POINT OF SALE SYSTEM BY MDZ SYSTEMS

Product Description

The Point of Sale Microcomputer Program by MDZ Systems is a set of integrated programs which maintains records for business, from Inventory Control and Accounts Receivable to General Ledger, Accounts Payable and Payroll.

The most outstanding feature of the Point of Sale (POS) System is its ability to produce an invoice at the point of sale and at the same time post to a customer account as well as update the inventory.

With POS, owners or managers of a business have available reports as up-to-date as the last entry in the computer virtually at their finger tips, ranging from a list of items which show to be in need of being ordered to an aged accounts list showing the delinquent customers.

The Point of Sale system by MDZ Systems differs from most other systems on the market in four crucial areas: 1) the programs can be modified to fit the specific needs of the business; 2) other software packages can be run on the same computer system; 3) the MDZ computer is a true multiuser computer which allows handling all problems associated with locking common files; and 4) additional support programs can be developed to make a truly custom system which solves your exact problems.

The POS system has applications in such businesses as auto parts stores and hardware stores and other highly competitive businesses where inventory control and accounts receivable are an essential.

Within the POS system are five modules: Accounts Receivable, Inventory Control, General Ledger, Accounts Payable and Payroll.

In the development of the system, emphasis has been placed on ease of use so that personnel learn to use the programs quickly and effectively. The user selects an option from a menu to do a specific task and then is guided through the operation by a series of on-screen prompts which ask questions or give instructions.

In critical areas, the program monitors the data entry so that "garbage" is not put into the data files.

Training generally consists of familiarization of the computer system and the software. It is not unusual to have personnel actively using the programs within a few hours after the system is installed.

Inventory Control

The Inventory Control module includes a program for entry of the stock items. After the record is created, it can be changed or adjusted or deleted. Other programs aid in price changes and for the ordering and receiving of inventory.

Another program makes adjustment of the number of items in stock a relatively simple process.

Provisions have been made within the inventory control program to be able to change a price at the point of sale, but at that time a notion is made in a special file which shows who made the price change and for whom.

Items are identified by an alphanumeric three-digit manufacturer's or supplier's number followed by another alphanumeric field of up to 15 characters for the stock or part number.

A user may enter the stock number as it appears on the item, even though this may vary slightly from the way the number is entered in the stock record, such as extra spaces and hyphens. This process is monitored by the program which will take extra spaces and hyphens that might have been entered inadvertently.

Inventory reports include stock reports with quantity sold and sales for month and year-to-date on all items or groups of items by manufacturer, as well as a below order point report, stock on order, and stock received for month.

Another report will show the value of inventory on hand, either totally or by selected groups.

Prices of stock items can be changed at any time individually, or all prices can be raised or lowered by an across-the-board percentage or dollar amount.

The Accounts Receivable module is tied directly to the Inventory Control module. In the invoice entry program, sales personnel enter the salesman's number and a customer account which will display the customer name and address as well as the current balance on the screen.

Items are entered by stock number, and from that record the program will display the description of the item and the price and make the extension.

After the items are entered, the program will calculate the sales tax where necessary and total the invoice. At the time the operator indicates that the invoice is correct, the invoice is printed, the customer record is updated and the inventory is relieved of those items.

Returned merchandise is handled by a negative invoice which then adjusts the customer account and the inventory data files, as well as the types of sales summary and the salesman reports.

Two unique programs have been developed, including a missed sales report which creates a file of items requested but not carried by the business. This permits the manager to review the report with the possibility of stocking those items.

While salespeople have the opportunity to change prices at the time of invoice, another program will record those changes for later review to see who changed the price and for which customer.

Accounts Receivable

The Accounts Receivable module also handles payments and adjustments in the form of cash receipts and credit memos. Additionally programs will calculate interest charges on account balances over 30 days. This can be done individually or on an automatic basis.

At the end of the month, accounts are aged. A report is produced showing all customers with current, 30, 60 and 90 day balances. This permits determination immediately of delinquent accounts as they first become overdue. Reminder notices may then be sent, helping to minimize adverse effects on a company's cash flow situation.

Another program will list all accounts which are overdue by a determined amount, showing the 30, 60 and 90 day balances, date of last purchase and date of last payment. This list also gives a telephone number where available.

Customer account numbers may be numeric or alphanumeric, e.g., Johnson's Hardware and Supply may be customer number JHS.

Reports can be run at any time during the month and include a daily report, showing types of sales for the day, for the month and year-to-date. The salesman report shows totals for each salesperson on the same basis.

Other reports include a customer account listing, with all information or name and number only by specific accounts or partial listing, an invoice summary and a complete listing showing all detail, and listings of the cash receipts and credit memos.

Information on sales and the accounts receivable totals can be transferred on a temporary basis to the General Ledger at any time basis during the month for interim balance sheets and income statements. A permanent transfer is made at the end of the month.

General Ledger

The General Ledger is designed to provide a record of daily transactions for the business.

Entries are made through three primary programs, Deposits Entry (receipts), Check Entry (disbursements journal) or General Journal for adjustments or corrections. Additionally, accounts receivable, accounts payable and payroll information can be transferred to the appropriate journals.

Once the data files have been created and the Chart of Accounts established, entries are made on a daily or periodic basis. All entries are made in positive numbers unless a negative number is specifically needed, in which case the amount will be preceded by a minus (-) sign.

Various print or list programs will provide, either on the screen or via the printer, the ability to examine all entries or balance sheets and income statements.

A unique feature of the General Ledger is the ability to update journal entries to the ledger for fast, accurate balance sheets or income statements any time during the month. This program clears the values in the month-to-date column of the ledger and re-adds from the journals. All entries in the journals remain for inspection or correction until the journals are cleared at the start of the new month.

The four income statements which can be printed include: 1) year-to-date, 2) month- and year-to-date, 3) year-to-date with percentages and 4) month- and year-to-date with percentages. Each report shows how each account figures into the business.

A special program to be run at the end of the year will clear out all income and expense accounts so that the net amount can be added to retained earnings for corporations, a partnership account for partnerships or a capital account for a sole proprietorship.

The operator need not know which accounts are increased by debit or credit except when making general journal entries. The computer program is designed to handle that. The Chart of Accounts Rules show the credit-debit status of each category.

Accounts Payable

The Accounts Payable module is designed to help the business maintain control of its cash flow by keeping track of its bills and designating when bills should be paid.

The Accounts Payable tracks invoices by vendors and maintains records of all transactions. When invoices are due, partial payments can be designated and checks can be generated at the appropriate time.

Based on the accrual concept, bills and invoices become a liability as soon as they are entered into the accounts payable program and immediately are debited or credited to an accounts payable account and the expense or cost of sales account. When paid, the checking and accounts payable accounts are debited and credited accordingly.

Integrated with the General Ledger, the program provides for the transfer of information from the accounts payable files to the appropriate general ledger accounts at the designated time. Additionally, accounts payable data can be transferred temporarily to the general ledger for interim financial reports.

Records are established for vendors, those firms with whom business is done on a regular basis. New vendors can be added at the time an invoice is received. The program also provides for temporary vendors, but this file is cleared at the end of the month.

All bills are entered as invoices, showing the invoice number, date of invoice, due date, the total amount, the amount paid on delivery or the amount due, discount or penalty, and date to receive discount or avoid penalty.

Each invoice can have up to 10 separate line items showing distribution of expense. While the program will not allow duplicate invoice numbers for the same vendor, an almost unlimited number of items can be handled under the same shipment by adding a character to the second page of the invoice entry.

Vendor information maintained by the program includes name, address, an attention line, telephone number, total on current invoices, month-to-date and year-to-date totals, along with amounts over 30 days and a prior year total. The information also includes the date of the last check and the date of the last invoice.

A list of all invoices in the file can be printed out on paper or viewed on the screen at any time, and invoices can be flagged for payment, either in full or partial, and payment of specific invoices for a vendor can be designated.

Payroll

The Payroll module permits as many as three miscellaneous incomes, either taxable or non-taxable, and four miscellaneous deductions in addition to FICA, federal withholding tax and state income tax where applicable.

Generated reports range from a simple check register showing only the name, date, check number and the net amount of the check to a listing of all employees.

Employee listings can be either name and number only or a complete report showing all information about the employees including name, address, Social Security number, marital status and salary or hourly wages paid for the month, quarter and year-to-date. Quarterly and yearly reports can be produced as well.

Pay periods may be selected as daily, weekly, bi-weekly, semi-monthly, monthly or annually. Employees can be classified into nine job categories by giving each group a unique first digit in a four-digit employee number. Payroll reports will give totals for each of the categories plus a total of all categories.

A number of safeguards are provided, including the ability to update checks in the register only once and still be able to add to the check register for later batch printing of the checks.

Summary

The POS integrated computer system is a complete bookkeeping system designed to monitor every aspect of your business and provide you with up-to-date information that accurately reflects the status of your business. In today's competitive marketplace, accurate information is essential to making good decisions on how to run your business. How can you run your business to be the most profitable if you don't know what is really happening within your business?

CONFIDENTIAL INTRODUCTORY QUESTIONNAIRE

Company Name ______________________________

Decision Maker ______________________________

Address ______________________________

City, State Zip ______________________________

Phone ____ ____ ______ Annual Gross Income __________

Programming

_____ Accounts Receivable

Multiple Companies? _____

Number Active Customers? _____

Number Invoices/month? _____

Avg # items/invoice? _____

Number Receipts/month? _____

Growth 1-5 years? _____

Open Item/Bal Forward? _____

In-active Customers? _____

Statements/month? _____

Salesmen on commiss? _____

Out State Sales Tx? _____

Avg A/R balance? __________

_____ Inventory

Avg Inv on hand? __________

Number of Parts? _____

# of Manufacturers? _____

Pricing levels? _____

Number of Cost levels? _____

Location tracking? _____

locations? _____

Auto typing? _____

Vendors buy from? _____

Print Catalog? _____

by ______________

Back orders tracking? _____

Promotional Pricing? _____

Average Cost/LIFO/FIFO? _____

_____ Payroll

Number of employees _____

SALES MANAGER

POINT OF SALE SYSTEM

Integrated Point-of-Sale
that's Outstanding in its Field . . .

Sales Manager Integrated Point-Of-Sale System

At every step, the Sales Manager System gives the business owner and their staff maximum control over time and information.

THE INDUSTRY LEADER IN POWER AND PERFORMANCE

*D*esigned specifically to perform in the most demanding retail, wholesale, manufacturing and mail-order environments, Sales Manager utilizes international double-entry accounting principles accurate to one cent in ten trillion dollars in a fully-integrated point-of sale system. No other software package on the market combines Sales Manager's POS, accounting, budgeting, inventory management, and payroll features ***at any price***. You'll be more informed about your company's performance in all areas at the touch of a button.

No other system affords you more flexibility, speed, or reliability for keeping you in step with your future. Compare these features . . . you'll find no comparison!

POINT-OF-SALE

- Your choice of brief or detailed POS screens
- Fingertip sale pricing, discounting, quotes, orders, credit checks
- Instant invoice queries
- Pop-up windows provide customer, inventory, and register data
- Secure many POS features, such as extending credit or selling below cost
- Certified electronic credit card authorization and draft capture: Mastercard, VISA, American Express and Discover

Accounting and data base entries generated from the point of sale are processed in real-time instantly. All ledgers, inventory and customer databases, register data and much more are instantly recorded, instantly processed, instantly updated.

PAYROLL

- Define employee information once, system will automate the rest
- Auto and manual payroll calculation and check writing
- Time clock feature integrates with payroll; no need to enter data every week
- Comprehensive commission structuring
- Print W-2's, 1099's, 941's, labels, and more
- Track time and attendance, query any employee's hours for any day, any week

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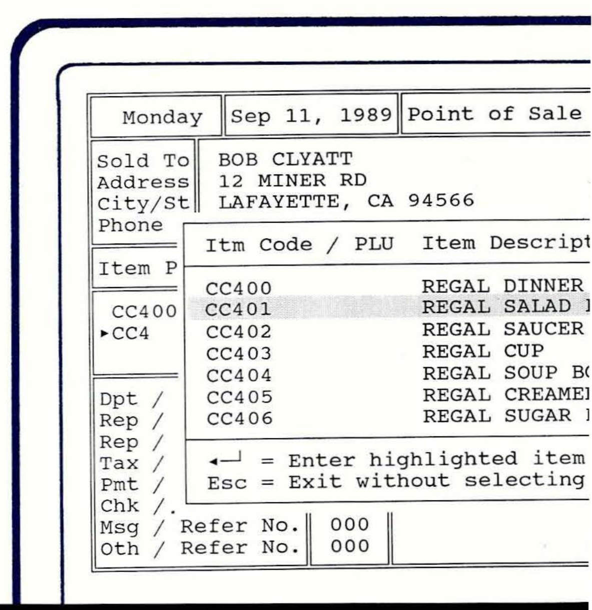
*"Until you sit down and try the **Sales Manager System**, it's hard to realize how, suddenly, the most agonizing aspects of running a retail business can be reduced to a few keystrokes."*

REAL-TIME INTEGRATED ACCOUNTING FUNCTIONS

- General Ledger
- Accounts Receivable
- Accounts Payable
- General Journal
    - Payroll (Manual or Automatic)
    - Check Writing
    - Income Statement (P/L)
    - User-Definable Chart of Accounts
        - Inventory Control
        - Invoice Control
        - Billing (Manual or Automatic)
        - Purchase Orders
            - Register Reconciliation
            - Bank Balances
            - Bank Deposits
            - Expense Budgets

All instantly recorded,
instantly processed,
instantly updated . . .
instant success !!



INTEGRATED DATABASE MANAGEMENT

- Comprehensive data base management of all on-line business activities
- Customer account histories; user-designed customer file folders
- Vendor and consignor account histories
- Employee record management
- Sales trends
- Invoice, quote and order database

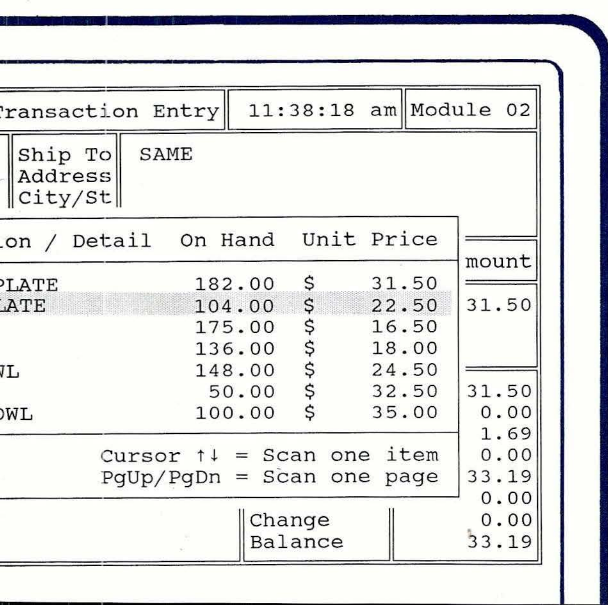
INVENTORY MANAGEMENT

- Capacity of 99,999 items
- Powerful, integrated inventory management
- Perpetual, unique and service items
- Set-up item information with flexible, user definable PLU's and item descriptions
- Powerful, yet easy to use inventory matrices allow up to 4096 sub-items in up to three dimensions
- UPC #'s and bar code capability
- Strategic stock-movement analysis
- Complex component assembly with full tracking

THE SALES MANAGER DIFFERENCE

- Manager-defined selective levels of security; task lock-in and lock-out
- DOS file maintenance within the system, without learning DOS
- Network certified: Token Ring, Novell, and 3Com
- Bar code, credit card authorization, and electronic draft capture options

All this in an easy to learn, easy to use, easy to afford package !!



REPORTS, REPORTS . . .

Providing instant, accurate data in all business areas, Sales Manager's report formats are designed to provide complete easy-to-read information. Daily, weekly, monthly, quarterly and annual reporting schedules can be readily accommodated be Sales Manager's extensive hardcopy reporting capabilities. Choose reports manually, automate your requirements, or design your own reports with optional Report Manager; you will have instant access to all the information important to your business decision-making processes.

Report areas include:

- Aged A/P and A/R
- Balance Sheet
- Billing
- Budgets
- Chart of Accounts
- Check Register
- Commissions
- Consignors
- Customers
- Employees
- General Journal
- General Ledger
- Income Statement
- Inventory
- Mailing Labels
- Orders
- Quotes
- Payroll
- Posting/Audit
- Purchasing
- Sales
- System Reports
- Trial Balance
- Vendors

. . . or design your own reports with our optional ***Report Manager*** program !

SERVICE: A FULL-TIME COMMITMENT

With some companies, service is a harried voice at the end of a telephone line and a promise to fix whatever's wrong . . . just as soon as they can get to it.

At SMS, that's not our idea of service. Service is the heartbeat of our company. It's an attitude that drives us to make sure that we're there for you, every step of the way.

SMS service begins the minute you contact us and continues until you say that you no longer need us. Our service also begins with 3 months or 12 hours of free consultation with our technicians.

SMS service continues with our comprehensive service contract, for which you are charged a modest flat-rate fee. Service is a toll-free hotline, and a company that makes it a point of pride to always provide quick, courteous, professional responses to our customer's questions and calls for help.

*P*robably more than any other purchase
you'll make for your business, a point-
of-sale system requires answers to tough
questions about where you want to take
your company in the 1990's.

*D*o you want real-time accounting generated
instantly from the point of sale?

*D*o you want on-line inventory management
integrated with sales and accounting?

*D*o you want instant access to hundreds of key reports,
dozens of important accounting functions, from
payroll to inventory control?

*M*ost importantly, are you ready to enter the age of the
"paperless" business with a company committed
to being the leader in fully integrated
point-of-sale systems?

*I*f the answer is "yes," then just a few
minutes with *Sales Manager* will show
the way to remove the complexities
of choosing and running a point-of-
sale system, freeing you to do what you
do best:

manage your business profitably!

SMS

SOUTHWEST MANAGEMENT SYSTEMS

P.O. Box 1918
Taos, New Mexico
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To Order:
800-669-8208