



Business

Solutions

Now. . . . .

### ABOUT US:

MSEDP founded in 1973, has evolved to a one-stop business-to-business technical solutions group, specializing in Technical Consulting, Hardware and Software Sales and Internet Development. Our primary focus is to provide our customers the Total Solution that will address their technical needs.



We have the expertise and the experience to integrate people and technology through custom application development and consulting services.

### MARGINS PLUS

It is a comforting feeling to know that other distributors within your vertical markets use the software you are about to purchase.

Our experience has proven that no two distributors are alike. Even distributors within the same industry have totally different needs and requirements. We believe that it is out of this diversity that the true strength of our Margins Plus System is realized.

With the many different options that Margins Plus contains we are confident that it will streamline the lines of communication and support between your back-office operation and the front line. Margins Plus is a one-stop application which links the key functions of Inventory Management, Sales Management and Accounting for a distributor.

Distributors in the following industries are using the Margins Plus application successfully:

- ◀ Restaurant
- ◀ Janitorial
- ◀ Electrical
- ◀ Plumbing
- ◀ Air-conditioning & Heating
- ◀ Packaging
- ◀ Medical
- ◀ Refrigeration
- ◀ Hardware

A key feature that makes Margins Plus distinct from other applications is its Parameter System, which contains over 500 user definable options that go along with the thousands of built in standard features. The Parameter System allows the user to customize the Margins Plus to their needs and requirements.

Margins Plus has assisted our clients to circumvent business issues while increasing their profitability.

### SYSTEM REQUIREMENTS

#### Hardware:

Linux platform (PC Based) on a high end server

### INVENTORY MANAGEMENT

With a unique interface between Order Processing, Price Management and Inventory Control, Margins Plus enables the user the ability to manage their inventory up to the minute.

#### Inventory Control

##### Functions:

- Product information
- Keyword search
- Real time stock status
- Multiple costs
- Multiple broken case and pricing units of measure
- Inventory value vs. inventory movement
- Multiple inventory forecasting
- Stock transfers between warehouses

##### Reports:

- Inactive item report
- End of quarter calculation
- Inventory transaction history
- Physical count system (before, after, variance)
- Critical Inventory Reporting

#### Price Management

##### Functions:

- Price maintenance
- Class module maintenance
- Site price book with customized cost coding
- Customer internal price list
- Contract pricing
- Customer site price book coded
- Price and Cost book

- Promotions
- Storage contracts
- Price Increase Letter

##### Reports:

- Customer price list & purchase history
- Salesperson's price history
- Customer price history maintenance and inquiry

### Order Processing

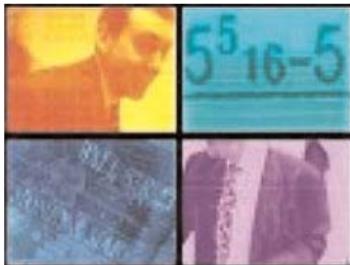
##### Functions:

- Search capabilities
- Full Function Customer Service Inquiry
- Multi -company and multi-warehouse capability
- Automatic credit check
- Multiple pricing methods:
  - Customer Price History, Suggested List Price, Cost Plus, Quantity Breaks, Contract Pricing, List Multiplier, Discount off list and many more...

- Online specific product instructions/ specifications
- Inventory control of multiple broken case units of measure.

- Quote, invoice, pending order and cash register transaction processing
- Handles warehouse, drop ship, indirect, service, and custom order types

- Non-stock item processing and tracking
- Optional warning parameters
- Automatic handling charge application
- Invoice recall with reprint capabilities
- Optional Remote Order Entry via internet/direct dial up
- On-line customer item purchase history



- Order exception report
- Order status tracking
- Open order reports
- Back order report
- Short ship report /service level rating
- Driver Routing and reporting
- Special instructions by order, customer, ship to

## Purchase Order Processing

### Functions:

- Easy vendor access
- Non-stocked product control
- Inquiries by Purchase Order, vendor or product
- Multiple costing units of measure by product
- On-line inventory update of ordered inventory
- Variable Inventory Accounting methods by product
- Allows for remarks by product on Purchase Order line item
- Automatic Purchase Order recall history inquiry
- Multiple vendor rebate capability
- Promotions
- Product quoting system
- FAX / Email Purchase Orders to vendors

- Complete Purchase Order preparation and tracking
- Payment terms assignment by vendor with override capability
- Automatic Purchase Order creation for drop ship customer order

- Purchase Order reprint capability
- Automatic customer order/back order allocations
- Automatic Purchase Order purge upon total receipt/invoicing

### Reports:

- Purchase History Subsystem: Inquiry and Purchase Analysis:
- Product cost update and variance report

## SALES MANAGEMENT

### Functions:

- Analyze sales at multiple levels
- Two-year sales analysis
- High-to-low analysis on profit, sales dollars and units
- Product price trend analysis
- Average price and GTM analysis



### Reports:

- Service level reports
- Thirteen-month rolling history
- Monthly, quarterly and annual reporting

## ACCOUNTING

The accounting feature is designed to help you manage your vendor base, sales force and control your cash flow. The reports within this section are organized to assist you in determining where your money is coming from and where it is going.



## Commission Pricing

### Functions:

- Alternate Commission
- Multi Calculation Methods
- Sliding scale
- Penalties on past due invoice
- Flexible Commission Processing

### Reports:

- Commission Reporting
- Monthly commission earned report

## Accounts Receivable

### Functions:

- Real time Inquiry of open/pending
- Paid invoice check inquiry referencing
- Cash receipts control by check
- Automatic cash application
- Incoming Estimated Cash Value Analysis
- Non-Accounts Receivable cash with General Ledger integration
- Fully integrated with General Ledger
- Multiple other allowances with reason control by General Ledger
- Daily Sales Journal with profit and taxing authority analysis
- Invoice History in detail with recalls and reprint capabilities
- Label printing for customers and prospects
- Customer statements and dunning letters (optional by customer)
- Optional service charge application

### Collections

- Aged trial balances by customer and salesperson
- Recapitulation for collections
- Doubtful account assignments
- True past due aging predicated on terms by invoice
- Aged Trial Balance Callback Collection Analysis System

### Reports:

- Customer "Due to Call" Report
- Payment History Report
- Tickler messages and collection notes

## Accounts Payable

### Functions:

- 12 month rolling Payment trend analysis
- Posting to General Ledger on a cash or accrual basis
- User definable aging categories
- Extensive Purchase History
- Use of vendor invoice numbers or internal vouchers
- Recurring invoices
- Multiple bank accounts
- Automatic selection and partial payment of invoices
- Manual check posting
- Interfaces with optional bank reconciliation program

## General Ledger

General Ledger is the foundation of the accounting product line. General Ledger is where the transactions are brought together to give you a detailed picture of your financial condition.

### Functions:

- Recurring Journal entries, using either amounts or percentages
- Four different budgets
- Automatically generated financial statements
- 2-year history of open General Ledger Transactions
- Flexible period ending dates
- Full detail transaction history
- Four years of history

## Payroll

Payroll is designed to take the hassle out of calculating employee checks by hand and provide the reports for federal and state agencies.

### Functions:

- Fully maintainable tax tables for all 50 states

- Job codes allow different rates for different jobs by employee
- Unlimited number of earnings and deduction codes
- Pre-tax earnings and deductions, such as for 401K's
- Account payable interface for FICA and other tax deposits
- W2 Check printing

### Reports:

- Insurance census reports

## Bank Reconciliation

Simplifies the reconciliation process of your bank accounts, by pulling together your bank deposits from Accounts Receivable and checks from Accounts Payable and Payroll.

### Functions:

- Issue account payable checks
- Issue payroll checks
- Multi-bank ledgers

### Reports:

- Bank Reconciliation Report
- Transaction Detail Report

## ANCILLARY SERVICES

### Exporting Functionality:

- ODBC (optional)
- EDI Invoicing
- FAX and Email capabilities
- Broadcast Faxing (advertising business)

### Importing Functionality:

- Web/Order Entry
- EDI Capabilities
- Third Party Pricing Updates of Items, cost and List
- Trade Service

## CONTACT US:



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