What's New for PROFIT*professional* 12.0!

Best of the Best:
New Features for Version 12.0

Credit Card Integration

We have a new partnership with X-Charge payment processor that is offered as a part of PROFIT*professional* 12.0 which makes credit card processing even easier with our new integration to the cash receipts application. Visa, MasterCard, and American Express, etc. – all are handled.

Print/Post cash now has an option to be printed for swiped credit card transactions only. This will help to balance the cash receipts throughout the day and to match up with your bank deposit, depending on when the credit transactions are settled.

Executive Dashboard

The executive dashboard was designed to display charts of data pertinent to a business owner that can be accessed from anywhere with Internet access without having to run PROFIT*professional*. The executive dashboard not only displays data, but also provides you the option to drill-down and gives you the ability to do some 'what-if' analysis on financial data. What if I had lower expenses? What would the affect be on my EBITDA?

General Ledger Drill Down

When viewing general ledger entries in PROFIT*professional*, one question we hear customers ask is…"What accounting events make up these entries?" By providing drill down functionality, you are able to see all accounts and amounts that relate to the specific accounting event. Information that may be revealed in the drill down are sale numbers, voucher numbers, and the number of entries that make up an event. The information displayed is different per originating source. The drill down is instrumental in answering the questions "What was that check for?" or "What was the entire adjustment from the accountant?"

Sales Performance

The new sales performance reporting suite provides you with a comprehensive module that will address true analyses for the best and worst sellers while simultaneously providing additional tools to address other valid business needs and concerns.

The following list is a synopsis of the new sales performance reports:

- Compatibility with the latest Microsoft® technology, such as MS Office® 2007.
- The inventory dollar amount is an average over the reporting period – not the current level of inventory, as in the old Microsoft® Access Sales Analysis module. This is crucial for the calculation of turn ratios and GMROI.
- Requested export to Microsoft® Excel for all detailed data rows is now available.
- The requirement to execute calculate ranking prior to report creation has been removed and is now performed on-the-fly based on the criteria for the report.
- An option to include various charts and graphs at the beginning of each report has been added.
- More drill-down options from top-level criteria such as store, category, and vendor are now available.

- The ability to save reporting criteria by user has been added to this application for ease-of-use and greater consistency with other PROFIT*professional* reports.

Service Tracking

Customer service and interaction can now be tracked more efficiently by linking the service request to the item being serviced. Not only have we added the ability to link the service item to the damaged piece, we also have added a few new service related reports. The new service related reports will help to spot which vendors and items are requiring the most service.

Special Order Template

You may now specify certain item criteria to be entered and formatted to conform to the needs of specific vendors and/or categories for special order merchandise. The special order template will help sales entry personnel, whether back office or salespeople on the floor, remember to include all of the important information for special order items such as frame, fabric, feet, pillows, welt, etc.

Suggested Selling

Have you ever had salespeople forget or not ask the customer to add-on additional related products at the time of entering the sale? Never again will they forget. Set up items to recommend based on items sold during the sales entry process. You can use this to remind your sales team to recommend fabric protection, warranty offerings, or a matching chair or loveseat for the sofa your customer is buying. The set up process is simple and flexible; the advantages are lasting and powerful.

For more details on the Best of the Best and the Rest of the Best, read on.

It is recommended that ALL users run PROFIT*professional* using a screen resolution of 1024x768. If you choose to use a smaller resolution, there is a chance that all the information will not fit on the screen or you will see additional scroll bars.

Bar-Coding

Bar Code Interface – Receiving

Interfacing receiving bar codes will now recalculate item pricing based on the profit center preferences of the logged in user. Merchandise receiving had previously performed the recalculation portion of the process, leaving the bar coding customers required to manually update their pricing through the change costs/prices program.

Bar Code – Batch

An option to scan serial numbers has been added to all of the batch bar coding applications. If the option is unchecked, the option to scan serial numbers will be bypassed. The option to scan serial numbers can easily be toggled back and forth, if needed.

Bar Code – RF – Multiple Databases Designation

The ability to designate multiple companies to run on the same IIS server has been added. This will allow customers with multiple companies to direct the IIS server to look at a specific database, instead of having to setup multiple IIS servers.

Bar Code – RF – View Merchandise Availability

In merchandise availability, we have added hyperlinks to each of the fields to display additional information. This works similar to the push buttons in the merchandise availability within PROFIT*professional*. For example, if you tap the hyperlink for “On Hand Available” you will be redirected to another screen that will display the list of locations that are available for the particular item.

The information displayed for purchase orders has been expanded to include the quantity reserved for customers, nailed down for stock, and the available stock on order.

Executive Dashboard – New Application

The executive dashboard was designed to display metrics and data in a graphical format that can be viewed from anywhere with Internet access without having to run PROFIT*professional*. The executive dashboard has required us to modify a few programs to control the security and user experience of the executive dashboard.

> **Administrative Preferences** – Added the ability to designate a security level for each chart. The security level defined in the administrative preferences will be compared against the user’s security level to determine if the chart should be displayed.
>
> **Profit Center Preferences** – Added entry fields for square footage and number of employees to be used in sales calculations at a later date.
>
> **User Preferences** - Added the ability to define which charts are going to be the default charts displayed on the executive dashboard. The charts viewed may still be changed on the fly.
>
> **Dashboard Maintenance** - This program allows the grouping of account numbers together for analyzing financial data.
>
> **View Executive Dashboard** - The executive dashboard is the all encompassing application that provides a snapshot of the business on one graphical interface that can be accessed from within the software or from the Internet. The executive dashboard provides financial information and sales information, while allowing for "What If" analysis to be performed on the financial data. For example, if you were trying to determine what effect decreasing your marketing dollars would have on the bottom line, you could easily see the effect.

Inventory

Backordered Items Report

The backordered items report can now be sorted by category, customer, or vendor.

Item Maintenance

Added new item types – delivery, frame, pad, pillow, and service. Modifying the item type can be accomplished through item maintenance or set item fields. All of these item types are informational except for the service item type. Only items designated as service type items can be added to a service order type sale.

A new push button - Web Info - has been added to the item file. The additional information entered here is more detailed information about the item, and is currently informational only.

Location Listing

The location listing can now be filtered by the item backorder control code (OK to backorder, store discontinued, and/or manufacturer discontinued). This will be beneficial for getting a listing of all discontinued items in stock.

Generate Markdown Prices

Generating markdown (sales) prices will have the option to be previewed prior to the sale price being updated in the system. The preview screen is unlike previewing a report, as it will display the new prices in a data-grid and allow the user to select which markdown prices will be finalized.

In addition to being able to mark the item as discontinued, the commission code may also be changed at the time of generating markdown prices. This will be a time saving measure when paying a different commission for markdown items, as each item will no longer need to be modified individually in the item file.

Location Transfers

The status of an item (available, nail down, or damaged) can now be changed by selecting the status from the drop-down list when doing a location transfer.

The ability to select more than one location to transfer or mark on a MTO has been added. This will be helpful when selecting a set of four chairs to be moved from the warehouse to the showroom floor.

Inventory Valuation Report

A new report has been added to the system that allows a printed version of the inventory valuation as of a certain date. This new report can be printed for a range of profit centers, vendors, categories, or a specific item on a specific date. The information that is displayed on the report is the same information that is viewed in the View/Inventory Valuation application.

Merchandise Availability

Added a bolded item ID and item description. This makes it easier to read.

The information displayed for Purchase Orders has been expanded to include the quantity reserved on purchase orders for customers, nailed down for stock, and the available stock on order.

The information on the Purchase Order screen includes the purchase order profit center.

Merchandise Receiving

Added a bolded item ID and item description. This makes it easier to read.

Printing the receiving edit list and posting receivings has moved to Enter/Merchandise Received. This will make it easier to use and train new employees with all the related activities in the same area.

Negative merchandise receiving will now display the bar code label ID on the screen, the receiving edit list, and the register. This will take the guess work out of which piece to negative receive.

Negative merchandise receiving are now using the average cost instead of the last landed cost; unless you use LIFO or FIFO, then it will use the cost from the LIFO/FIFO file.

Posting merchandise receiving for items not on a purchase order was updating the purchase order date to the date of the other purchase orders on the same posting.

Merchandise Transfer Orders

The total weight and cube has been added to all of the MTO reports.

The to and from building now displays on all pages of the MTO reports.

The ability to print price 1, 2, 3, or the sale price on all MTO reports has been determined by a new profit center preference.

The *item descriptions and costs displayed are now pulling from the sale when printing/viewing MTO's.

Modify open merchandise transfers now displays the options, serial number, and/or bar code label ID. (If applicable)

MTO comments can now be modified through the modify open merchandise transfer application.

The newly located aisle, level, and/or bay can be updated when modifying the open merchandise transfer or when finalizing the MTO. This new functionality will eliminate having to assign the new aisle, level, and/or bay manually after the MTO has been finalized.

Package Listing and Pricing

Printing the package listing now has the option to print package price 1, 2, 3, and/or the sale price.

Recalculation of package pricing is now a scheduled task. To help with automating this task, three new fields have been added to the item file: recalculate package price, the package discount percent, and the package price ending. The current multipliers that are setup will be used and then the new discount deducted and the new price ending will be used. It is recommended to schedule calculate package pricing to run periodically, depending on your individual needs.

Physical Inventory

When validating the location during posting physical inventory, it is now using the building code file instead of the existing records in the location file.

Price Tags

Price tag templates that are created or modified using Microsoft® Word 2007 are now displaying in the list of templates to merge.

Vendor Stock status

The vendor stock status report has been rewritten in the new Crystal Reporting format. This allows for several ease-of-use functions, including the ability to save default settings, print a logo on reports, export to Microsoft Excel, schedule the report for unattended processing, and the use of standard print icons on the print application screen.

The number of weeks of supply based on the written rate of sale for the last 30 days has been added as an option to print on the report. The weeks of supply left can be very beneficial when adding items to an order to meet minimum purchasing requirements.

Ledger

Print and Post Ledger Entries

Printing and posting of the ledger entries has moved to Enter/Ledger Entries. This will make it easier to use and train new employees with all the related activities in the same area.

View Ledger Accounts

View ledger accounts will now display a condensed row per each accounting event on the same day within an account. An accounting event is similar to a posting in a sub-ledger, such as posting receiving, posting sales, or interfacing CheckMark.

In condensed mode, the screen will display a combined record for each event number. The screen will display the transaction date, the source, the debit amount, the credit amount, event number, and ledger posting number.

A new 'Drill Down" button has also been added to the view ledger accounts screen. Once a row is highlighted in the data-grid (or double-clicked), further information about the accounting event will appear - such as the offsetting debits and credits for this account event along with some pertinent information related to the event. The pertinent information will be different based on the source of the event.

Drill down capabilities will be a phased approach. All entries in the system may not have drill down capability. If no drill down data exists (entry was posted prior to 12.0), then a message “No drill down information available for this entry” will be displayed.

Printing Financial Statements

The date range of printing financial statements and access to the financial specifications can now be changed at the time of printing the financial statements.

Export to QuickBooks

The export to QuickBooks flag can be easily reset; allowing the same ledger transactions to be re-exported if needed.

Print Trial Balance

The trial balance report now denotes which cash entries have been cleared using the bank reconciliation program.

Payables

Payable Preferences – Profit Center and User Preferences

The quick check alignment has been removed from the profit center preferences and added to the user preferences. This will allow the most flexibility in setting the alignment defaults for printing quick checks.

Vendor File and Payable Checks

A new option - Only Print Invoice on Checks - has been added to the vendor file and will affect the format of the payable checks that are printed. When this option is selected and the payable checks are printed, only the invoice number will print on the stub allowing more invoices to be paid on a single check.

Print and Post Non-Recurring Payables

Printing and posting of non-recurring payable transactions has moved to Enter/Payables/Non-Recurring. This will make it easier to use and train new employees with all the related activities in the same area.

Print and Post Recurring Payables

Printing and posting of recurring payable transactions has moved to Enter/Payables/Recurring. This will make it easier to use and train new employees with all the related activities in the same area.

Purchase Orders

The locking issues when printing pre-printed purchase orders and accessing order maintenance have been addressed. The only time it will lock now is if the purchase order is open to be modified and the user is trying to print that particular purchase order.

Receivables

Customer Alert

The customer alert message will now appear every time a user accesses cash receipts or enter sales. Previously, this was only happening when entering the sale for the first time.

Customer Search

Searching for customers has just become more flexible. We have added the ability to search for a customer by name, address, phone 1, 2, 3, email, contact, and spouse information. This new searching capability allows you to search for a portion of the field; instead of just the starting few characters.

Print and Post Additional Charges

Printing and posting of the additional charges transactions has moved to Enter/Additional Charges. This will make it easier to use and train new employees with all the related activities in the same area.

Print and Post Cash

Printing and posting of the cash transactions has moved to Enter/Cash. This will make it easier to use and train new employees with all the related activities in the same area.

Receivables Aging Report

A new "Concise" format has been added to the receivables aging report. The concise format report will print one line per customer displaying the total due and ages the past due amounts. The concise aging report can also be printed for specific terms types – such as Open, Revolving, and/or Installment type terms code.

The receivable aging report can also be filtered by salespeople and/or collectors.

Sales

Credit memo and service type sales will no longer default the discount percentage from the customer file.

Service order type sales will now validate that only service type items can be added to the sale.

The wording throughout the system for refunds has been changed to "Do you wish to refund the payment received to date?" instead of referring to all refunds as cash.

The sale number no longer has to auto-populate to the next number; the sale number can be blank requiring a sale number to be entered manually. This will be beneficial to stores with sequential pre-printed sale forms. Set the profit center preference to determine if the sale number will auto-populate.

An item can now be removed from an MTO at the time of adding a sale. This will eliminate it from being transferred to the store when it needs to be delivered from the warehouse. It is recommended to password this feature.

Printing the sales edit list and posting sales has moved to Enter/Sales. This will make it easier to use and train new employees with all the related activities in the same area.

Delivery Receipts

Printing delivery receipts from sales will now use the save settings that were selected by the user. If no settings were saved, it will use the default setting when accessing the print delivery receipt application.

Quote type sales will no longer print a delivery receipt.

Delivery receipts can now be exported to Microsoft® Excel in a meaningful format.

Delivery Schedule

The deliver via, stop, and time of a sale can now be modified through the delivery schedule; without having to go into each individual sale to schedule the daily deliveries. This will cut down on the amount of time it takes to update each sale on the delivery route with the stop order and the appropriate delivery window.

Package Sales Report

The package sales report is a new report based on written or delivered sales. This new report allows for easy identification of packages sold and at what price for a specific period of time. This report will be beneficial to ensuring that package sales have met advertised package prices.

The package sales report utilizes the new Crystal Reporting format. This allows for several ease of use functions, including the ability to save default settings, print a logo on reports, schedule the report for unattended processing, and the use of standard print icons on the print application screen.

Picking List

The picking list application has been rewritten in the new Crystal Reporting format. This allows for several ease of use functions, including the ability to save default settings, print a logo on reports, schedule the report for unattended processing, and the use of standard print icons on the print application screen.

The font on the picking list has been changed to the UCC 128M Barcode font (which is shipped as part of PROFIT*systems*' bar-coding package) and must be loaded on your picking list workstation.

Sales by Terms

A new report has been added to the system that allows for reviewing of written or delivered sales for each payment term code. This new report can be printed by payment terms code or by salesperson and payment terms code.

The sales by terms report utilizes the new Crystal Reporting format. This allows for several ease of use functions, including the ability to save default settings, print a logo on reports, schedule the report for unattended processing, and the use of standard print icons on the print application screen.

Sales Follow-Up

The sales follow-up report has been added to assist with analyzing written or delivered sales by customer and easily create targeted mailings based on the results of the report. The sales follow-up report combines the best of multiple applications; including Sales Analysis, Management Reporting, and Past Purchase Follow-Up.

Sales follow-up can be exported to Microsoft® Excel in a meaningful format. The export to excel will allow the exported file to be used as a data source for follow-up mailings.

The sales follow-up report utilizes the new Crystal Reporting format. This allows for several ease of use functions, including the ability to save default settings, print a logo on reports, schedule the report for unattended processing, and the use of standard print icons on the print application screen.

Sale Printing and User Preference

Australian GST calculations are now being handled in the sales and printing sales forms applications. The unit price entered for an item in sales will recalculate, separating the items actual price and the tax amount that is included in the posted price. The amount printed on the sales form will include the sale price and the tax price, combined into a total price amount. This is all controlled by a profit center preference.

SPIFF (Sales Performance Incentive for Furniture)

SPIFF dollar amounts can now be designated in the item file allowing for SPIFF's to be tracked and reported separately from the commissions report.

The SPIFF earned has also been added to the item's delivered sales history. The SPIFF amount can be viewed in sales history or on the sales history report.

A new SPIFF report has been added to aid in the paying of SPIFF's for items that have been delivered. The SPIFF report can be printed by salesperson, vendor, profit center, or item.

Undelivered Sales Report

A new report has been added to the system that allows for printing of all sales that have not been delivered. The primary purpose is to list those sales whose items are on-hand (and can therefore be delivered). However, the report can be printed to include all items on open sales. This undelivered sales report is a condensed version of the sales complete for delivery report.

View Sales History

Sales history can now be searched by deliver-to address. This will be beneficial for designers or contractors who are having merchandise delivered to multiple addresses and the customer calls with a question on the merchandise they received. They can now easily find the merchandise in question, by searching the deliver-to address.

A binocular lookup has been added to the sales history report allowing access to the item search screen.

Written Sales Tax Report

A new sales tax report has been created based on written sales. There are now three options for reporting sales tax: delivered, written, or cash basis (written with cash received). The selection in the profit center preference, will determine which menu path will be enabled.

Service

Customer service and interaction can now be tracked more efficiently by linking the service request to the item being serviced. Not only have we added the ability to link the service item to the damaged piece, but also have added a few new service related reports. Service type sales will only allow service type items.

The new service changes required us to make some modifications throughout the system to include:

> **Item File Maintenance** – Added two new item types – service and delivery. Only items designated as service type items can be added to a service order type sale. Modifying the item type can be accomplished through item maintenance or set item fields.
>
> **Sales** – Service order type sales have the ability to link the service item to the serviced piece. The service button on sale detail screen will allow the user to select from history which item is being serviced and create a link between the two items.
>
> **View Sales History and Customer Central (Sales History Tab)** will now display further information about the services performed and if an item has a linked service. A "Y" will display in the service column indicating the item has been serviced and clicking on the service button will display more information.
>
> **Service by Customer Report** - This report prints the detailed service history for a specific customer. This will easily allow you to get a snapshot of the services provided for a specific customer.
>
> **Service by Item Report** – This report prints the detailed service history for a specific item. The report will be helpful when identifying trends on the service by vendor report, as it shows the services performed on a specific item.
>
> **Service by Vendor Report -** This report allows you to analyze vendor performance by reviewing a service rate for items that have required additional service (repair) tickets.
>
>> Detail – Displays a detailed report of which items per vendor required service over a period of time.
>>
>> Summary – Displays how many items were sold and serviced per vendor allowing you to easily compare service required per vendor.

Suggested Selling

Start using the suggested selling feature by setting up items to recommend based on items sold during the sales entry process. This feature has its own program allowing the recommended items to be linked to the original item being sold. You can use this feature to remind your sales team to recommend fabric protection, warranty offerings, or a matching chair or loveseat for the sofa your customer is buying.