

2015

ProTrac Inventory Requirement Report

An Analytical Tool for the
Hard Goods Wholesaler

Staying on top of every one of your projects currently requires endless reviews of Excel documents. Those documents have to be done and redone for every job / project.

ProTrac gives our customer a software program to give them a better way to stay up with their inventory obligations to customers

We listened to our customers and rethought the way that a distributor looked at their

- Day to day orders
- Quotes for a project
- Managing their inventory to ensure that the a customer's project was covered with on hand or inventory coming in on a Purchase Order

With our Order Requirement Report a wholesaler can watch:

1. Their day to day orders
2. Special Projects, like new customer openings.
(Inventory must be at a customer's site on a specific day.)



ProTrac's Inventory Needs Analysis

Our customers needed more than just FORECASTING. They needed an Up to The Minute ANALYTICAL TOOL to stay on top of their inventory and inventory commitments.

They wanted to review:

- All Open Orders
- Open Quotes
- Standing Quotes
- Planned Purchase Orders
- Submitted Purchase Orders
- Quantity On-Hand
- All Customer Projects

ALL ON ONE REPORT

We created our **Order Requirements Report** to let our customers see all of their inventory obligations using their own industry knowledge and the power of our powerful 4 GL Relational Data Base.

One of our customers called the Report a Giant **What If Report?**

The wholesaler can review all open orders, Quotes, Submitted and Planned Purchase Orders.

They can review all Open Orders and Quotes by a Category. (Job, Standing Order, Standing Quote, etc.)

The screenshot shows the 'Order Requirements' window with several callouts:

- Order Selection:** Callout: "Order Selection lets you pick what you want to see for this example we are going to review our project with Benton Restaurants".
- Category:** Callout: "Benton is opening a new Marquis Rest in Phoenix It will be opening August 1st".
- What do you want included with this report:** Callout: "Kits".
- PO Selection:** Callout: "What PO's do we have working on this commitment".
- Include current on hand to calculate requirement:** Callout: "In May, knowing what you have in stock for an August Order would be useless information - so you can eliminate the on hand column on the report".
- Bottom left:** Callout: "No Excel documents are required for any of this information".

Buttons: Process, Exit

Footer: Enter category or ? to browse.

ProTrac's Inventory Needs Analysis

For this example we are going to start from the beginning when the Sales Rep creates a Quote for a new opportunity.

Benton Restaurants are opening a new restaurant at the end of June. They have requested a quote. Your SR has created the quote and included the word BENTON as a Category. Now all products will be updated for this Category to keep everyone up to date on this commitment

POS Part 1 pos0010a

PRO ProTrac(R) 8.23.02 MDC pos0010a

Ord Date: 05/11/2015 Sales ID: MDC Ord Type: Q Credit Hold: No Credit Limit: 100000.00
 Order#: 6090 Sales Rep: BUD Ord Stat: Q Balance: 68543.75

Acct No: ABENT01 Terms: 2%10 NET30 Cat: BENTON Whse: TST ShipTo: 2
 Bill Name: A BENTON RESTAURANTS Ship Name: BENTON'S MARQUIS RESTAURANT
 Address: 5039 E. 10TH AVE Address: 123 Randolph
 City: APACHE JUNCTION ST: AZ City: PHOENIX ST: AZ
 Postal Cd: 8505 Country: Notes:
 Special Ins: DateReq: Contact: MARY CRUISE
 Phone: (602) 288-8599 Ext: State Tx Cd: ARZ Email: melc@pdsi.com
 Fax: () - Local Tx Cd: Taxable: No Co: APD
 PO No.: City Tx Cd: DelMeth: P SCAC: Shp Int:
 Job No.: Frght Cst: 0.00 Freight Terms:
 Hold Reason: Cons: Save Back Next

This Quote was created and assigned to a CATEGORY called BENTON - Now the SR - Operations-Purchasing-MGMT can stay connected to this job and their inventory commitments

If this Quote becomes and order ProTrac will be able to report where the company stands on the inventory needed to meet the customer's deadline.

PRO-POS Part 2 pos0009

PRO ProTrac(R) 8.23.02 MDC

Acct No: ABENT01 Phone: (602)288-8599 Order No: 6090 Order Type: Q
 Name: A BENTON RESTAURANTS Ship Name: BENTON'S MARQUIS RESTAURANT

P/L	Item Number	Description	T	Qty	SellPrice /	CoreSell	Extended	T
CBC	TDB-24-48	Draft Beer Cooler	Q	2	5,922.68	0.00	11,845.36	N
TDC	TDC-47-CG	Ice Cream Dipping Cabinet	Q	1	12,705.99	0.00	12,705.99	N
AH	80021	ALL PURPOSE WINE GLASS	Q	120	65.43 E	0.00	327.15	N
RSP	ALLT112	ALL-CLAD LOCKING TONG	Q	40	13.92	0.00	556.80	N
RSP	ALLT104	ALL-CLAD LADLE 4 OZ	Q	50	15.47	0.00	773.50	N
RSP	ALLT133	ALL-CLAD BALLON WHISK	Q	10	15.72	0.00	157.20	N
RSP	ALLTSET1	ALL-CLAD KITCHEN TOOL S	Q	10	15.72	0.00	157.20	N

Line: 7 Of: 7 Sub Tot: 26,523.20 Tax: 0.00 Total: 26,523.20
 Desc: ALL-CLAD KITCHEN TOOL S List: 0.00 Ntgs: N CM%: 27.80
 Finish

This quote was created using pricing from our Contract Pricing Module. It was also assigned to a CATEGORY called BENTON This example of a Category will only have one quote and one sales order and one purchase order. In your real world you will assign multiple quotes, orders and purchase orders to this CATEGORY Using the CATEGORY function you will eliminate all of the Excel Documents that you currently use to track your inventory commitments to a customer job.

F2=Finish Order Options, ESC=Exit & Finish Later
 G=Goto Line, Enter=Edit, A=Add, D=Delete, O=Line Notes

ProTrac's Inventory Needs Analysis



Professional Data Systems, Inc
 664 SE Bayberry Lane, Suite 105
 Lee's Summit, MO 64063
 Phone: (816) 554-3010
 Fax: (816) 554-3130
 www.pdsi.com

Quote

Invoice Date	Invoice No
05/11/2015	
Time	Order No
09:25:15	6090
Acct No	Page
ABENT01	1

Sold To	Ship To
A BENTON RESTAURANTS 5039 E. 10TH AVE. APACHE JUNCTION, AZ 85055	BENTON'S MARQUIS RESTAURANT 123 Randolph PHOENIX, AZ 85055

Contact	Phone	Terms Code	Customer P.O.	Std D
MARY CRUISE	(602)288-8599	2%10 NET30		MDC

Special Instructions	Ship Via	Tax Exempt No	SlrRep
	Customer Pickup	958541	BUD

P/L	Item Number	Description	Quantity Ordered	Quantity B/O	Quantity Shipped	Sell Price	Ext Price	T
CBC	TDB-24-48	Draft Beer Cooler 2 HALF KEGS	2	0	2	5922.68	11845.36	N
TDC	TDC-47-CG	Ice Cream Dipping Cabinet 51.875	1	0	1	12705.99	12705.99	N
AH	80021	ALL PURPOSE WINE GLASS (24)	120	0	120	65.43 E	327.15	N
RSP	ALLT112	ALL-CLAD LOCKING TONG	40	0	40	13.92	556.80	N
RSP	ALLT104	ALL-CLAD LADLE 4 OZ	50	0	50	15.47	773.50	N
RSP	ALLT133	ALL-CLAD BALLON WHISK ROUND	10	0	10	15.72	157.20	N
RSP	ALLTSET1	ALL-CLAD KITCHEN TOOL SET	10	0	10	15.72	157.20	N

Quote is good for 30 days from the date of the quote

This quote was sent out as an electronic document,
As an E Mail, directly out of ProTrac.

Non-Tax Total:	26523.20	Sub Total:	26523.20
Taxable Total:	0.00	Misc Charges:	0.00
		Discount:	0.00
		Tax:	0.00
		Freight:	0.00
		Invoice Total:	26523.20

X _____
 Received By
 Thank You

ProTrac's Inventory Needs Analysis

Professional Data Systems, Inc PRU US/11/15 - 09:56
 ProTrac(R) 8.23.02 eod0031
 97

Order Requirements PAGE: 1

Order Selection: All Open
 Include Quotes: Yes
 Include Transfers: No
 Include Returns: Yes
 Include Deposits: No
 Include Labor: No
 Include Non Real Items: No
 Order Category: Yes - BENTON
 Display Order Detail: No
 Display Line Notes: No
 PO Selection: All Open POs
 PO Category: Yes - BENTON
 Display PO Detail: No
 Include Planned POs: No
 Inventory Selection: All Inventory
 Include Curr Inv in Need: Yes

THE Sales Rep ran an order requirement report on the BENTON CATEGORY. This restaurant is opening at the end of June and what you have on hand can be key to fulfilling your commitments.

If the restaurant was going to be opening on the September first, you could have eliminated the on hand column on this report. Today's on hand will have little to no bearing on a September commitment.

P/L Item Number	Description	Qty On Hand	Qty On PO	Cust Qty Ordered	Qty Needed	SPO
AH 80021	ALL PURPOSE WINE GLASS (24)	20	0	120	100	
CBC TDB-24-48	Draft Beer Cooler	3	0	2	0	
RSP ALLT104	ALL-CLAD LADLE 4 OZ	189	0	50	0	
RSP ALLT112	ALL-CLAD LOCKING TONG	239	0	40	0	
RSP ALLT133	ALL-CLAD BALLON WHISK ROUND	250	0	10	0	
RSP ALLTSET1	ALL-CLAD KITCHEN TOOL SET	5	0	10	5	
TDC TDC-47-CC	Ice Cream Dipping Cabinet	3	0	1	0	

INVENTORY REQUIREMENT REPORT

This report came as a result of asking ProTrac for all quotes for the Category called **Benton**, which is for the new **Benton Marquis Restaurant**.

The customer accepted the quote and the next step will turn it into a Sales Order.

The next screen shows how easy this is with ProTrac.

PRO-Order Lookup

Order Lookup Account#: ABENT01 Ship To: 2 Contact: MARY CR Phone: (602) 288 PO No:

Quote Conversion pos: oe0005

Operation:
 Edit Quote
 Copy Quote
 Convert to Order

Order Type:
 Order
 Work Order
 Convert to Today's Date

Inventory Disposition:
 Sell Available Items
 Backorder Unavailable Items
 Backorder All Items
 Sell Items Negative
 Lost Sales

Account Information:
 Acct No:
 Ship To:
 Refresh Header Information?

OK

ESC=Exit

Select the type of edit to perform.

P/L	Item Number	Extended	T
CBC	TDB-24-48	11845.36	N
TDC	TDC-47-CG	12705.99	N
AH	80021	327.15	N
RSP	ALLT112	556.80	N
RSP	ALLT104	773.50	N
RSP	ALLT133	157.20	N
RSP	ALLTSET1	157.20	N

Total: 26,523.20

MOVING A QUOTE INTO A SALES ORDER

You can edit a quote and change items and amount of products.

You can copy a quote and use it for another customer

You can convert a quote into a sales order with a keystroke.

ProTrac's Inventory Needs Analysis

Report Viewer - Aordreq9736775

File Edit Search Help

Professional Data Systems, Inc PRO 05/11/15 - 10:12
 ProTrac(R) 8.23.02 eod0031
 97

Order Requirements PAGE: 1

Order Selection: All Open
 Include Quotes: No
 Include Transfers: No
 Include Returns: Yes
 Include Deposits: No
 Include Labor: No
 Include Non Real Items: No
 Order Category: Yes - BENTON
 Display Order Detail: No
 Display Line Notes: No
 PO Selection: All Open POs
 PO Category: Yes - BENTON
 Display PO Detail: No
 Include Planned POs: No
 Inventory Selection: All Inventory
 Include Curr Inv in Need: Yes

Now that the Quote is a Sales Order, ProTrac is telling you that you only have 20 of the AH 80021 wine glasses and have to order 100, just to fill this customer's order.

For the next screen: Purchasing has run this report and has ordered the wine glasses on a PO that was E Mailed out of ProTrac to the vendor.

This report reviews Open Orders and Purchase Orders to create this report.

You can cover the rest of the order out of your on hand inventory

P/L	Item Number	Description	Qty On Hand	Qty On PO	Cust Qty Ordered	Qty Needed SPO
AH	80021	ALL PURPOSE WINE GLASS (24)	20	0	120	100
CBC	TDB-24-48	Draft Beer Cooler	3	0	2	0
RSP	ALLT104	ALL-CLAD LADLE 4 OZ	189	0	50	0
RSP	ALLT112	ALL-CLAD LOCKING TONG	239	0	40	0
RSP	ALLT133	ALL-CLAD BALLON WHISK ROUND	250	0	10	0
RSP	ALLTSET1	ALL-CLAD KITCHEN TOOL SET	5	0	10	5
TDC	TDC-47-CG	Ice Cream Dipping Cabinet	3	0	1	0

INVENTORY REQUIREMENT REPORT

The Quote has been moved to a sales order. Now ProTrac's replenishment system starts to work with the number of items needed to fill this order.

Bill To: Professional Data Systems, Inc
 644 SE Bayberry
 LEES SUMMIT, MO 64063
 Phone: (816)554-3010 Fax: (816)554-3130

Ship To: *** TEST TEST TEST TEST ***
 *** DO NOT USE DO NOT USE ***
 LEES SUMMIT, MO 64063
 Phone: (816)554-3010

PURCHASE ORDER

05/11/2015 10:27
 Page: 1 OF 1

Vendor: 1305 True Supply warehouse
 2001 E Terra Lane
 O FALLON, MO 63366

 Phone: (816)696-2245 Ext 1025

Whse: TST
 Account:
 Contact: John Brownfield
 Ship Via:
 Terms:
 Notes:
 Spec Inst:

PO #: 1613

Prepared By: M97
 Order Date: 05/11/2015
 Required Date: 07/15/2015
 Confirmation #:

PURCHASING will also use this report as part of their planning

As soon as the Quote was turned into an order, then ProTrac caused the Back Ordered Item to be put on the next PO for this vendor.

This PO was sent electronically out to via the Email carrier that you use.

Line	P/L	Item Number	Description	Quantity Ordered	SP	Weight	Price	/	Extended
1	AH	80021	ALL PURPOSE WINE GLASS (24)	10	CS	00	47.2400	E	472.40
2	CBC	TDB 24 48	Draft Beer Cooler	2	EA	00	4,276.3000		8,552.60
3	RSP	ALLT104	ALL CLAD LADLE 4 OZ	60	EA	00	11.1700		670.20
4	RSP	ALLT112	ALL CLAD LOCKING TONG	40	EA	00	10.0500		00
5	RSP	ALLT133	ALL CLAD BALLON WHISK ROUND	10	EA	00	11.3500		00
6	RSP	ALLTSET1	ALL CLAD KITCHEN TOOL SET	15	EA	00	11.3500		170.25
7	TDC	TDC 47 CG	Ice Cream Dipping Cabinet	1	EA	00	9,174.0000		00

PLEASE DELIVER AFTER 9 AM TO OUR NORTH DOCK.



X Total Volume: 0.00 Total Weight: 0.00 Total Amount: 9,865.45

ProTrac's Inventory Needs Analysis

With this report you can easily see that all of the products that the customer has on order for the new restaurant can be covered by:

- On Hand Inventory
- On an Incoming PO

No Excel Documents

To key or rekey

No white boards

Or 18' note pads

With ProTrac the system has all of those notes.

Report Viewer - .\ordreqMel38792

File Edit Search Help

Professional Data Systems, Inc PRO 05/11/15 - 10:46
 ProTrac(R) 8.23.02 eod0031
 Mel

Order Requirements PAGE: 1

Order Selection: All Open
 Include Quotes: No
 Include Transfers: No
 Include Returns: Yes
 Include Deposits: No
 Include Labor: No
 Include Non Real Items: No
 Order Category: Yes - benton
 Display Order Detail: No
 Display Line Notes: No
 PO Selection: All Open POs
 PO Category: Yes - benton
 Display PO Detail: No
 Include Planned POs: No
 Inventory Selection: All Inventory
 Include Curr Inv in Need: Yes

P/L	Item Number	Description	Qty On Hand	Qty On PO	Cust Qty Ordered	Qty Needed	SPO
AH	80021	ALL PURPOSE WINE GLASS (24)	20	30	120	0	
OCBC	TDB-24-48	Draft Beer Cooler	3	4	2	0	
RSP	ALLT104	ALL-CLAD LADLE 4 OZ	189	120	50	0	
RSP	ALLT112	ALL-CLAD LOCKING TONG	239	80	40	0	
RSP	ALLT133	ALL-CLAD BALLON WHISK ROUND	250	20	10	0	
RSP	ALLTSET1	ALL-CLAD KITCHEN TOOL SET	5	30	10	0	
TDC	TDC-47-CG	Ice Cream Dipping Cabinet	3	2	1	0	

Purchasing has sent out a PO for items which are on the Benton Order.

With the items coming in on the Purchase Order you will be able to cover what the customer has ordered.

Order Requirements

Order Selection:
 All Open
 By Date Entered
 By Date Required
 Category
 Category: BENTON
 Display Order Detail
 Sort By: By Order No
 By Sales Rep1
 By Sales Rep2
 By Sales ID
 By Acct No

PO Selection:
 All Open POs
 By Date Entered
 By Date Required
 Category
 Display Purchase Order Detail
 Include Planned POs

All Inventory
 P/L Range
 Include current on hand to calculate requirement

Include Quotes
 Include Transfers
 Include Returns
 Include Deposits
 Include Labor
 Include Non Real Items
 Display Line Notes
 Kits

Process Exit

Enter category or ? to browse.

There are a lot of options when it comes to using the Order Requirement Report. If you want to look at where you stand on all open orders you can display them without a CATEGORY.

ProTrac will show you every item that has been ordered. It also has a report that shows you by item every customer who has this item on order at this time.

To run that report you would click the **Display Order Detail** and ProTrac will print out each item and the customers who purchased this item.

If you need items that are on a PO that you are building but have not submitted yet you would ask ProTrac to look at all Planned PO's

If you are working with a project that is not due for 3 months, you can eliminate the column showing on hand. For a September job, knowing what is on order in May has no impact.

Come the first of August that will become valuable information.

ProTrac's Inventory Requirement report gives you the largest **WHAT IF** report possible. The report does not update anything, it just reports the information on a day's orders, a large project, and what you owe to a customer's project.

ProTrac's Inventory Needs Analysis

ProTrac's Inventory Requirement Report is forging new ground in the world of inventory report writing. In all other reports and programs we use **Linear Thinking** to create the standard reports.

What our customers wanted was the flexibility to make a buying decision that did not always follow Linear Thinking, they wanted to be able to:

- Simply look at all Open Orders and Open PO's for a Product Line and see how they stand with those products
- Or to run the same report to review all **inventory commitments** whether on an Order, Quote, Committed Purchase Order, or CATEGORY.

The Order Requirement report gives our customer the flexibility to make buying decision based on –
Up to the minute

REAL TIME INFORMATION

NO EXCEL Documents that have to be redone time and time again.

Mel Carney
800-711-7374

Linear Thinking is a Process of thought, which follows a known cycle or step-by-step progression.

Accounting and Inventory reports demand a step by step though the process. Each step in the report must be taken and completed before the next step is taken.

In a "What IF" report, the logic is changed to let the user decide what information they need and how they want their information presented.