	0	0	0	0	0	0	0	0	0	0

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

☒ Open PO's    PO Number: 3-1025    Ship Via:    Serial# / Bin:    Save    Search  
☐ 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	✓	35	UPS	Compaq	362434
3-1025	2	Corporate Off	392837	Compaq Presario 6350US	4	4	4	✓	35	UPS	Compaq	392837
3-1025	3	Corporate Off	723601	Compaq iPaq 1910	4	4	4	✓	0	UPS	Compaq	723601
3-1025	4	Corporate Off	698878	Compaq 3955	2	2	2	✓	0	UPS	Compaq	698878
					13				245			

Comments:   
 Receiving: Carrier:    PO Freight Cost: 0.00  
 Freight: Shipper #:    Line Item: 6,946.00  
 Material: Shipped: 08/14/2006    Total Cost: 6,946.00  
 Received: 08/14/2006    Discount Taken: 69.46  
 Net Total: 6,876.54

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.

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

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

**Computer Central Inc.**  
3030 Harbor Lane  
Suite 225  
Plymouth, MN 55447  
Voice: (888) 555-9890  
Fax:

**Purchase Order**  
Purchase Order # 3-1025  
Page 1 of 1  
Order Date: 8/14/2006

Vendor: **Compaq**  
200555 HWY 249  
Houston, TX 77070  
ATTN: Jim Elliot    Voice: (888) 555-9890  
Fax:

Ship To: **Computer Central - St Louis Pa**  
3710 Hwy 100  
St. Louis Park, MN 55416  
ATTN: Bill Young    Voice: (952) 823-8800  
Fax: (952) 823-8801

Terms	Yes Example	Yes ID	Ship Via	FOB	Print/Collect
1% in 10 Days - Net in 30	Yes	ID: 98-827837	UPS	Vendor	Collect

Ln	Qty	Item	Description	Each	Freight	Extension
1	362434	Compaq Presario 6320US		\$650.00	\$0.00	\$1,950.00
2	4992837	Compaq Presario 6350US		\$850.00	\$0.00	\$3,400.00
3	4723601	Compaq iPaq 1910		\$199.00	\$0.00	\$796.00
4	2498878	Compaq 3955		\$400.00	\$0.00	\$800.00

Ordered By: anonymous    TOTAL: \$6,946.00

Approved By: \_\_\_\_\_

Start Date: 03/01/2004    ☒ Received    PO #:    Carrier:    Location: <All Locations>    Search  
End Date: 08/14/2006    ☒ Freight Allocated    Item:    Shipper #:    Vendor: <All Vendors>    Cancel  
☒ Invoice Posted

PO #	Ln	Loc	Item	Rcv Date	Qty	Cost	Freight	Disc	Inv Cost	Frt Rcv	Inv Rcv	Inv Pst
3-1001	1	CCD	188193	12/05/04 17:04	200	\$89,800.00	\$0.00	(\$898.00)	\$88,902.00	No	No	No
3-1000	1	CCD	150748	01/25/05 12:27	50	\$5,000.00	\$0.00	(\$50.00)	\$4,950.00	No	No	No
3-1000	2	CCD	392217	01/25/05 12:27	80	\$40,000.00	\$0.00	(\$400.00)	\$39,600.00	No	No	No
3-1000	3	CCD	392654	01/25/05 12:27	20	\$16,000.00	\$0.00	(\$160.00)	\$15,840.00	No	No	No
3-1000	4	CCD	400598	01/25/05 12:27	20	\$23,400.00	\$0.00	(\$234.00)	\$23,166.00	No	No	No
3-1000	5	CCD	400630	01/25/05 12:27	20	\$25,000.00	\$0.00	(\$250.00)	\$24,750.00	No	No	No
3-1000	6	CCD	400655	01/25/05 12:27	50	\$71,250.00	\$0.00	(\$712.50)	\$70,537.50	No	No	No
3-1000	7	CCD	654319	01/25/05 12:27	20	\$32,000.00	\$0.00	(\$320.00)	\$31,680.00	No	No	No
3-1000	8	CCD	763797	01/25/05 12:27	70	\$14,000.00	\$0.00	(\$140.00)	\$13,860.00	No	No	No
3-1000	9	CCD	694141	01/25/05 12:27	80	\$8,000.00	\$0.00	(\$80.00)	\$7,920.00	No	No	No
3-1008	1	SLP	150748	02/01/05 10:09	20	\$2,000.00	\$140.00	(\$20.00)	\$2,120.00	No	No	No
3-1008	2	SLP	362434	02/01/05 10:09	10	\$10,000.00	\$0.00	(\$100.00)	\$9,900.00	No	No	No
3-1010	1	CCD	346841	08/20/05 18:29	5	\$3,750.00	\$75.00	(\$37.50)	\$3,787.50	No	No	No
						\$340,200.00	\$215.00	-\$3,402.00	\$337,013.00			

electronic  
formatting and  
distribution.



**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

**Hewlett-Packard**  
3000 Hamover Street  
Palo Alto, CA 94394-1501

### Ship To

**CC - Distribution Center**  
3030 Harbor Lane, Suite 225  
Plymouth, MN 55447

ATTN: Terry Collins

Terms			
1% in 10 Days - Net in 30 Days			
Carrier			
Ln	Ord Qty	Rec Qty	

1	50	50	150748
2	80	80	392217
3	20	20	392654
4	20	20	400598
5	20	20	400630
6	50	50	400655
7	20	20	654319
8	70	70	763797
9	80	80	694141



## Receivings Register Print

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Page **1 of 1**  
Date **08/14/06**

PO/Ln#	Item/Vendor	Description/Carrier/Ship #	LBS	Ship/Rcv	Ord Qty	Qty Recv	Unit Cost	Disc Taken	Freight	Item Extd
3-1001	Daewoo			12/05/04	1% in 10 Days - Net in 30 Days					anonymous
1	188193	DEAWOOD 17" LCDX display	0	12/05/04	200	200	449.00			\$89,800.00
										\$89,800.00
3-1000	Hewlett-Packard			01/25/05	1% in 10 Days - Net in 30 Days					demo
1	150748	HP 2110 All in one	0	01/25/05	50	50	100.00			\$5,000.00
2	392217	HP Pavilion 503n	0	01/25/05	80	80	500.00			\$40,000.00
3	392654	HP Pavilion 523n	35	01/25/05	20	20	800.00			\$16,000.00
4	400598	HP Pavilion 763n P4 2.53	35	01/25/05	20	20	1,170.00			\$23,400.00
5	400630	HP Pavilion ze4125	35	01/25/05	20	20	1,250.00			\$25,000.00
6	400655	HP Pavilion ze4145	8	01/25/05	50	50	1,425.00			\$71,250.00
7	654319	HP Pavilion ze5170	8	01/25/05	20	20	1,600.00			\$32,000.00
8	763797	HP Photo Smart 7550	8	01/25/05	70	70	200.00			\$14,000.00
9	694141	HP PhotoSmart 7150	0	01/25/05	80	80	100.00			\$8,000.00
										\$234,650.00
3-1008	Hewlett-Packard			02/01/05	1% in 10 Days - Net in 30 Days					demo
1	150748	HP 2110 All in one	0	02/01/05	20	20	100.00			\$2,000.00
2	362434	Compaq Presario 6320US	0	02/01/05	10	10	1,000.00			\$10,000.00

- ☒ Open
- ☒ Printed
- ☐ Closed

Starting Date: 07/15/2006  
Ending Date: 08/14/2006  
PO Number:

Location: Computer Central - St Louis Pa  
Ship To: <All Locations>  
Search

New Order  
Replicate Order  
Cancel

PO #	PO Date	Status	Ship To	Ship Via	Vendor	Item Cost	Freight Cost	Weight	Volume
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 08:52 AM	New	Computer Central - St Louis Pa	UPS	Hewlett-Packard	\$12,500.00	\$0.00	80	



## Vendor List

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Page **2 of 5**  
Date **08/14/06**

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

Item Description		Vendor Item Code		Year(Close Date)		Month(Close Date)	
				2004		2006	
				May		February	
Vendor Name	Abbreviation	Quantity	Extended Amount	Margin %	Quantity	Extended Amount	Margin %
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%



## 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	2:58	0	02:07 PM	12:02 PM	
Ron Smith	RMS	SLP	01/25/05 Tue	12:02 PM	10:00 PM	9:57	15	12:02 PM	03:50 PM	
Ron Smith	RMS	SLP	08/14/06 Mon	03:51 PM			0	03:51 PM		
TOTAL						12:55	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

Date 08/14/06

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Report Date Range 08/01/2002 - 08/14/2006

Date	Clock-In	Clock-Out	Duration	Opps	Actual-IN	Ill Var	Actual-Out	OUT Var
Location: [3 Computer Central - St Louis Park]								
Ron Smith Rep (RMS)								
05/05/04 Thu	02:07 PM	05:00 PM	2:53	0	02:07 PM	0 min	05:00 PM	0 min
01/25/05 Tue	12:02 PM	10:00 PM	9:57	15	12:02 PM	0 min	10:00 PM	0 min
08/14/06 Mon	03:51 PM			0	03:51 PM	0 min		0 min
Totals			12:05	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



Location	Computer Central - St Louis Park	Location Type	<All Types>	Start Date	09/01/2004	Generate Report							
Rep	<All Representatives>	Sales Region	<All Regions>	End Date	08/14/2006	Cancel	Print						
Rep #	Name	Hours	Volume	Cost of Goods	Net	Margin	Invoice	Item Count	Opportunity	Average	Items/Sale	Sales/Hr	Conv Rate
BOB	Brady Basemen	0.00	\$858.99	\$728.00	\$130.99	15.25%	2	2	0	\$429.50	1.00		
JDT	John Thompson	0.00	\$41,540.79	\$0.00	\$41,540.79	100.00%	2	5	0	\$20770.40	2.50		
RMS	Ron Smith	10.00	\$5,424.47	\$4,052.00	\$1,372.47	25.30%	16	27	15	\$339.03	1.69	\$542.45	106.67%
Totals by Rep (\$15,941		10	\$47,824.25	\$4,780.00	\$43,044.25	90.01%	7	11	5	\$2,391.21	1.70	\$4,782.43	133.33%


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Employees /  
Productivity

profits, and profit margins.

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

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.

### Productivity Reports



# Personnel Productivity Report

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Page 1 of 1  
Date 08/14/06

Filter - [All Regions][All Location Types][SLP][All Representatives][09/01/2004-08/14/2006]

Initials	Name	Hours	Volume	COGS	Net	Margin	Invoice	Item Cnt	Opps	Average	Items/Sale	Sales/Hr	Conv Rate
RMS	Smith, Ron	9.97	\$5,424.47	\$4,052.00	\$1,372.47	25.30%	16	27	15	\$339.03	1.69	\$542.45	106.67%
JDT	Thompson, John		\$41,540.79	\$0.00	\$41,540.79	100.00%	2	5	0	\$20770.40	2.50		
BOB	Basemen, Brady		\$858.99	\$728.00	\$130.99	15.25%	2	2	0	\$429.50	1.00		
3	Avg by Rep (\$15,941.42)	10	\$47,824.25	\$4,780.00	\$43,044.25	90.01%	7	11	5	\$2,391.21	1.70	\$4,782.43	133.33%

By drilling down into productivity inquiry

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*).

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

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

Start Date	09/01/2004	Rep	JDT	Search	
End Date	08/14/2006	Location	Computer Central - St Lo	Print	Cancel

Rep	Item	Description	Qty	Sales	Cost	Net	Margin %
JDT	150748	HP 2110 All in one	1	\$139.99	\$106.00	\$33.99	47.00%
JDT	151050	Belkin 500VA UPS	20	\$1,299.80	\$700.00	\$599.80	46.15%
JDT	159376	KDS 19" LCD Display	20	\$15,980.00	\$13,860.00	\$2,120.00	13.27%
JDT	346841	PowerSpec P4 - 2.66 GHz	20	\$23,382.00	\$21,218.20	\$2,163.80	9.25%
JDT	362434	Compaq Presario 6320US	1	\$679.00	\$650.00	\$29.00	4.27%
			62	\$41,540.79	\$36,534.20		

Invoice	Customer	Qty	Sales	Cost	Net	Margin %
3-001143	Andrews Tech (Mark Andrews)	1	\$679.00	\$650.00	\$29.00	4.27%

Invoice Type▼		Year(Close Date)▼ Month(Close Date)▼									
		2004						Total			
		May			Total						
Abbreviation▼	Representative Name▼	Invoice Count	Extended Amount	Margin %	Invoice Count	Extended Amount	Margin %	Invoice Count	Extended Amount	Margin %	
	John Thompson	16	\$14,024	36.86%	16	\$14,024	36.86%	16	\$14,024	36.86%	
	Ron Smith	7	\$6,820	27.90%	7	\$6,820	27.90%	7	\$6,820	27.90%	
	Drew Stiltmen	9	\$3,005	22.46%	9	\$3,005	22.46%	9	\$3,005	22.46%	
	William Douglas	2	\$2,423	15.60%	2	\$2,423	15.60%	2	\$2,423	15.60%	
	Frank Bower	2	\$1,163	15.83%	2	\$1,163	15.83%	2	\$1,163	15.83%	
	Bill Dowyer	3	\$818	45.60%	3	\$818	45.60%	3	\$818	45.60%	
	Nick Mc Ryan	1	\$509	59.13%	1	\$509	59.13%	1	\$509	59.13%	
	Diana Johnson	1	\$304	35.52%	1	\$304	35.52%	1	\$304	35.52%	
	Paul Walker	1	\$299	33.78%	1	\$299	33.78%	1	\$299	33.78%	
	Sue Timmon	1	\$200	45.50%	1	\$200	45.50%	1	\$200	45.50%	
	David Secor	1	\$17	70.57%	1	\$17	70.57%	1	\$17	70.57%	
	Total	90	\$47,030	32.00%	90	\$47,030	32.00%	90	\$47,030	32.00%	

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Employees /  
Productivity

☒ Open
 ☐ Closed
 ☐ Voided

Start Date 08/13/2006  
 End Date 08/14/2006

Rep CAG  
 Location <All Locations>

Search  
 Invoice # 0

Print  
 Cancel

Invoice #	Date	Type	Inv Amt	Company/Customer	Rep	Pay Types	Cost	Margin	Auth
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	\$1,078.99	Andrews Tech (Mark An	CAG	VISA/MC Card	\$856.00	20.67%	
3-001159	02/02/06	Sale	\$1,078.99	Andrews Tech (Mark An	CAG	Cash	\$856.00	20.67%	
3-001160	02/02/06	Sale	\$879.00	Andrews Tech (Mark An	CAG	Check	\$750.00	14.68%	
3-001161	02/02/06	Sale	\$879.00	Andrews Tech (Mark An	CAG	Cash	\$750.00	14.68%	
5 Invoice(s)			\$5015.98						

Qty

Location

Item

Description

Ship Via

Price

Extended

Cost

Margin

1	SLP	362434	Compaq Presario 6320US	Take Along	\$900.00	\$900.00	\$650.00	27.78%
1		4YrDT1000	Care Free Desktop Warranty Plan		\$200.00	\$200.00		

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.



## Quotes of the Day

Social advance depends as much upon the process through which it is secured as upon the result itself.  
~ Jane Addams ~

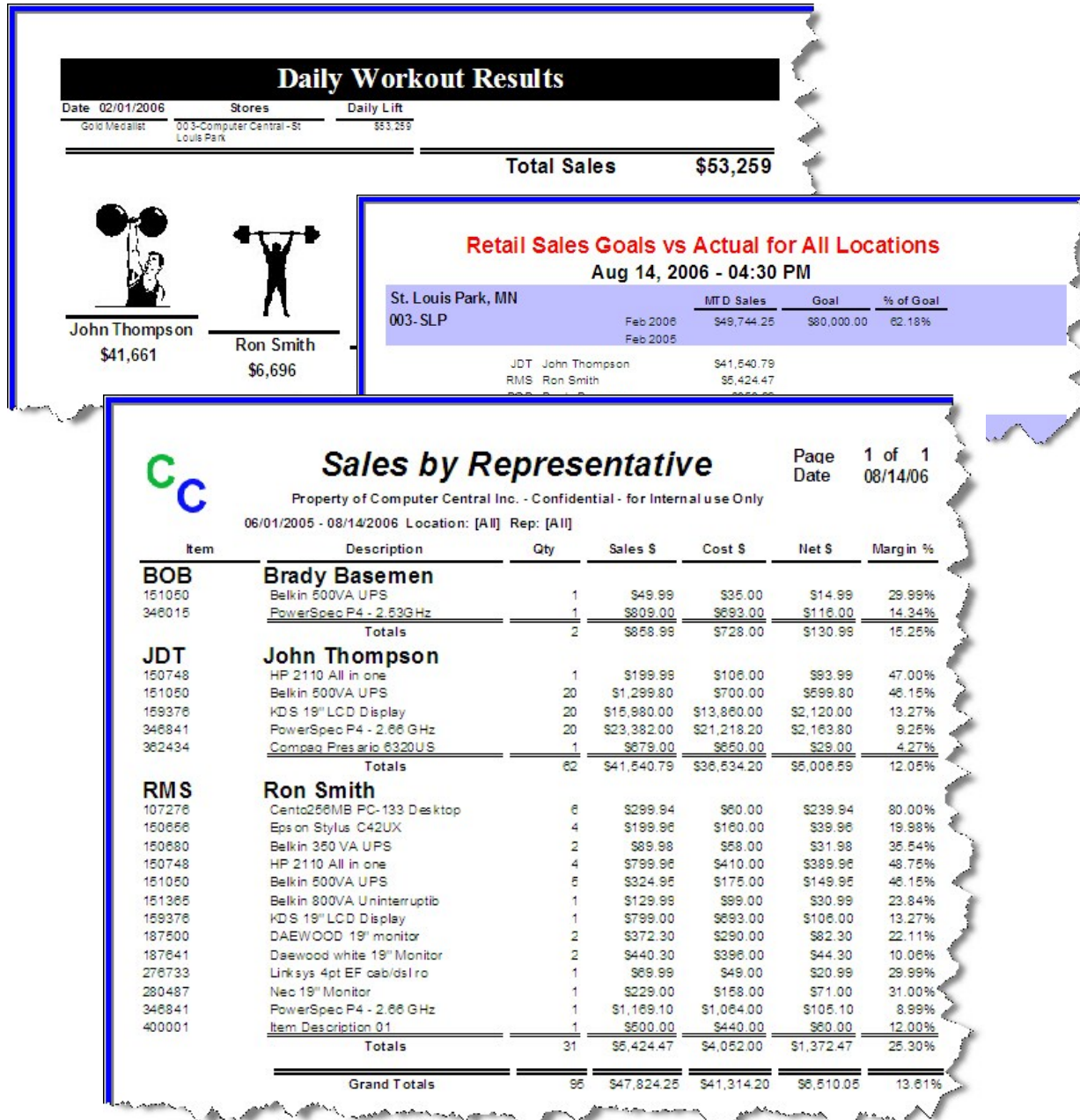
If the human race wants to go to hell in a basket, technology can help it get there by jet.  
~ Charles M. Allen ~

1/1/100

Add Edit Delete

All ☒ Location IIS Distribution Center Date Expires 01/10/2010

Previous 1 of 1 Next Ok Cancel



## 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.

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.

## Printing

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



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 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

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

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.

The screenshot shows the 'Chart of Accounts' window. On the left, there's a list of accounts under 'Show Inactive Classes'. The main area shows a detailed view of the 'Petty Cash' account (Account # 1000). It includes fields for 'Account Type' (Other Asset), 'Account Active' (checked), 'Subaccount' (unchecked), 'Account Name' (Petty Cash), and 'Description' (Petty Cash). Buttons for 'Save', 'Cancel', 'Delete', and 'New Account Class' are at the bottom.

### Automatic Journal

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

The screenshot shows the 'Automatic Journal' window. It has a table with columns: Close Date, Location, Location, Posted, Post IT, Credit \$, Debit \$, Net \$, and Status. The table lists several entries for '04/10/2003' and '05/06/2004'. Below the table, there's a 'Summary' section with a table showing 'Class/Division', 'Account', 'Bank Group', 'Debit \$', 'Credit \$', and 'Net \$'.

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.

The screenshot shows the 'Journal' window for 'Sales Posting for 04/10/2003 - SLP'. It has a table with columns: Class #, Account #, Debit \$, Credit \$, and Journal Memo. The table lists several entries for '003-St. Louis Part (SLP)' and '1060-Williams Bank - Depos'. Buttons for 'Save And New', 'Save And Close', 'Cancel', and 'Memorize It' are at the bottom.

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,

The screenshot shows the 'Financial Reporting' window for 'Computer Central, Inc. Profit & Loss January through December 2006'. It has a table with columns: Period, This Fiscal Year, From, To, Refresh, Modify Report, Print, Columns, Total Only, To, Memoize Report, and Cancel. The table lists several entries for 'Ordinary Income/Expense', 'Income', 'Total 3700 Revenue', and 'Total Income'.

**Display** | **Filters** | **Header/Footer** | **Fonts & Numbers** | **Advanced Options**

Report Date Range  
 Dates: This Fiscal Year  
 From: 01/01/2006 To: 12/31/2006

Report Basis  
☒ Accrual ☐ Cash

Columns  
 Display Columns by: Month across the top.  
 Main Period Previous Period Previous Year Year-to-Date(YTD) Previous Year (YTD)

Add Column  
 % of Row ☐  
 % of Column ☐  
 % of Income ☒  
 % Of Expense ☐  
 \$ Change ☐  
 % of Change ☐  
 % of YTD ☐

Ok Cancel

and previous year (same year-to-date). Other options within both reports allow comparison of individual account values based on percent of row, percent of column, percent of income, percent of expense, dollars change, percent of change, and percent of year-to-date, where appropriate. Once a report has been customized, the configuration can be saved and applied to future report generation.

**Aged Open Payables** Page 1 of 1  
 Date 08/14/06  
 Property of Computer Central Inc. - Confidential - for Internal use Only  
 Filter - [Open Invoices] [All Vendors]

Vendor/Invoice-#	Type	Inv Date	Entered	Terms	Due Date	Age	Balance
<b>Daewoo</b>							
323323	Inv	08/15/06	08/14/06	1% in 10 Days - Net in 30 Days	09/14/06	-31	\$89,800.00
<b>1 Invoices</b>							
							<b>Vendor Total -31 \$89,800.00</b>

**Sales Tax** Page 1 of 1  
 Date 08/14/06  
 Property of Computer Central Inc. - Confidential - for Internal use Only  
 01/01/2006 - 08/14/2006 All Locations

State	Taxable Sales	Non Taxable	Tax Exempt	Trade Ins	Tax Amount
MN	\$2,514.13	\$0.00	\$47,230.12	\$0.00	\$163.42

**Sales Tax Transaction Report** Page 1 of 2  
 Date 08/14/06  
 Property of Computer Central Inc. - Confidential - for Internal use Only  
 01/01/2006 - 08/14/2006 - All Locations  
 Options -

Invoice #	Item	Description	Tax ID	Sales \$	Tax \$
<b>MN</b>					
3-001134	400001	Item Description 01		\$500.00	\$32.50
3-001134		Delivery Charge		\$120.00	\$7.80

**General Ledger Print** Page 1 of 2  
 Date 08/14/06  
 Property of Computer Central Inc. - Confidential - for Internal use Only  
 Filter - [Date: 01/01/2005 - 03/15/2006]

Account/Type - Transaction Date - Memo	Debit Amt	Credit Amt	Balance	Class
<b>1060-Williams Bank - Deposit &amp; CC Acct</b>			\$69,392.02	
SJ 02/01/2006 Sales Posting for 02/01/2006	49,907.67		\$69,392.02	003-St. Louis Part (SLP)
SJ 02/01/2006 Credit Cards for 02/01/2006		1,608.08	\$119,299.69	003-St. Louis Part (SLP)
SJ 02/01/2006 Cash & Checks for 02/01/2006		116.83	\$120,907.77	003-St. Louis Part (SLP)
Current Period Change	\$1,632.58	\$0.00	\$1,632.58	
Ending Balance			\$121,024.60	
<b>1130-Customer Deposits - Retail</b>			\$0.00	
SJ 02/01/2006 Sales Posting for 02/01/2006		-1,724.91	\$0.00	003-St. Louis Part (SLP)
	0.00	-1,724.91	-1,724.91	
			-\$1,724.91	
			-\$47,204.80	
			-\$47,204.80	003-St. Louis Part (SLP)
			-40,247.20	
			-40,247.20	
			-\$87,452.00	

Start Date: 01/01/2006 Taxable ☐ Non Taxable ☐ Exempt ☐ Trade In ☐ Print  
 End Date: 08/14/2006 Location: ☒ All Computer Central - St. Louis Park Search Cancel

Tax ID Desc	Type	Taxable Sales	Non Taxable	Exempt Sales	Sales Tax	Trade Ins
MN	State	\$2,514.13	\$0.00	\$47,230.12	\$163.42	\$0.00

Invoice #	Customer	Tax ID	Tax
3001134	John Smith		Taxable
3001134	John Smith		Taxable
3001135	Andrews Tech (Mark Andre	ggg	Exempt
3001135	Andrews Tech (Mark Andre	ggg	Exempt
3001136	Andrews Tech (Mark Andre	ggg	Exempt
3001136	Andrews Tech (Mark Andre	ggg	Exempt
3001137	Andrews Tech (Mark Andre	ggg	Exempt
3001137	Andrews Tech (Mark Andre	ggg	Exempt

Start: 01/01/2005 Class: <All Classes> Journal Type: <All Types> Search  
 End: 03/15/2006 Account: <All Accounts> Cancel

Account/Class	Type	Date	Memo	Debit Amt	Credit Amt	Balance
<b>1060-Williams Bank - Deposit &amp; CC</b>		01/01/2005	<b>Beginning Balance</b>			\$69,392.02
	SJ	02/01/2006	Sales Posting for 02/01/2006	\$49,907.67		
	SJ	02/01/2006	Credit Cards for 02/01/2006	\$1,608.08		
	SJ	02/01/2006	Cash & Checks for 02/01/2006	\$116.83		
			Current Period Change	\$51,632.58	\$0.00	\$51,632.58
			Ending Balance			\$121,024.60
<b>1130-Customer Deposits - Retail</b>		01/01/2005	<b>Beginning Balance</b>			\$0.00
	SJ	02/01/2006	Sales Posting for 02/01/2006		-1,724.91	-\$1,724.91
			Current Period Change	\$0.00	-1,724.91	-\$1,724.91
			Ending Balance			-\$1,724.91
<b>1270-Inventory</b>		01/01/2005	<b>Beginning Balance</b>			-\$47,204.80
	SJ	02/01/2006	Sales Posting for 02/01/2006		-40,247.20	-\$40,247.20
			Current Period Change	\$0.00	-40,247.20	-\$87,452.00
			Ending Balance			-\$87,452.00
<b>1270-01-Retail</b>		01/01/2005	<b>Beginning Balance</b>			-\$1,067.00
	SJ	02/01/2006	Sales Posting for 02/01/2006		-1,067.00	-\$2,134.00
			Current Period Change	\$0.00	-1,067.00	-\$3,201.00
			Ending Balance			-\$3,201.00
<b>2400-02-Minnesota</b>		01/01/2005	<b>Beginning Balance</b>			-\$2,171.46

## **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.

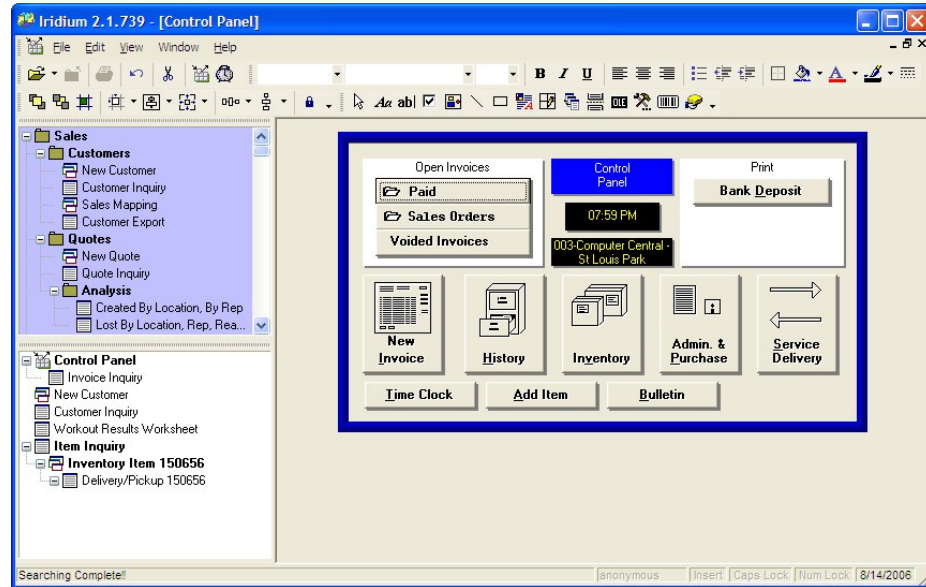
### **Customer Billing Accounts**

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.

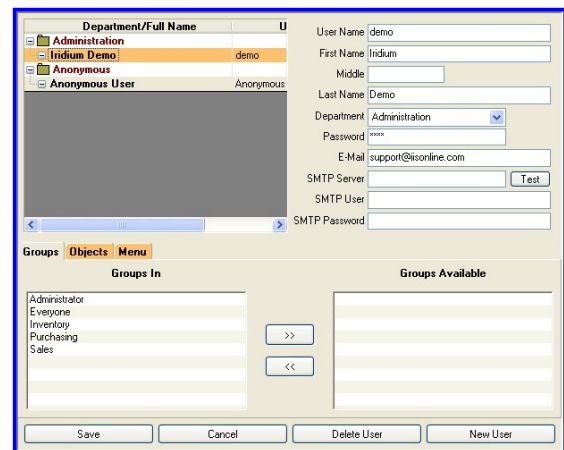
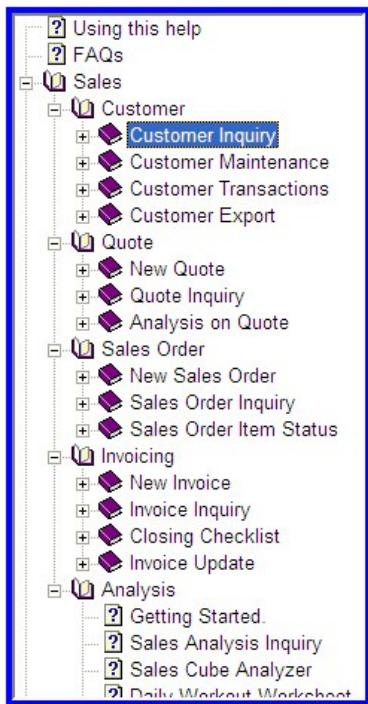
### SECURITY

#### 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



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

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.

**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

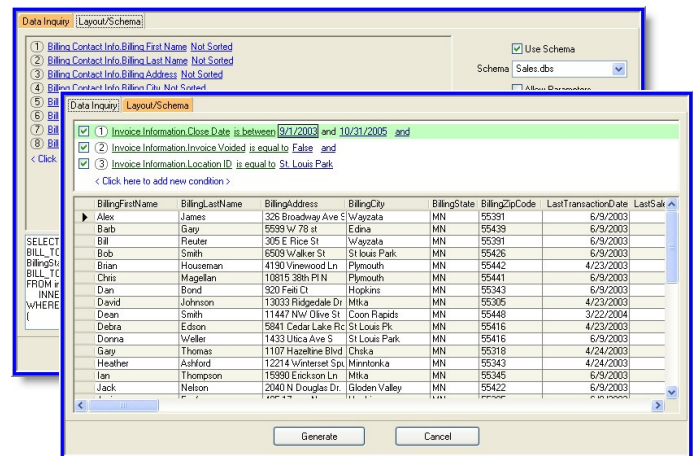
The most-sophisticated of the tools, the Cube Analyzer allows control of different dictionaries of information stored in the IRIDIUM tool (sales, inventory, and time clock, for example). Row and column presentation of numeric data (for example, store locations for rows and monthly sales volume for columns) 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.

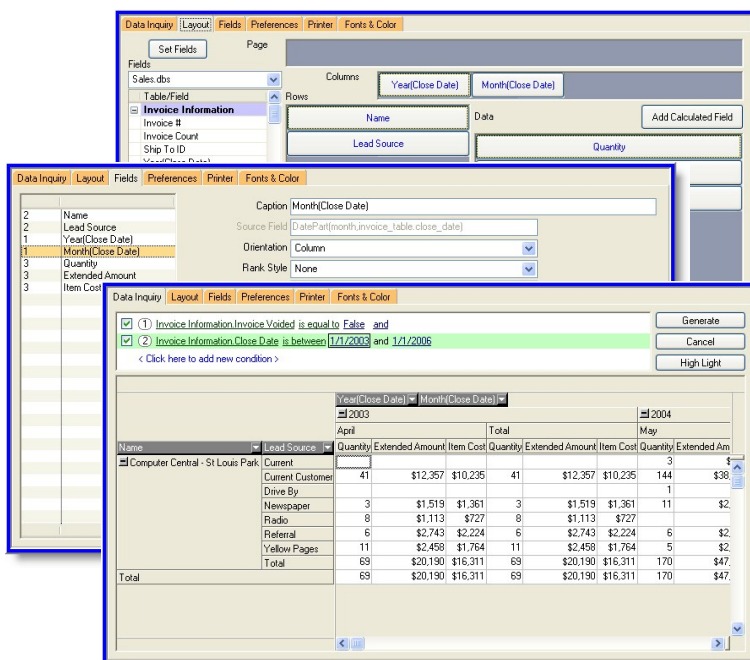
Using the same data dictionaries as the



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.



SELECT INV.invoice\_id, INV.instrum AS instrum, INV.notes AS notes, INV.total\_amt AS total\_amt, INV.taxable\_ind AS taxable, INV.invoice\_type\_desc AS invoice\_type\_desc, INV.tax\_amt AS tax\_amt, INV\_void\_invoice AS void\_invoice, INV.incpot AS incpot, INV.incpot AS incpot, INV.instrum AS instrum, BILLTO.lastname\_bk AS bt\_lastname\_bk, BILLTO.firstname\_bk AS bt\_firstname\_bk, INV.incomp AS incomp, BILLTO.address\_bk AS bt\_address\_bk, BILLTO.city\_bk AS bt\_city\_bk, BILLTO.zip\_code AS bt\_zipcode, BILLTO.hm\_phn\_bk AS bt\_hm\_phn\_bk, BILLTO.vk\_phn\_bk AS bt\_vk\_phn\_bk, BILLTO.cncell AS bt\_cncell, BILLTOCMP.cuonam AS bt\_cuonam, BILLTO.state\_code AS bt\_state\_code, BILLTO.cntrn AS bt\_cntrn, SHIPTO.lastname\_bk AS st\_lastname\_bk, SHIPTO.firstname\_bk AS st\_firstname\_bk, INV.incomp AS incomp, SHIPTO.address\_bk AS st\_address\_bk, SHIPTO.city\_bk AS st\_city\_bk, SHIPTO.zip\_code AS st\_zipcode, SHIPTO.hm\_phn\_bk AS st\_hm\_phn\_bk, SHIPTO.vk\_phn\_bk AS st\_vk\_phn\_bk, SHIPTO.cncell AS st\_cncell, SHIPTO.cntrn AS st\_cntrn

Computer Central Inc. Invoice # 3-022214 Type: Sale

3710 M... 100

Invoice print Preview Serial Numbers Invoice Payments

ReportHeader PageHeader

Field1: Field1: =ifs.IIF(void, \* is.RFormat(written

Ship To Information Bill To Information

PO Num ber: PO Date: Terms: Sales Order #: Delivery Ticket #: Delivery Date: Qty: SKU: Description: Delivery Method: Tax Price: E

GroupHeader1 Detail GroupFooter1

Serial #s / Serial Numbers

Field: invoice\_id instrum notes total\_amt taxable invoice\_type\_desc tax\_amt void\_invoice incpot incpot instrum bt\_lastname\_bk bt\_firstname\_bk incomp bt\_address\_bk

GroupHeader1 (Name) GroupHeader BackColor BackStyle 0 - dBkTra CanGrow True CanShrink False ColumnLa True DataField seq\_no GridKeepIT 0 - None





