

The DDMS Project Report

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At DDMS®, we're constantly enhancing our eNsite™ and Distribution Professional products. We have fourteen Project Managers who are responsible for designing the new features you need to stay one step ahead of the competition.

To help you stay ahead, we now plan a general release of new software approximately every six months. We currently intend to start shipping the general release of Version 5 in January of 2003. Version 6 will follow about six months later, in the second half of 2003. For most dealers, this will mean much faster access to the latest features, without ever having to load beta software.

To help you keep abreast of the latest enhancements, we created this newsletter, the DDMS Project Report, as a supplement to Key Ops. In each issue, we will highlight some of the new features about which our Project Managers are most excited.

You will automatically receive the DDMS Project Report if you subscribe to Key Ops. (To update your email address, or to stop receiving these newsletters, please see "To Subscribe or Unsubscribe" at the end of this message.)

----- Lot Pricing -----

Available in: (Version 6 – all eNsite and Distribution Professional products)

Do you sell items in large quantities? The new lot pricing feature makes it much easier to do this, and provides a more accurate audit trail.

Lot pricing can help if you sell any of the following:

- Print jobs
- Office furniture with custom fabrics
- Items in bulk: paper, fabric, chemicals, and so forth

- Items with fractional quantities
- Items in very large quantities.

Lot pricing may also be useful for dealers who:

- Add or change costs after delivering the item
- Invoice part of an item's price before completing the entire transaction.

Suppose a customer wants to buy envelopes printed with a corporate logo. Lot pricing can make this sale easier in a number of ways. You begin by creating a lot item for the envelopes. In order entry, the system identifies your item as a lot item, and specifies a quantity of one. (You always sell one lot.) The system displays a window that lets you specify the details:

- **Lot order quantity:** This is the number of individual units that make up the lot. You can specify very large quantities here — the software now accepts quantities in the billions — up to 9,999,999,999 (and that's a whole lot of envelopes).
- **Lot price:** This is the price per unit. If you sell printed envelopes by the thousand, for example, this would be the price per thousand. This field lets you specify up to four figures after the decimal for precision pricing.
- **Pricing quantity:** The number of individual units that the lot price applies to. In our example, this is one thousand.
- **Shipping quantity:** The number of individual items you're shipping.

Using these four fields, you can easily keep track of all the details for each lot price order. You can change these fields as needed while this order flows through the system. You can also retrieve this information later, when the customer comes back for his next envelope order.

As a lot item order moves through your normal business flow, it gives you several options:

- You can let the system create a P/O automatically, using the next available P/O number.
- You can let the system generate a P/O number using the ticket number plus the first two characters of the vendor's MAC code.
- You can change the existing cost or add new costs to the item. (In our envelope example, you might add design costs, which you could only estimate when first creating the order.)

When we release lot pricing, there will also be a custom invoice format, which displays the details for lot items: lot order quantity, lot price, and so forth.

----- **Internet Purchasing** -----

Available in: (Version 5 - all eNsite and Distribution Professional products)

Version 5 introduces the next step forward in wholesaler communications: Internet purchasing.

Say goodbye to the speed limitations -- and the extra costs -- of modems and phone lines. Internet purchasing provides TCP/IP-based communication with major wholesalers that is faster and more reliable. Transmissions that used to take 30 minutes by modem might take only five minutes over the Internet.

Purchase Orders are transmitted from your DDMS system over the Internet to ECI²'s communication network, which acts a translator and traffic cop. It converts the order to the proper file format and sends it to the vendor. Whether your vendor uses XML, EDI, flat-file, or something else, they will always receive your order in their preferred format, helping ensure fast and seamless transactions.

Internet purchasing not only saves you time, it may reduce costs as well. If your DDMS server is already connected to the Internet (to a Dealer Station DDMS Edition Web storefront, for example), you can use the same connection for Internet purchasing, potentially eliminating dedicated phone lines.

Dealers can use Internet purchasing today to batch transmit purchase orders and receive acknowledgments from Daisytek, S.P. Richards, and United Stationers. These wholesalers are already accepting Internet orders from DDMS customers.

There is no charge for this standard Internet purchasing functionality: no initial setup fees, no future transaction charges. Like the current modem-based communication, it will be a standard feature of DDMS business systems.

Internet purchasing automates the supply chain to the level that you now enjoy when accepting online orders from customers. That means you get faster, more efficient purchasing transactions that cost you less.

----- Furniture Enhancements -----

Available in: (Version 5 -eNsite O/F and eNsite Pro O/F)

Our contract furniture software includes a number of recent enhancements.

You can now create and save furniture profiles, for example. Profiles let you control a number of aspects of a furniture order: project type, due dates, whether to automatically create a P/O for the order, and more. Saving a profile prevents you from having to complete these fields for every order. Instead, you can create a profile with the settings you use frequently, changing them only when an individual order requires it. Each order writer can save profile settings to suit his or her way of working.

We have added several improvements to the deposit collection features:

- You can display the Deposit window while you're in Order Entry.
- You can void deposits, returning the money to the customer, as long as the deposit has not yet been applied to an invoice.

- When voiding a deposit, you can choose to retain a portion of the deposit that the customer has forfeited.
- You can browse customer records within the deposit window to find the correct customer.

Additional deposit enhancements are planned for future versions, including the ability to purge deposits, just as you currently purge A/R and A/P postings.

You can now communicate electronically with Herman Miller, transmitting purchase orders and receiving acknowledgments.

When you release quotes, the system now retrieves the customer record assigned to the quote automatically, along with the project number. You still have the option of selecting a different customer and project number, however.

You can now print orders while you're in Change mode in Order Entry, so you can easily review the changes you made.

----- **Graphical Software Status** -----

The general release of Version 5 will include a new graphical purchasing application. You'll be able to create and receive purchase orders from a convenient, easy-to-learn graphical interface. Graphical purchasing also offers time-saving features that were not available in text-based purchasing: you can generate purchase orders from short-buy and low-stock information without having to print a report first, for example.

The first graphical serialized inventory applications have been shipped to beta testers. We currently have four graphical serialized features in testing:

- Machine and contract databases
- Serial order entry
- Basic call monitoring and dispatching
- Workorders.

We plan to release these graphical serialized inventory features in Version 7.

Version 7 is also slated to include a graphical version of general ledger. The first graphical general ledger applications should go to beta testers in December.

----- **Online Help Includes Complete Documentation** -----

Available in: (Version 5 – all eNsite products)

In the forthcoming Version 5 general releases of our eNsite products, we plan to include comprehensive online help. In addition to coverage of each graphical feature, the online help now includes all the features that currently remain in text-based screens.

You'll find every parameter explained in the online help, for example, and every communications screen.

The only software features not covered in online help are text-based screens that have been replaced with graphical applications. You can manage your inventory database in the Inventory window or the (E) screen, for example. In this case, online help covers the Inventory window, but not the (E) screen. Older text-based screens are well documented in the Standard Books and in “What’s New in Versions 4 & 5.”

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