

VISION POS / SALES

..... from



Product Description

VISION POS / Sales is a full Debtor administration system that controls your Point of sale (POS), Inventory, Debtors transactions and payments.

VISION POS / Sales works stand-alone or can be used on-line with the other surrounding modules of the VISION Business Administration Suite. It offers all possible features to achieve maximum control over your debtors and income management.

Features

The following are the main features of the **VISION POS / Sales:**

- Point of Sale (POS) with inbuilt
 - Barcode scanners
 - Bar code labelers
 - POL- displays and Cash drawers
 - Receipt printers and more...
- Flexible Article definition
- Multi currency customer accounts
- Credit limits/Account blocking/Tax exemptions
- Proforma Invoices/sales orders/ Invoices and Credit/Debit notes
- VAT, line and Cash discount facilities
- Multi currency payments/split payments
- Invoice offsetting
- Importing your own Company graphics
- Variety of receipt and invoice layouts
- Multiple invoice and receipt books
- Duplicate sales transactions
- Payment overview reports
- Price fixing facility
- Variants codes for different package sizes
- Multiple and Linked PLU
- Easy data retrieval (Search facility)
- Cash Sales cancellations
- Extensive reports generator
- Batch posting of cash sales
- Aged debtors analysis
- User friendly defined setups
- Sales analysis features, e.g. Top Sales
- Extensive built-in security system



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Point of sale (POS)

Use either mouse or keyboard for easy and fast Cash Sale processing. Furthermore, you are able to use the module's extensive inbuilt interfaces such as: Barcode scanners, Receipt printers, POL-display, cash drawers and Barcode labelers.

The screenshot shows the main POS interface with the following details:

- Customer ID:** CASH
- Reference:** 0
- Date:** 14-12-2002
- Currency:** TZS
- Exch. Rate:** 1.0000
- Multi code:** CASHIER1
- Buttons:** Pay, Preview, Close, Display
- Table:**

Item Code	Item Description	Qty	Price	Total (Ex.Tax)
ASPIRIN	Aspirin Tablets	20	40.00	800.0
BUTTER	Butter Lotion	3	7,500.00	22,500.0
GILLETEPERFUME	Gillete perfume	5	7,000.00	35,000.0
MILKS500	milk 500gm	1	700.00	700.0
NIVEA500ML	Nivea Perfume 500ml	7	3,500.00	24,500.0
- Total Costs:** 83,500.00
- Discount:** 2% = 1,670.00
- Taxes:** 16,700.00
- Amount Payable:** TZS 98,530.00

When making a cash sale, the operator is able to enter the cash transaction, process payment in any currency and print out a receipt in several layouts.

The screenshot shows the 'Pay Method' dialog box with the following details:

- Pay Method:**
 - Cash Payment
 - Cheque
- Total amount:** 98,530.00 TZS
- PAID IN:** TZS
- Exch. Rate:** 1.0000
- Total payable:** TZS 98,530.00
- Paid Amount:** 100,000.00 TZS
- Change:** 1,470.00
- Comment:** Cash payment.
- Buttons:** Pay, Close

The screenshot shows a printed receipt with the following details:

DEMO LTD
 1221 XX Bagama
 TIN:190-56-200 VEM:100-20/9

CASHIER1
 Customer: CASH
 Cash Sale: 179 14/12/2002
 Sales asst: exact 11:19:26

20	Aspirin Tablets	800.00
3	Butter Lotion	22,500.00
5	Gillete perfume	35,000.00
1	milk 500gm	700.00
7	Nivea Perfume 500ml	24,500.00
Discount		1,670.00
PAYABLE: TZS		98,530.00
VAT:		16,700.00

Signed:



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Flexible Article definition

The article definition feature allows users to define sales items and their service codes, supplier information, stock levels and discount groupings.

Using the cost component feature, profitable price margins for sales items can be set. This costing will take into account other miscellaneous costs incurred such as: freight costs, storage costs, administrative costs and any additional costs related to the sales item – as defined by you.

Articles Entry

Main | Add-on | Accounts

Article Code: ASPIRIN | Description: Aspirin Tablets

Stockable: Sales | Unit of Measure: EACH | Main Group: MEDIC

Supplier ID 1: MEGA | Details... | Technical Stock: 1,038.00
 Supplier ID 2: MEDIC | Details... | Economic Stock: 1,915.00
 Supplier ID 3: | Details... | Minimum Stock: 100.00
 Outstandings | Maximum Stock: 10,000.00

Stock Location: SHOP | Selling: | Purchasing Price: 25.00 TZS
 Order Method: CC | Buying: | Freight Costs: 0.00 Price Def.
 Order level: 500.00 | Int. Cost Price: 29.00
 Interval: 10 Days | TOTAL PRICE: 40.00
 Quantity: 0.00 | Tax Category: VAT
 Optimum level: 600.00 | INCL. PRICE: 48.00 TZS
 Average Cost: 38.23

Add | Edit | Find | Delete | Exit | VIEW-MODE

Record: 1 of 18

Customer Particulars

Go To Account: MARKS | DEBTOR | CREDITOR
 DebtorID: MARKS | Organization Name: Marks and mikes Ltd

Contact Title: Mrs. | Account: | Blocked:
 First Name: Chelsea | Payment Terms: CASH14D | Disc. Grp: 2
 Last Name: Hussein | Limit Amount: 10,000.00 USD
 Open Balance: 0.00 USD

Address: P.O. Box 324 | Postal Code: | City: Morogoro | Country: Tanzania
 Phone: | Fax: | E-mail: Marksm@netways.com | Note: |

Correspondence Header
 Marks and mikes Ltd
 P.O. Box 324
 Morogoro
 Tanzania
 Tax exempted: | Is Customer:

Add | Edit | Delete | Close | VIEW-MODE

You can define stockable articles or service items. Variant codes can be used for different packaging sizes.

Cost Definition

Article Code: ASPIRIN | Aspirin Tablets

1	Shelf Cost	5.00	% FOB	6		0.00	% FOB
2	Administration Cost	1.00	% FOB	7		0.00	% FOB
3	Transport Cost	10.00	% FOB	8		0.00	% FOB
4		0.00	% FOB	9		0.00	#
5		0.00	% FOB	10		0.00	% FOB

Total Costs: 29.00 TZS

Profit Margin: 37.93 % | ON: 1 2 3 4 5 6 7 8 9 10

TOTAL PRICE: 40.00 TZS

Edit | Exit | VIEW-MODE



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Multi currency customer accounts

The VISION POS / Sales module enables users to maintain Multi currency customer accounts. Now you have the flexibility of having an inventory of unlimited debtor accounts in any currency. The system facilitates effective updates of these accounts and **customer account reports are easily generated** when required to give users an **accurate overview of all debtors with their outstanding amounts**.

Credit limits/account blocking/tax exemptions

Vision POS / Sales provides users with complete control over debtors in terms of determining credit limits per individual customer, blocking customer accounts whenever necessary and identifying tax exempted customers. With these facilities, you are able to effectively manage your debtor accounts.

Proforma Invoices, sales orders, Invoices, Credit/Debit notes

Proformas invoices, sales orders, invoices, credit/debit notes are generated from the system. The Sales order will facilitate delivering of goods to your customers in different quantities at specified time intervals. Also this documentation will be used as commitment to deliver goods at a later date. Now, you will be able to maintain a comprehensive sales portfolio by either opting to keep the sales orders or deleting them after invoices have been processed against them. An up to date Sales portfolio ensures all documentation relevant to customer transactions is available for reference purposes.

Item Code	Item Description	Qty	Price	Tax	Dis.	Total (Ex. Tax)
ASPIRIN	Aspirin Tablets	13	0.04	20	2	0.57
BUTTER	Butter Lotion	2	8.33	20	0	16.67
GILLETEPERFUME	Gillete perfume	3	7.78	20	0	23.33
HEDEX	Hedex Tablets	25	0.03	20	2	0.82
NIVEA500ML	Nivea Perfume 500ml	8	3.89	20	0	31.11
		1	0.00	0	0	0.00

Record: 1 of 5

Delivery Time: 14 Days

comment: sales order for the above goods.

Idle Amount Payable: USD 86.99



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Demo Ltd.

P.O. Box 123455
Dar es Salaam

Tel: 022 1239999
Fax: 022 1239998
Mobile: 0746 123999
Email: demo@exactsolutions.com

Customer: JOINT

TAX INVOICE

Joint Enterprises
Lake View
P.O. Box 60
South

REF:	40
Date:	15-12-2002
Currency:	TZS
Exchange Rate:	1.00

Item Code	Description	Qty.	Price	Tax (%)	Total (ex. tax)
WILLET PERFUME	5 Wet perfume	2	7,000.00	20.00	14,000.00
UBELIGHT	Tube Light	1	1,500.00	20.00	1,500.00
UPS	Uninterruptible Power Supply	7	100,000.00	20.00	700,000.00
SOCKET250	Socket 250Gains	20	1,000.00	20.00	20,000.00
PANNER	Printer	1	1,700.00	20.00	1,700.00
Grand Total including Tax:					787,200.00

Discount:	73,720.00
VAT:	147,440.00
Total Payable Amount:	810,920.00 TZS

Goods bought against Joint's account.

In addition to these, linking of various customer documents is made possible. Invoices can be easily created and linked to specific sales orders, Proformas as well as Credit/Debit notes. Accordingly the

time that you would have used to enter similar details, with other programmes is significantly reduced.

VAT, line and cash discount facilities

The VAT component is defined within your system set-ups. All customer transactions will have the VAT component added to them automatically (if applicable). A tax summary report is then processed by the system.

DEMO LTD

Tax Summary

From : 01-Jul-1998 To : 15-Dec-2002

Curr:	Total Excl. Tax	Total Incl. Tax	Total Tax
Totals for TZS at 20%	9,309,892.61	11,171,871.13	1,861,978.52
Totals for TZS	9,309,892.61	11,171,871.13	1,861,978.52
Totals for USD at 20%	1,904.38	2,285.26	380.88
Totals for USD	1,904.38	2,285.26	380.88

The VISION POS / SALES module makes it possible to set different discount grouping for all, or any grouping, of your customers. In addition to this, line and cash discounts can be given against a particular sales item or on all purchases made.

Multi currency payments/split payments

The system gives your customers the freedom to settle their accounts in any currency. Euros, Pounds, dollars, Ugandan shillings and others are all accepted by the system, which then converts all the currencies to the system base currency for the



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purposes of reports and taxes. Debtors can make full or partial payments to their accounts.

Debtor and Creditor Payments

Debtor Payments Invoices Offset

DebtorID: **RUSSEL** RUSSEL COMPANY LTD
 Balance: 656.40 USD Date: 15/12/2002

PAID IN: TZS
 Calc. Balance: 590,760.00 TZS
 Paid Amount: 200,000.00 TZS

Pay Using Current Exchange Rate?
 Yes No
 Exch. Rate: 900.0000
i.e 1 USD = 900.0000 TZS

Pay Method Cash: Cheque: Other:
 Cheque Nr: 145900

Paid To: 100-100 Tsh bank

Date	Invoice Ref.	Amount Charged	Balance	Org.Rate	Pay.Rate	Paying	Sel.
06/12/2002	35	133.27	133.27	900.000	900.000	133.2666666667	<input checked="" type="checkbox"/>
08/12/2002	36	333.33	333.33	900.000	900.000	88.9555555556	<input checked="" type="checkbox"/>
12/12/2002	37	3.80	3.80	900.000	900.000	0	<input type="checkbox"/>
14/12/2002	38	186.00	186.00	900.000	900.000	0	<input type="checkbox"/>

Comment: Partial payment for invoices.

Pay In Calculator New Account Exit

The Debtors Ledger view enables you to quickly review account transactions for specific debtors in a certain period. Furthermore, at an instant one can see the historical account balances for any particular time period.

The status of individual debtor accounts is summarised in the „Account Statement report which could be sent to your customers on regular basis.

Demo Ltd.
 P.O. Box 123455
 Dar es Salaam

Tel: 022 1239999
 Fax: 022 1239998
 Mobile: 0746 123999
 Email: demo@exactsoftwaresolutions.com

Statement of Account

15/12/2002 11:00:00

Account Holder: MARKS
 Account In: USD

MARKS and MARKS Ltd
 P.O. Box 324
 Morogoro
 Tanzania

Opening Balance: 0.00

Trx.	Date	Source Trx.	Debit	Credit	New Balance	Comment
1	11/11/2002	Invoice: 32	29.49		29.49	Invoice No. 32
2	11/11/2002	Receipt 14		29.49	0.00	Payment For Invoice No.32
3	11/11/2002	Receipt 14		0.51	-0.51	Payment for goods bought at account payable.
4	11/11/2002	Invoice: -	30.00		29.49	Payment for goods bought at account payable.

Closing balance: 28.48

Invoice offsetting

The invoice-offset feature can be used whenever you would like to clear a specific invoice without receiving the actual payment from the customer. This can be used for bad debtors and additional discounts given after the invoices have been processed.

Importing your own company graphics

VISION POS / SALES enables you to import your own Company graphics into the system. Your company logo and correspondence details will form the header for all your reports and other official correspondence.



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Variety of receipts and invoice layouts

VISION POS / SALES users have at their fingertips many different layouts for their receipts and invoices.

So depending on your company's requirements, you just need to select the type of receipt/invoice that you would like the system to generate for you, and then print out your receipt/invoice.

Select Transaction to print

Type of receipt

Cash Sale Payment
 Account Payment

Sort selection

By date
 By Receipt Number
 By Payment Transaction number

Payment Transaction: 191

Payment Trnx: 191
Receipt No: 169
Date: 06/12/2002
Name: CASH

Desired Receipt Layout

Cash Receipt with full details
 Cash Receipt without Details
 Slip Printer Receipt

OK
Cancel

Demo Ltd. Tel: 022 1239999 Fax: 022 1239998
P.O. Box 123455 Mobil: 0746 123999 Email: demo@exactsoftwares.com

No. 169 Receipt Date: 06/12/2002

Received with thanks from: CASH

The sum of TTS fifty seven thousand six hundred

Being customer's payment for cash sale.

Pay Method: CASH

PAID: TTS 57.600,00

VAT Information: TTS 194.36.200, VTR 100.200

With Thanks

Demo Ltd. No. 166-209
P.O. Box 123455
C/O. of Sideman

To: CASH
S/N: CASHIER

TAX Cash Sale
Date: 06-12-2002
REP: 100
Currency: TTS
Exchange Rate: 1.00
Page: 1 of 1

Item Code	Description	J	Qty.	Unit Price	NET Total	Tax Total (VAT)
BLU1004L	Blue Lady Perfume 500ml	2	1	15.000,00	30.000,00	16.600,00
BLU1005	Butter Lotion	1	1	7.500,00	7.500,00	3.500,00
BLU1006V	Nivea Perfume	2	1	15.000,00	30.000,00	16.600,00

Received in good order: Date: _____ No: _____ Subtotal: 4.000,00

Name: _____ S/N: _____ Total Payable: 57.600,00 TTS

DEMO LTD

1221 XX Ragama

TIM:190-56-200 VER:100-20/9

CASHIER

Customer: CASH

Cash Sale: 169 06/12/2002

Sales asst: exact 11:13:52

2	Blue Lady Perfume	30.000.00
1	Butter Lotion	7.500.00
3	Nivea Perfume 500ml	10.500.00

PRYABLE: TTS 57.600.00

VAT: 9.600.00

PAID:

CHANGE:

Sign d:

Multiple invoices and receipt books

The system offers multiple invoice and receipt books per individual operator. Whenever you log into VISION, the system will determine which receipt and invoice book is to be used by that operator.



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Duplicate sales transactions

The VISION POS / SALES module facilitates the duplicating of invoices, sales orders, proformas, credit notes and cash sales transactions. Multiple duplicates of these transactions are equally made possible.

Payment overview reports

Extensive payment overview reports are produced from the system for your analysis. A cash/cheque overview report can be printed out for all your customers.

Payment Overview

Name: CASH from 01-Jul-1996 to 15-Dec-2002 (All) Cashier: guest

Cur.	Date	Receipt	SalesRef	Name	Paid	Pay method
TZS	05/01/2002	1	D 1	CASH	10,000.00	CASH
	05/01/2002	2	D 2	CASH	18,300.00	CASH
	05/01/2002	3	D 3	CASH	120,000.00	CASH
	08/01/2002	4	D 4	CASH	28,200.00	CASH
	08/01/2002	5	D 5	CASH	8,500.00	CASH
	10/01/2002	6	D 6	CASH	27,000.00	CASH
	10/01/2002	7	D 7	CASH	17,500.00	CASH
	10/01/2002	8	D 8	CASH	4,200.00	CASH
	10/01/2002	9	D 9	CASH	8,500.00	CASH
	10/01/2002	10	D 10	CASH	78,100.00	CASH
	12/01/2002	11	D 11	CASH	25,800.00	CASH
	12/01/2002	12	D 12	CASH	900.00	CASH
	12/01/2002	13	D 13	CASH	8,500.00	CASH
	15/01/2002	14	D 14	CASH	17,400.00	CASH
	15/01/2002	15	D 15	CASH	8,500.00	CASH
	15/01/2002	16	D 16	CASH	16,800.00	CASH
	15/01/2002	17	D 17	CASH	1,200.00	CASH
	16/01/2002	18	D 18	CASH	18,300.00	CASH
	16/01/2002	19	D 19	CASH	9,900.00	CASH



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Variant codes for different packaged sizes

Within the VISION Sales module, you have the capability of setting variant codes to different packaging sizes. Therefore you could sell an individual sales item or packaged sizes of the same item, the system will automatically price the packaged sizes and update your stocks with the variance.

Multiple and linked PLU

The production companies usually change their product codes whenever a product slightly changes. These changes in codes could affect identification of the same products within the system. VISION has made a provision to tackle this „alias“ problem. VISION will identify different barcodes specific to a particular item and link these barcodes to that item. Therefore it will be unlikely that you have to maintain the same item twice into your system. The Linked PLU feature is useful whenever you sell products as sets, e.g. PC-keyboard and mouse. Linked PLU could also be used for promotional campaigns.

Price fixing facility

Using VISION POS / SALES, you can easily set prices for your sales items, materials, service and production items according to your kind of business. The price „locking“ facility prevents any alteration on the recommended sales price.

Group code: HARDWARE

Article Code	Description	Uom	Price (ex.-tax)	Curr.	Tax Category	Stockable
BULB	Electricity Bulbs	EACH	750.00	T.ZS	VAT	Yes
SINKS	water sinks	EACH	45,000.00	T.ZS	VAT	Yes
SOCKET250	Sockets 250ahms	EACH	1,000.00	T.ZS	VAT	Yes
SPANNER	spanner	EACH	1,700.00	T.ZS	VAT	Yes
TANK1000LTS	Water Tank 1000 litres	EACH	65,000.00	T.ZS	VAT	Yes
TUBELIGHT	Tube Lights	EACH	1,500.00	T.ZS	VAT	Yes
UPS	Un interruptive Power Supply	EACH	100,000.00	T.ZS	VAT	Yes

Easy data retrieval (Search facility)

Data retrieval is made simple by the use of the search facility. At an instant all the information you require is made available to you.

The image shows three overlapping windows from the VISION POS / SALES software:

- Article Search:** A window with search fields for Search1, Search2, Article search (containing 'PANADOL500'), and Model Number. It includes radio buttons for 'Or' and 'And' search logic, and a 'Search' button.
- Articles to select:** A table window showing search results for 'PANADOL500'. The table has columns for Article code, Description, Quantity, and Expiry date.

Article code	Description	Quantity	Expiry date
PANADOL500	Panadol 500gm	500.00	01-Jan-9999
MAIN STORE		128.50	01-Jan-9999
shop outlet		38.00	22-Jul-2009
shop outlet		500.00	23-Oct-2004
- Transaction selection for Report:** A window with various reference fields (Invoice Ref., Sales Order Ref., Proforma Ref., Credit Note Ref., Cash Sales Ref.), Customer ID (set to 'BLUES'), Customer Name, Start Date (01-07-1996), End Date (15-12-2002), and Multi code (CASHIER1). It includes 'Clear', 'Cancel', 'Collapse', 'Expand', and 'Exit' buttons, as well as radio buttons for 'In progress' and 'All'.

Sales cancellations

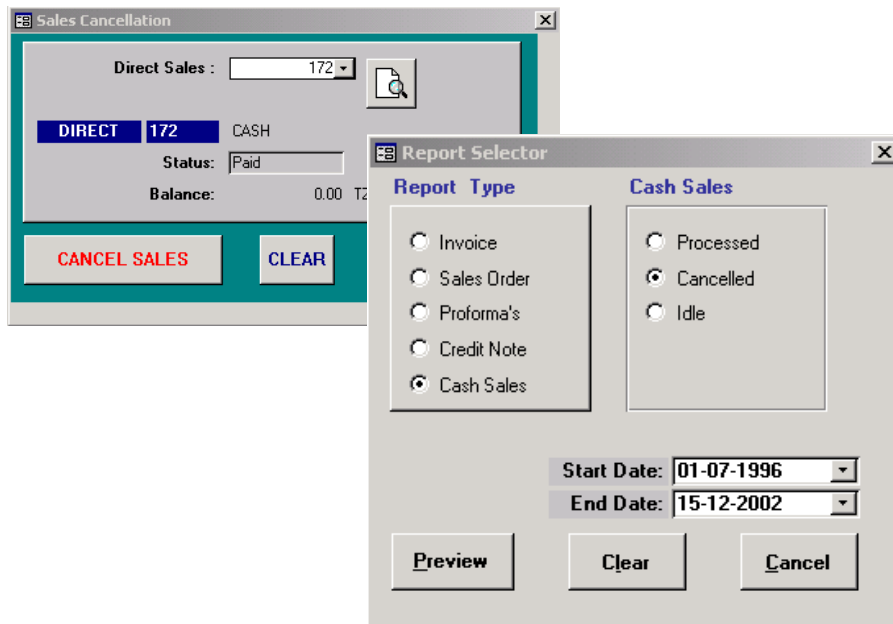


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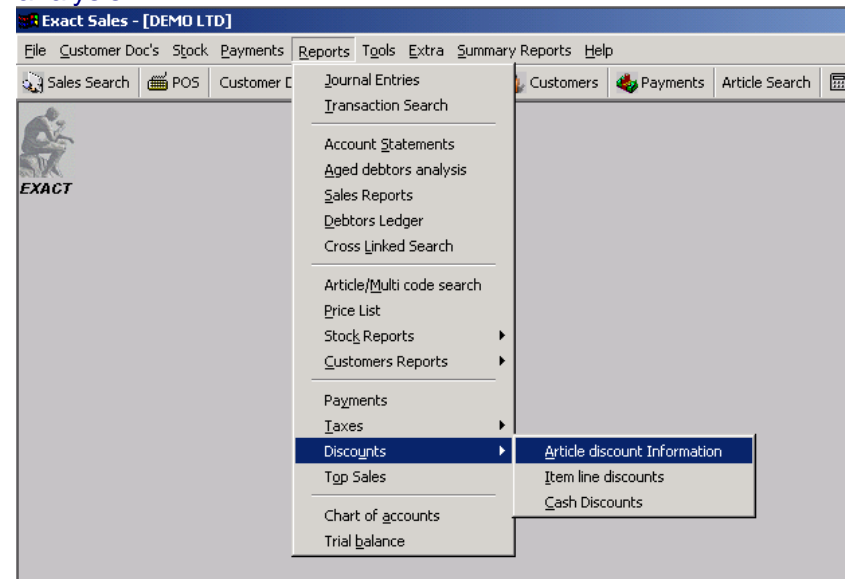


In business operations, sales cancellations occur normally and for various reasons. VISION POS / SALES provides for this eventuality through an inbuilt component that allows users to cancel sales, whether in cash or credit. In case of a cash sale, the system will enable you to cancel the sale and print out a cancelled cash sale report. Further if a debtor returns part of the consignment of goods, the system will facilitate the issuing of credit notes against returned goods.



Extensive report generator

The VISION POS / SALES report writer will generate comprehensive up to date sales reports and statements for your analysis.



Some of the reports and statements include:

- Journal entries
- Transaction search
- Account statements
- Aged debtors analysis
- Sales reports
- Payments Debtors ledger



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- Cross Linked search
- Article / multi code search

SALES STATEMENT

From : 01-Jul-1996 To : 15-Dec-2002

Sale Ref	Cust Id	Name	Status	Cur.	Amount (Excl. VAT)	Amount (Incl. VAT)	Balance	Date	Term
DIRECT 1		CASH	Paid	TZS	8,310.00	9,972.00	0.00	05-01-2002	
DIRECT 2		CASH	Paid	TZS	15,230.00	18,276.00	0.00	05-01-2002	
DIRECT 3		CASH	Paid	TZS	100,000.00	120,000.00	0.00	05-01-2002	
DIRECT 4		CASH	Paid	TZS	23,430.00	28,116.00	0.00	05-01-2002	
DIRECT 5		CASH	Paid	TZS	7,040.00	8,448.00	0.00	05-01-2002	
DIRECT 6		CASH	Paid	TZS	22,480.00	26,940.00	0.00	10-01-2002	
DIRECT 7		CASH	Paid	TZS	14,660.00	17,472.00	0.00	10-01-2002	
DIRECT 8		CASH	Paid	TZS	3,000.00	4,200.00	0.00	10-01-2002	
DIRECT 9		CASH	Paid	TZS	7,000.00	8,436.00	0.00	10-01-2002	
DIRECT 10		CASH	Paid	TZS	65,010.00	78,012.00	0.00	10-01-2002	
DIRECT 11		CASH	Paid	TZS	21,800.00	26,000.00	0.00	12-01-2002	
DIRECT 12		CASH	Paid	TZS	750.00	900.00	0.00	12-01-2002	
DIRECT 13		CASH	Paid	TZS	7,000.00	8,436.00	0.00	12-01-2002	
DIRECT 14		CASH	Paid	TZS	14,500.00	17,400.00	0.00	15-01-2002	
DIRECT 15		CASH	Paid	TZS	7,000.00	8,436.00	0.00	15-01-2002	
DIRECT 16		CASH	Paid	TZS	14,000.00	16,800.00	0.00	15-01-2002	

- Price list
- Stock reports
- Customer reports

Cancelled Cash Sales

Filtered transactions From : 01-Jul-1996 To : 15-Dec-2002

Sale Ref	Cust Id	Name	Status	Cur.	Total Amount	Balance	Date	Term
158		CASH	Cancelled	TZS	20,820.00	20,820.00	07-11-2002	
159		CASH	Cancelled	TZS	20,820.00	20,820.00	07-11-2002	
160		CASH	Cancelled	TZS	9,348.00	9,348.00	11-11-2002	
161		CASH	Cancelled	TZS	1,836.00	1,836.00	11-11-2002	
162		CASH	Cancelled	TZS				
163		CASH	Cancelled	TZS				
164		CASH	Cancelled	TZS				

Processed Invoices

Filtered transactions From : 01-Jul-1996 To : 15-Dec-2002

Sale Ref	Cust Id	Name	Status	Cur.	Total Amount	Balance	Date	Term
1		JOINT	Paid	TZS	60,300.00	0.00	05-01-2002	PAY140
2		GENERAL	Paid	TZS	236,040.00	0.00	10-01-2002	CASH140
3		BLUES	Paid	TZS	55,200.00	0.00	10-01-2002	CASH140
4		WILL	Paid	TZS	30,636.00	0.00	15-01-2002	
5		SADE	Paid	TZS	312,000.00	0.00	20-01-2002	
6		WILL	Paid	TZS	85,000.00	0.00	25-01-2002	
7		NEEM	Paid	TZS	3,000.00	0.00	20-02-2002	CASH140
8		JOINT	Paid	TZS	10,200.00	0.00	05-03-2002	
9		WILL	Paid	TZS	4,800.00	0.00	14-03-2002	
10		GENERAL	Paid	TZS	3,600.00	0.00	02-04-2002	
11		JOINT	Paid	TZS	121,800.00	0.00	11-04-2002	
12		SADE	Paid	TZS	4,000.00	0.00	11-04-2002	
13		JOINT	Paid	TZS	121,800.00	0.00	11-04-2002	
14		JOINT	Paid	TZS	4,200.00	0.00	20-05-2002	
15		JOINT	Paid	TZS	17,336.00	0.00	25-05-2002	
16		GENERAL	Balance	TZS	10,116.00	1,572.00	29-05-2002	
17		NEEM	Paid	TZS	10,500.00	0.00	05-06-2002	CASH140

Processed Direct Sales

Filtered transactions From : 01-Jul-1996 To : 15-Dec-2002

Sale Ref	Cust Id	Name	Status	Cur.	Total Amount	Date
1		CASH	Paid	TZS	9,972.00	05-01-2002
2		CASH	Paid	TZS	18,276.00	05-01-2002
3		CASH	Paid	TZS	120,000.00	05-01-2002
4		CASH	Paid	TZS	28,116.00	05-01-2002
5		CASH	Paid	TZS	8,448.00	05-01-2002
6		CASH	Paid	TZS	25,940.00	10-01-2002
7		CASH	Paid	TZS	17,472.00	10-01-2002
8		CASH	Paid	TZS	4,200.00	10-01-2002
9		CASH	Paid	TZS	8,436.00	10-01-2002
10		CASH	Paid	TZS	78,012.00	10-01-2002
11		CASH	Paid	TZS	26,000.00	12-01-2002
12		CASH	Paid	TZS	900.00	12-01-2002
13		CASH	Paid	TZS	8,436.00	12-01-2002
14		CASH	Paid	TZS	17,400.00	15-01-2002
15		CASH	Paid	TZS	8,436.00	15-01-2002
16		CASH	Paid	TZS	16,800.00	15-01-2002
17		CASH	Paid	TZS	1,200.00	15-01-2002
18		CASH	Paid	TZS	15,240.00	15-01-2002
19		CASH	Paid	TZS	9,840.00	15-01-2002
20		CASH	Paid	TZS	4,236.00	15-01-2002
21		CASH	Paid	TZS	36.00	15-01-2002
22		CASH	Paid	TZS	81,936.00	20-01-2002

- Discounts list
- Taxes analysis
- Chart of accounts
- Trial balance and many more...

Batch posting of cash sales

In any computerised system, if transactions were to be booked as they occur at different operator terminals the result would be a „Jammed network. To overcome this problem VISION POS / SALES has the batch booking facility. This ensures users book all transactions in batches so to eliminate heavy network traffic and prevent excessive journal bookings.

CASH SALES TRANSFER

CASH SALES TRANSFER

Sales Details: Currency: TZS, Transfer To: 100-100, Tax A/C: 200-100, Sales Date: 15-Dec-2002

Date	Sales Ref	Receipt	Name	Amount	Tax Amount	Ex-rate	Non Cash Ref	Transfer
15/12/2002	180	180	CASH	7,594.00	1,254.00	1.000		
15/12/2002	181	181	CASH	168,500.00	28,100.00	1.000		
15/12/2002	182	182	CASH	10,200.00	1,700.00	1.000		
15/12/2002	183	183	CASH	107,400.00	17,900.00	1.000		
15/12/2002	184	184	CASH	276,000.00	46,000.00	1.000		
15/12/2002	185	185	CASH	540,000.00	90,000.00	1.000		
15/12/2002	187	187	CASH	47,150.00	8,200.00	1.000		
15/12/2002	188	188	CASH	263,570.00	47,940.00	1.000		

Total Discounts to transfer: 26,020.00
Total Tax Amount to Transfer: 241,104.00
Total Amount to Transfer: 1,429,584.00

Buttons: Select ALL, Undo selection, TRANSFER, Selected Sales, Unbooked Sales, Stock Availability, Exit



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Aged debtors analysis

Debt collection is crucial to any business and VISION POS / SALES provides an accurate monitoring system to give you that important overview of debt collection.

The Aged Debtors analysis feature within VISION POS / SALES, enables the user to have a summary of all debtors accounts that are unsettled after the agreed credit period.

DEMO LTD

Aged Debtors Analysis (Summary)-By Balance

Code	Description	Cur.	Crd limit	Turnover	Balance	Current	0-30 Days	31-60 Days	61-90 Days
JOINT	Joint Enterprises	TZS	1,000,000.00	1,357,028.00	803,952.00	803,952.00	0.00	0.00	0.00
SADE	Sade Ltd	TZS	7,000,000.00	845,880.00	529,800.00	529,800.00	0.00	0.00	0.00
SKY	Sky Ltd	TZS	10,000,000.00	1,768,560.00	1,755,600.00	1,755,600.00	12,960.00	0.00	0.00
Total:					3,102,312.00	3,089,352.00	12,960.00	0.00	0.00
MARKS	Marks and mikes Ltd	USD	10,000.00	1,478.76	893.20	893.20	0.00	0.00	0.00
RUSSEL	RUSSEL COMPANY LTD	USD	8,000.00	656.40	434.18	434.18	0.00	0.00	0.00
Total:					1,327.38	1,327.38	0.00	0.00	0.00

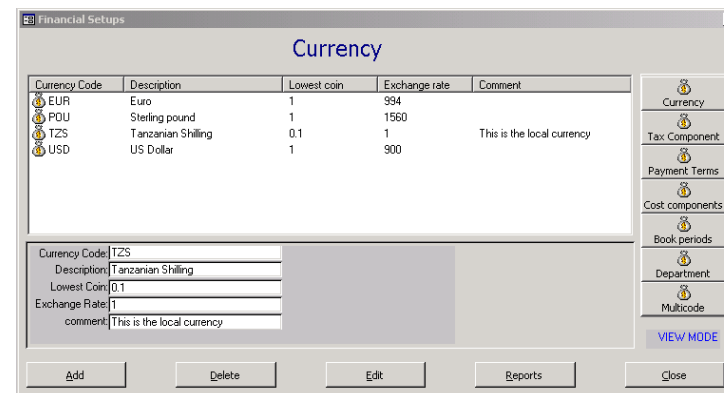
The management can use the information supplied by the Aged Debtors Analysis report to make follow-ups on default accounts. In addition to this, the Aged Debtors Analysis can be used as a measure to write off debts, as “**bad debts**” whenever the possibility of these debtor accounts being settled is unlikely.

User friendly defined set ups

This module is designed with a wide range of templated set-ups. Users are able to add/delete from the standard set-ups depending on an individual Company s requirements.



Some of the set-ups include: Defaults, Financial parameters, Inventory parameters, Account definitions, Article definitions and Debtor particulars.



Sales analysis features

Sales performance is analysed in two dimensions:

Top sales analysis

You are able to evaluate your sales items in terms of value and quantity. This monitoring system enables you to know which products have a high demand and which ones have a lower



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demand. Thus, the user is provided with an accurate overview of sales items, and their demand within a specific period.

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Top 20 sales in quantity

From: 01-Jul-1996 To: 15-Dec-2002

No.	Article code	Description	Total Sales
1	ASPIRIN	Aspirin Tablets	992.04
2	HEDEX	Hedex Tablets	813
3	PANADOL500	Panadol 500 gm	807
4	MILKS500	milk 500 gm	226
5	GILLETEPERFUME	Gillete perfum e	128
6	SOCKET250	Sockets 250 ahms	127
7	BULB	Electricity Bulbs	116
8	TUBELIGHT	Tube Lights	102
9	BUTTER	Butter Lotion	96
10	NIVEA500ML	Nivea Perfume 500ml	74
11	SPANNER	spanner	70
12	VASELINE	Vaseline body lotion	59
13	BLUELADY	Blue Lady Perfume	57
14	SINKS	water sinks	49
15	UPS	Un interruptive Power Supply	45
16	TANK1000LTS	Water Tank 1000 litres	28

Multi code analysis

With multi codes, you are able to distinguish between different operators/sales representatives within your Company. Therefore it becomes a simple process to assess an individual's sales performance. The commission report can be used to calculate commission per individual assigned multi-code.

Extensive in-built security system

Security is at the hub of an effective and efficient system; for this reason VISION POS / SALES has elaborate, in-built, multi level security functions. For example, you can assign authorisation rights per user for the several features within this module.

A dialog box titled "Password Check" with a teal background. It contains two input fields: "User Name:" with the text "Guest" and "Password:" with masked characters "*****". Below the fields are two buttons: "OK" and "Cancel".

A dialog box titled "User Security Settings for User: [New]". It has several tabs: "User Rights", "General", "Inventory", "Sales", "Purchasing", "Financial", and "Salaries". The "General" tab is active. It contains various settings:

- General: Proforma (A), Sales order (R), Invoice (R), Credit note (S), Direct sales/POS (A).
- Checkboxes: Book cash sales, Clean up sales, Clear selection flags, Allow Discounting, Allow change of Payment terms, Allow Price change, Allow Processing, Allow Previewing/Reprint, Change exchange rate, Cancel cash sales, Set financial parameters, Duplicate transactions, Import/Export Article Info.
- Reports: Price list, Tax/Stamp duty, Discount, Temporary receipts.

 At the bottom, there are buttons for "Add User", "Delete User", and "Close Form". A record indicator at the bottom shows "Record: 5 of 5".



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As part of the VISION Package, we offer the following **additional services**.

1. Implementation / Training

➤ *Implementation*

Our highly specialised team will install and implement the new software and ensure its smooth running. We are able to guide you through the process of implementation by offering an interactive guidance while setting up your system.

We offer you the security. And convenience, of having a help desk here in Dar es Salaam.

➤ *In House Training*

We offer professional in-house training for your personnel. The intensive training sessions guarantee the sustainability of your valuable information system.

2. Tailoring your software

VISION Software is able to enhance the system by adding or modifying functionalities to meet your specific requirements.

We offer competitive prices and involve the client during the process of modification to ensure that the results are satisfactory.

3. Manuals

The manual will give you in-depth information on the operations of the system. Besides detailed information, the manual offers an easy step-by-step guide on how to set up your software.

4. One year service agreement

This is a contract between VISION software and your Company, that guarantees you free upgrades of our latest versions within the specified period.

5. Post-sales service

We at VISION Software believe in the 3QS.

Quality products
Quality customer service
Quality clientele

For more information and arrangements for a demonstration, please contact our marketing department on:

Telephone numbers: 2602497/2602400

Fax number: 2602496

Email: info@VISIONsoftwaretz.com

