



Integrated Business Software and Support



## Module Booklet



## Brisbane Markets

Located at Rocklea, Brisbane Markets is the most important centre for the marketing and distribution of fresh fruit and vegetables in Queensland. It provides a business hub for fruit and vegetable wholesalers, retailers, providores, secondary wholesalers, food processors, transporters, exporters, industry organizations and related market support businesses including pallet suppliers and forklift operators.

Over the last thirty years, the Markets have expanded substantially with additional land purchased for the construction of numerous warehouses, distribution centres and other buildings. The recently approved South Gate development exceeds \$30m and will add warehouse and office space totalling 15,600m2 on a 45,000M2 site. It has over 1,200 licensed buyers, contains over 30 warehouse buildings on over 130,000 square meters of which over 44,000 is temperature controlled. More than 1 billion tonnes of produce exceeding A\$1 billion is traded each year.

Now operating as Brisbane Markets Limited (BML), they selected the MAJIK Enterprise solution after evaluating several ERP offerings from Sage, Epicor, Microsoft and several local developed solutions.

### Modules installed:

- Customer Relationship Management
- General Ledger
- Accounts Receivable
- Accounts Payable
- Cash Book / EFT
- Fixed Assets
- Property Management
- Infringement and Billing Management
- Purchase Order Processing
- Sales Order Processing
- Inventory Management
- System Manager
- Financial Report Writer
- MAJIK Link
- Job Costing
- Service & Warranty
- Point of Sale
- Work Flow

## PSP Building Products

PSP Building Supplies is a private company that has been a user of the MAJIK Enterprise solution for over ten years. Originally part of the \$150m Chemiplas Group, PSP is committed to a deliberate growth strategy for its range of products and its markets which extends over Signage, Fabrication, Thermoforming, Glazing, Roofing, Panels and general materials for the building industry.

PSP operates 3 sales and warehouse branches in Auckland, Hamilton and Christchurch and its success has been built on the strong desire to promote all 3 branches through relationship marketing. As a specialist sub-contractor, PSP required a flexible accounting system that could control its distribution and all associated operational activities. As an extension to this, PSP has implemented it's own Quality Assurance program for all contracted work.

PSP evaluated numerous ERP and logistical systems before finally settling on MAJIK Enterprise. They have also installed the application in their wood distribution company, J Scott & Son.

### Modules installed:

- System Manager
- General Ledger
- Financial Report Writer
- Accounts Receivable
- Accounts Payable
- Cash Book / EFT
- Import Costing & Tracking
- Purchase Order Processing
- Sales Order Processing
- Inventory Management
- DRP
- PDA / Barcode Interface
- e-Commerce
- MAJIK Link
- Work Flow

## TUTA Health Care

Based at Lane Cove, in Sydney, TUTA manufacture a range of disposable plastic medical devices from a raw material through to the final packaging of finished products. In 1999 a change in ownership from Japanese proprietors to a group of successful and ambitious Australian businessmen, has enabled the company to expand into Asia. Further investment in upgrading and relocating the administration offices has enabled TUTA to become licensed by the Therapeutics Goods Administration in Canberra to manufacture non-implantable medical devices under a Quality Management System compliant with European Standard EN 46001-1996.

Tuta replaced their BPICS system with MAJIK Enterprise in 1998 having evaluated a number of similar ERP applications. including JD Edwards, Oracle and Axapta.

### Modules installed:

- General Ledger
- Accounts Receivable
- Accounts Payable
- Financial Report Writer
- Sales Order Processing
- System Manager
- Cash Book / EFT
- MAJIK Link
- MAJIK Faxgate
- Distribution Control
- Inventory Management
- Job Costing
- Service & Warranty
- Bills Of Material
- Production Control
- Production Planning
- Forecasting
- Work Flow

Industry: Market Operator

Platform: HP

Operating System: Microsoft XP

Concurrent Users: 15



Industry: Building Merchants

Platform: Acer

Operating System: Microsoft XP

Concurrent Users: 20



Industry: Pharmaceutical

Platform: HP

Operating System: Microsoft XP

Concurrent Users: 15



## Company Background

Originally founded in 1987, Focal Point has successfully implemented a range of ERP solutions in over 250 sites throughout Australia, New Zealand and South East Asia.

Our focus is on providing premium business applications, systems support and associated solutions that can be delivered on time and within budget and we back this up with our unique MAJIK Enterprise software money back guarantee. Alternatively, clients can defer their software payment until their system is up and running to their satisfaction.

Focal Point Technology own the Intellectual Property Rights (IPR) to our MAJIK Enterprise application which means that we are not reliant on Application Program Interfaces (API's) or an overseas development team and we can subsequently deliver our commitments in a timely and cost effective manner. Our selecting the Rapid Application Development (RAD) tools from Magic Software Inc, a NASDAQ listed IT company, underpins this guarantee enabling us to deliver fast and cost effective extensions as and when required.

## Mission Statement

"Our mission is to deliver and install a tailored, optimised, Information Technology solution based on the business needs of each situation on time and within budget".

To achieve our mission we believe in three key principles:

- Employ and retain quality personnel
- Create and adhere to proven methodologies and standards.
- Under promise and over-deliver.

## Product Solution

MAJIK Enterprise is a Marketing management... Accounting management... Job management... Internet management and Kitting management application that extends to over thirty modules. That means you install what you need when you need it... allowing a much more careful investment of precious capital.

MAJIK Enterprise is written in a development environment based on the worlds leading developer of Rapid Application Development and Deployment (RADD) tools, Magic Software Inc (www.magicsoftware.com). Further MAJIK Enterprise is one of only a handful of applications that is "branded" by Magic Inc which substantiates both its functionality and its stability.

Magic tools are deployed in over two million sites by over 50,000 other developers and they have offices and distributors in over forty countries which means that our clients are not handcuffed to expensive maintenance contracts.

MAJIK Enterprise provides full GUI and web based functionality with "drill down" features and seamless integration to your database of choice, office automation product of choice and a host of leading edge enterprise "best of breed" productivity tools. To add to this flexibility, MAJIK Enterprise is available on the leading operating systems including Microsoft XP, Unix (including Linux) and IBM OS400.

## Key Features of MAJIK Enterprise using Magic eDeveloper

- Table driven methodology - Automated version control
- GUI, Java & HTML user interfaces - Single development model
- Scalable architecture - Legacy Integration
- Database independent - Platform independent

## Other key benefits of MAJIK Enterprise include:

- MAJIK Enterprise is branded by Magic Software Inc substantiating its pedigree.
- MAJIK Enterprise is available for "in house" customization.
- MAJIK Enterprise is scalable from 1 to 100+ concurrent users.
- MAJIK Enterprise is a function-rich product with numerous switches that activate features relevant to the user's environment facilitating easy tailoring of functionality.
- Features provided in the Magic toolkit mean MAJIK Enterprise can be customized without program modifications for specific user requirements.
- Work Flow functionality enables a user to automate a number of their current business processes dramatically reducing implementation and ongoing training costs.
- MAJIK Enterprise is modular and extends to over thirty (30) modules which can be added to your system as and when required.

## Services

Understanding your general accounting, inventory and manufacturing requirements is a critical service we build into the Business Analysis (BA) process because these elements need to be addressed accurately and within the context of your specific environment. For that reason our consultants are either CPA or APICS certified and / or are accredited by our suppliers.

Secondly, our Customer Prioritised Development (CPD) service gives you the opportunity to prioritise any enhancements to the MAJIK Enterprise solution to meet specific refinements to your system.

## Support

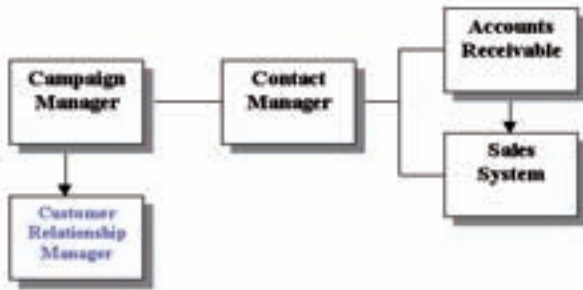
Our standard maintenance contract offers you full support with a fixed response time during local business hours, five days a week. To ensure you continue to secure timely and current solutions, your support package will also include software update options, enhancements and new releases. This ensures that your system keeps up with the needs of your business and continues to provide you with a competitive advantage.

## Business Intelligence

With business becoming increasingly competitive, complex and fast moving, it is imperative that you know the critical success factors, which will enable you to take your business forward. Focal Point has the tools to make the process of analysing your business data and reporting, straightforward and fast. We help you turn business data into business intelligence. Our experienced consultants will work with you and deliver the necessary advice, or reports that you need when you need them.

The MAJIK Customer Relationship Management (CRM) modules are a cost-effective and powerful system that can be used to generate more sales revenue and maintain existing customer loyalty. It can provide far more than telemarketing since it can be used to develop new customers, sustain an existing customer network as well as improving general customer communication.

The flowchart below outlines the MAJIK Customer Relationship Management System.



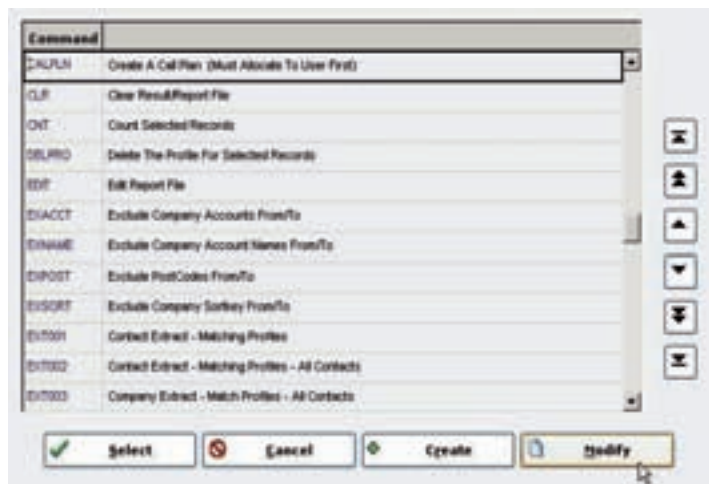
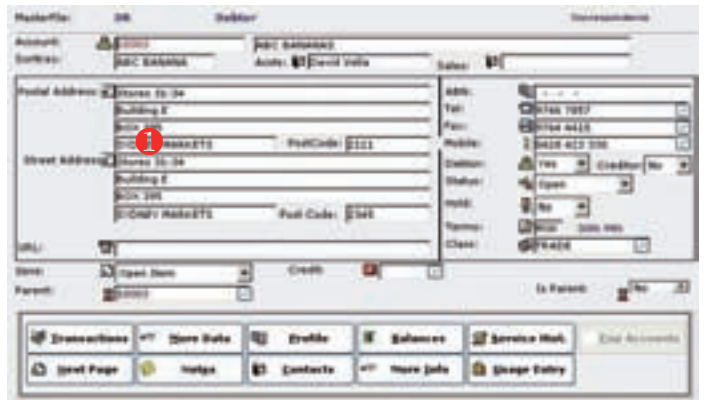
Most organisations store information in multiple disconnected databases with little consistency of customer and contact data. Contact Manager stores all company and contact details in a single, central database. This enables internal (company based) and external (field based) sales and service personnel to build a shared database of customer and prospect information.

## BENEFITS

Campaign Manager enables you to run campaigns in order to extract lists of customers and contacts based on powerful searching criteria. These extracted lists can then be used for mailouts, labels, individualised letters, promotion, or whatever you require. By automating the complete sales cycle, your sales force will have a tremendous strategic advantage - whether it's generating leads, tracking prospects, forecasting sales, or analysing sales. And with all the facts at their fingertips, staff will be able to focus on serving the customer.

### Creating Campaigns within Contact Manager

- Attach an unlimited number of fields to companies and individuals within those companies, to hold as much information as you require.
- These user defined fields can be flagged as mandatory, so they must be entered when the company or contact file is maintained. You can also define "masks" to control how the information is entered.
- Profile look-ups are fields that enable multiple tags to be linked to a simple profile category. For example, under the profile category 'Product Interest', unlimited product codes can be tagged to a single company record. Profiles of Company contact preferences are instantly accessible to the user.
- Attach additional MS Word files to your companies or contacts, such as spreadsheets, documents, images, or even sounds.



## Advantages

- 1 Call plan maintenance.
- 2 Script writer to extract contact info.
- 3 History of calls for each contact.

The MAJIK Point of Sale module is intended for organisations that handle a large volume of cash transactions both at the point of sale and after sale. It provides frontline users with the ability to accept the payment of money in a variety of forms as soon as the cash transaction is eventuated. In addition it also allows them to create receipts for payment of outstanding invoices from existing account customers.

Point of Sale is integrated with the Accounts Receivable module and other MAJIK Enterprise modules such as Inventory, Property Management and Work Flow.

## BENEFITS

### Overview

- Ability to create cash sales transactions for non-account customers.
- Ability to accept payment of accounts and apply it against outstanding invoices.
- Ability to easily search for customer accounts.
- Ability to raise on-the-spot invoices on special occasions such as infringement notices.
- Easily caters for cancellation of receipts issued in error.
- Easily allows reprinting of receipts.

### Invoice and Receipt Printing

- Tax invoice can be created and printed at once.
- Receipts can be issued quickly to waiting customers.
- Payment information such as credit card details and cheque details are easily entered into the system.

### Integration with other modules

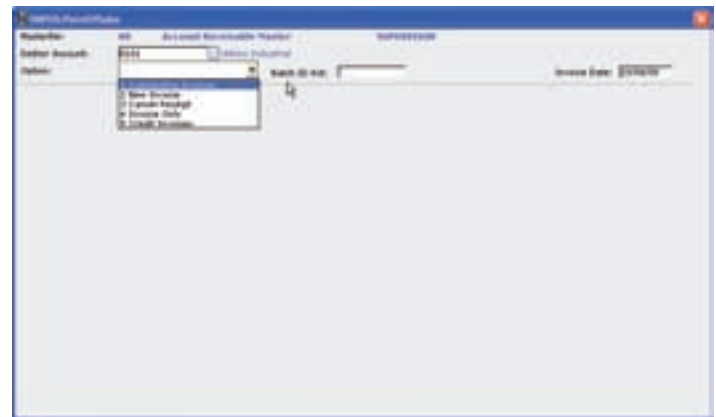
- The Accounts Receivable module is updated automatically ensuring account balances are correct at the time of entry.
- Dynamic interfaces with the General Ledger provided that the posting procedure is performed regularly.
- Full integration with Property Management module that provides detail of unoccupied spaces available for casual letting.

### Banking and Reconciliation

- Till reconciliation can be performed at any given time by printing a detailed batch report to balance the money receipted in case of imbalance.
- Deposit details can be printed to go along with the deposit slip when doing the banking.
- Easy integration to the Electronic Funds Transfer module.

### Payment Modes

- Point Of Sale can accept cash, cheque, credit card or a combination as required.
- Credit card can be easily selected from a list such as Visa, Mastercard, Bankcard, or Amex.
- Cheque details include cheque number, account name, BSB number, and a specific reference if applicable.



## ADVANTAGES

- 1 Simple Point of Sale main menu.
- 2 Easy selection of transaction type.
- 3 Sophisticated browsing facilities.
- 4 Cancelling and reprinting of receipts can be done while in Data Entry mode.
- 5 Preview of invoices to be selected for payment.
- 6 Payment options are easily available.
- 7 Automatic calculation of change if cash tendered is more than the amount being paid.
- 8 Selection of profile depends on the type of transaction required.

At the hub of your financial system, the **MAJIK** General Ledger provides you with sophisticated budgeting and reporting tools to control your business. It handles the requirements of both small and large multi-nationals in a wide range of industries. Global controls help you manage your system efficiently. For example, transactions entered are given an associated transaction type, which defines how the transaction will be handled by the system. This means that by associating a transaction type, you can automatically perform a number of functions, such as inter-company journals, allocations or postings in foreign currencies. Another major benefit of using **MAJIK** Enterprise to control your General Ledger is that it provides you with a comprehensive drill-down facility that enables you to easily obtain information on any transaction or balance being viewed, by drilling down to the source transaction document. This same drill-down capability is found in all modules of **MAJIK**.

## BENEFITS

### Financial Year

- Define a variable accounting calendar with up to 999 periods per financial year.
- Retain the previous year's transactions for inquiry purposes.
- Post adjustment transactions to the previous year and automatically update the current years opening balances when adjustments are complete.
- Account masking facilities determine where postings go and how much detail flows through to the General Ledger reducing errors and the need for manual journals.
- Caters for standing, auto-reversing, periodic and distribution journals.

### Chart of Accounts

- Flexible chart structure with up-to five user definable levels extending to 15 characters. This enables easy analysis of companies, divisions and cost centres for global, national, state, branch etc.
- Keep a number of different charts of account.
- Keep an audit trail of all changes to the chart of accounts.
- Allow only authorised users to view, change or delete information about general ledger accounts.
- Produce detail and summary trial balances for the current year, previous year or next year.

### Budgets

- Create and hold an unlimited number of different sets of budget statistics in a variety of currencies for past, present and future comparatives.
- Hold rolling forecast budgets that show the amount of the total budget remaining at the end of each period.
- Import budgets directly from a spreadsheet.

Account	Description	Shortkey	Type
10-1010	Western Suburbs Sales		PL 0
10-1020	Western Suburbs New Product Sales		PL 0
10-1100	Western Suburbs Discount		PL 0
10-2500	Western Suburbs Cost of Goods Sold		PL 0
20-1020	Eastern Suburbs New Product Sales		PL 0
20-1100	Eastern Suburbs Discount		PL 0
20-2500	Eastern Suburbs Cost of Good Sold		PL 0
20-3000	Consulting Income		PL 0
20-3400	Freight Cost	FRETCOST	PL 0
20-3500	Freight Recovered	FREIGHT	PL 0
90-1010	Western Suburbs Sales		PL 0

Ledger: GL      General Ledger

Ledger:  General Ledger      Type:

Chart:  Corporate Chart of Accounts

Multi-Currency:  Yes      Base:       Nbr of Deci:

Account Mask:       Account Prompt:

Nbr of Periods:  (Periodically)      Trans Summary:  Yes      Budget Ldg:  No

Balance Ledger:  General Ledger

Balance Account:  General Suspense      Rev:  Yes

	Balance	Quantity	Curr Year:
Opening	(391.84)	0.000	2003
Balance YTD	0.00	0.000	Last Journal: 00020255
Budget	0.00	0.000	Nbr of Accts: 133

User Fields - 1:  Account Codes      CD -

2:  JOB ANALYSIS

3:

4:

5:

Chart:  Corporate Chart of Accounts

Mask:

Len	Type	Chart Sections
1.	2	CCENTRE Cost Centres
2.	4	ACCOUNT Account Codes
3.	0	
4.	0	
5.	0	

Fill - Justify:  Left      Fill Char:

Number of Ledgers: 9



This feature rich module enables you to maintain high standards of service to your clients irrespective of whether you are a retail, service, wholesale or manufacturing based company.

This high level of control flows throughout this module's seamless integration with the MAJIK Sales Order Processing module, so that sales staff can be prompted by flexible credit control devices that range from a simple warning notice, to a customers account being held.

Users may design comprehensive debtor statements that can be balance forward, open item, mixed open item, or combination statement types. You can attach a specific statement type to each debtor and the required statement will automatically print when the statement run is done. Linking this to the MAJIK Faxgate module also improves the debt collection process.

## BENEFITS

### Customers

- Assign each customer to a sales territory, industry class, region or any other user defined categories.
- Record full detail for each customer, including ABN number, telephone, mobile, email and fax numbers; carrier, delivery method and unlimited contact names etc with the built in Forms Editor.
- For customers with multiple sites, record separate details for each site.
- Store memorandum information about each customer and optionally print this information on their statements.
- Allow only authorized users to view, delete or change customer records.
- Change account codes if required.
- MAJIK provides an external system interface (ESI) for importing A/R transactions.
- Set-up parent / child relationships and optionally send invoices / statements to the parent only.

### Controlling customer credit

- Assign different payment terms to individual customers – 7 day, 14 day, monthly etc.
- Receive an instant warning of any credit problems as you enter an invoice whether the issue is credit limit related or past due date.
- Obtain a comprehensive analysis of aged debtors, on screen or printed at any time and graph same.
- Easy cash receipting for both local and foreign customers including part payments, retentions and credit claims.
- Provides for auto and manual cash allocation and full banking slips.
- Charge interest on overdue debts on all or selected accounts and print the amount of interest on reminder letters (define a minimum balance or charge an administration fee).

Period	Not Due	Current	Period-1	Period-2	Period-3	Period-4	% Debt
	0.00	0.00	0.00	0.00	0.00	(1,697.12)	100.00
<b>Total Due:</b>	<b>(1,697.12) LOCAL</b>						
<b>Total:</b>	<b>(1,697.12)</b>						

Account	Name	SortKey	Class
10001	A & H FRUIT SUPPLY (Ogdt to 99999)	A & H FRU	GOVT
10002	A.B.T. PRODUCE MERCHANTS	A.B.T. PRO	BLDR
10003	ABC BANANAS	ABC BANANA	TRADE
10004	ACTION FRUIT SUPPLY	ACTION FRU	PRESS
10005	ADVANCE PRODUCE PTY LTD	ADVANCE PR	PRESS
10006	AFRIPOL FRUIT & VEGETABLE SLIP	AFRIPOL FR	PRESS
10007	ALL SEASONS PRODUCE PTY LTD	ALL SEASON	PRESS
10008	ALLOROPS 109	ALLOROPS 1	PRESS
10009	ALLOROPS PTY LTD	ALLOROPS P	GOVT
1001	SMITHY TRADING LTD	SMITHYTRAD	
10011	APPLE GROWERS & MERCHANTS PTY	APPLE GROW	GOVT



## Invoices and credit notes

- Offer a settlement discount rate to encourage prompt payment.
- Apportion revenue from a single invoice line to one or more General Ledger accounts.
- Cross reference invoices to the related cash items (and visa versa).
- Store a memorandum for each invoice or credit note.
- Process invoices from orders recorded in the Sales Order Processing modules.
- Handle multi-period processing by recording invoices and credit notes as far in advance as required.
- Use the transaction generator to automate invoicing for fixed periodic amounts such as membership fees.

## Payments and refunds

- Record cash receipts and refunds for future periods as well as the current period.
- Allocate each cash item to multiple invoices, a single invoice or part of an invoice.
- Store a memorandum for each cash transaction.
- Post receipts and refunds to the Cash Book module for reconciliation with your bank statements.
- Enter journals to transfer amounts between accounts and store a memorandum for each journal.

## Enquiries and Drill Downs

- View aged debtor balances by customer and drill down for full invoice and order details.
- View receipt details for invoice, and invoice allocation against receipts.
- Allow only authorised users to change master files or post transactions to the General Ledger.
- Keep the Accounts Receivable module ahead of the General Ledger by posting transactions to future periods of the GL.

## International Trading

- Handle transactions in foreign currencies and convert amounts to the base currency when you post the transaction to the Accounts Receivable.
- Obtain a full analysis of unrealised profit and loss on foreign currency transactions.
- Trade in multiple currencies with each customer.
- Send statements to foreign customers in their currency of choice.
- Provides for multiple delivery addresses for over seas head offices and local branch offices.

Batch	Description	Date	Ok	Posted	Src
002455	R Test	20/09/04	Y	20/09/04	AR
002456	I Sales Invoices 27/09/04	27/09/04	Y	28/09/04	SA
002454	R Test	20/09/04	Y	20/09/04	AR
002455	R Test	20/09/04	Y	20/09/04	AR
002457	I Sales Invoices 28/09/04	28/09/04	Y	28/09/04	SA
002472	I BATCH BILLING BELDEN ON 20/10/04	20/10/04	Y	20/10/04	AR
002473	J credit 5 cents to Baker	20/10/04	Y	20/10/04	AR
002474	R receipt batch	20/10/04	Y	20/10/04	AR
002475	I Invoice	20/10/04	Y	20/10/04	AR
002480	R receipt on 5-batch2	21/10/04	Y	21/10/04	AR
1111	I BATCH BILLING SUPERVISOR ON 12	12/07/04	Y	12/07/04	AR

0000002 Batch: 002460 Sales Invoices 27/09/04

Total: 3,410.00 Estimate: 3,410.00

Ledger: AR Accounts Receivable  
 Debtor: 00020 DELL PATTON INVESTMENTS  
 Invoice: 00420 Held/Receipt: Receipt  
 Date: 27/09/04 Due Date: 09/10/04  
 Details: Order: REP SALES42

Total: 2100.00  
 Trans-Type: DRINV  
 GST: GSTE Tax Amt: 210.00  
 LOCAL Acct Balance: 2,425.00

LOCAL GST Net: 2,100.00 Line Total: (2,100.00)

From Batch: FIRST  
 To Batch: LAST  
 From Date: 25/10/04  
 To Date: 25/10/04  
 Output to: HPLAND

**PLEASE ENSURE THE SYSTEM IS BACKED UP BEFORE POSTING**  
 WARNING- Posting to prior periods does not update your current BAS, manual adjustment is necessary !

The **MAJIK** Accounts Payable module provides the features needed to control your supplier accounts effectively. Transactions on a purchase order can be raised against a supplier and traced through Accounts Payable. This gives you an up to the minute picture of your cash flow and full control over your payment cycle. Cheques can be printed whenever you require using cheques and remittances formatted to your requirements with the stationary forms generator.

**MAJIK** uses company master files, which provide flexibility by enabling you to set up separate or combined debtor and creditor master files facilitating easy contra-accounting. The built in Forms Editor enables these master files to also be easily tailored.

## BENEFITS

### Vendors

- Record an unlimited number of user defined fields for each supplier including telephone, mobile, email and fax numbers.
- Provides for open item or balance forward with weekly and monthly account types
- Pay foreign suppliers in foreign currencies or via letters of credit with payment retentions.
- Ability to set up temporary accounts.
- Link documents, images, spreadsheets or other files to each vendor, so you can see related information when looking at the vendor's account.
- If a vendor has multiple offices, purchase goods from one site and send the payments to another site.
- Allow only authorized users to view, delete or change customer records.
- **MAJIK** provides an external system interface thereby making importing transactions into your Accounts Payable module easy.
- Maintain Supplier carrier delivery details and up to five contact airlines / shipping agents.

### Controlling Spending

- The Accounts Payable provides the overview and detailed control that you need in order to take advantage of potential vendor discounts and avoids paying invoices too early or too late.
- Define your own standard payment terms and negotiate separate payment terms for-individual vendors.
- Obtain accurate forecasts of cash commitments (aged creditors analysis) and graph same.
- Reschedule payments to match your cash flow.
- For each vendor, choose to pay either individual invoices only or the complete account.
- Make sure that invoices are approved before being posted to the Accounts Payable.
- Contra Supplier debts with their Customer purchases where applicable.

MasterFile: CR Creditors

Account: ACBTRADER ACB Traders Corpora(CHgd to BAKERS)

SortKey: ACBTRADER1 Accts: Mark Little Sales: Dale Lawton

Postal Address: kumar st  
Cha  
NSW 2064  
Australia PostCode:

Street Address: 345 Kangaroo Avenue  
Chaffwood ave  
NSW 2064  
Australia Post Code:

URL: mailto:kumar@focal.com.au

ABN: - - - -030  
Tel: 61 2 456 3453  
Fax: 61 2 456 3452  
Mobile: 0414 782453

Debtor: Yes Creditor: Yes  
Status: Open  
Hold: No (For Pymnt)  
Terms: M10 10th Hb  
Class: GOVT

Stmnt: Open Item Credit:

Parent: ACBTRADER In Parent: No

Transactions + Add More Data Profile Balances Service Hist. Exp Accounts  
Next Page Notes Contacts + More Info Usage Entry

Account: ACBTRADER  
ACB Traders Corpora(CHgd to BAKERS)  
kumar st  
Cha  
NSW 2064  
Australia

View Details  
Print Details  
Notes  
Invoices  
Payments

Period: 2005-007 October 2004

Not Due:	0.00	% Debt
Current:	0.00	0.00
Period-1:	0.00	0.00
Period-2:	0.00	0.00
Period-3:	0.00	0.00
Period-4:	833.33	100.00
<b>Total Due:</b>	<b>833.33</b>	<b>100.00</b>

Contact: Mark Little  
Phone: 61 2 456 3453  
Fax: 61 2 456 3452  
Mobile: 0414 782453  
Terms: M10  
Last Invoice: 17/03/04  
Last Payment: 12/11/03

Account	Name	Sortkey	Class
ACBTRADER	ACB Traders Corpora(CHgd to BAKERS)	ACBTRADER1	GOVT
BAKERS	ACB Traders Corporation Ltd 1000	BAKERSPLM	SUPPLIER
BELEN	belencor	BELENOR	BLDR
BELEN SUPPLER	belen supplier 2	BELENSUPL	SPEC
BNE001	Brisbane Supply and Fire Fighting Stock	BRISBANESU	
BRITIS-PAINT	British Paints International Limited	BRITISHPAI	SUPPLIER
BUANASATU	Buana Satu Corporation	BUANASATUC	SUPPLIER
CENTRALPOWER	Central Power Corporation	CENTRALPOV	
CUSTOMS	Customs and Excise	CUSTOMS	SUPPLIER
EUROPAC	Euro Pacita Inc	EUROPACIT	SUPPLIER
FREIGHTWINNER	Freightwinner Services Limited	FREIGHTWIN	SUPPLIER

Masterfile: CR Creditors Type: Debtor & Creditor

Select Cancel Create Modify

## Invoices & Credit Notes

- Give each vendor's invoice an internal reference number for additional identification.
- Apportion revenue from a single invoice line to one or more General ledger accounts.
- Cross-refer invoices to their related cash items.
- Store memorandum for each invoice or credit note.
- Handle multi-period processing by recording invoices and credit notes indefinitely.
- Process invoices from purchase orders recorded in the purchase order-processing module.

## Making Payments

- Make cash or cheque advances.
- Print remittance advises to inform vendors which items you are paying.
- Make retentions from proposed payments.
- Save batches of recurring transactions.
- Record cash payments for future periods as well as for the current period.
- Allocate a cash item to multiple invoices, a single invoice or part of an invoice.
- Store a memorandum for each cash transaction.
- The payments report can optionally allocate credits against invoices payable.
- Post payments to the Cash Management module for reconciliation with bank statements.
- Hold separate payment terms for each supplier.
- Aged creditor's analysis gives an accurate forecast of future cash commitments.
- A Supplier specific notepad is available.
- Drill down into future transactions.
- Allow only authorised users to post transactions to General ledger.
- Keep the Accounts Payable module in advance of the General Ledger module by posting transactions to future periods in the general ledger.
- For multi-company accounting, keep a separate Accounts Payable ledger for each company so that each company can have its own base currency.

## International Trading

- Handle Accounts Payable transactions in foreign currencies and convert amounts to the base currency when you post transactions to Accounts Payable.
- Obtain a full analysis of unrealised profit and loss on foreign currency transactions.
- Trade in multiple currencies with each vendor.
- Pay vendors in their own currencies.
- Archive transactions that you no longer require in daily use but still make interactive enquiries into these archived transactions.
- Add attachments to Supplier files.

Batch	Description	Date	Ok	Posted	Src
002467	P Test	09/09/04	N	000000	AP
002461	I Purchase Invoices 27/09/04	27/09/04	Y	28/09/04	PO
002463	I Purchase Invoices 28/09/04	28/09/04	Y	28/09/04	PO
002466	I Purchase Invoices 28/09/04	28/09/04	Y	28/09/04	PO
002476	I qa invoice batch	20/10/04	Y	20/10/04	AP
002477	P QA credit note batch	20/10/04	Y	20/10/04	AP
002478	P QA creditors payment batch	20/10/04	Y	20/10/04	AP
002479	P qa payment	20/10/04	Y	20/10/04	AP
0073	I April Creditor Invoices	03/04/95	Y	03/04/95	AP
0074	P April Credit Notes	03/04/95	Y	03/04/95	AP
0078	I Purchase Invoices April 19	03/04/95	Y	03/04/95	PO

Buttons: Select, Cancel, Create, Modify

0000001 Batch: 002461 Purchase Invoices 27/09/04  
 Total: 5,000.00 Estimate: 5,000.00

Ledger: AP Accounts Payable  
 Creditor: RELEN Belencreditor ABN 11-111-111-111  
 Invoice: INV01PO554 Hold/Pay: Pay  
 Date: 27/09/04 Due Date: 04/10/04  
 Details: 00554 0010,00x100  
 Currency: LOCAL Rate: 1.0000000  
 Total: 5000.00  
 GST: GSTI Tax Amt: 454.55 LOCAL  
 Trans-Type: CRINV Hold Amt: 0.00  
 LOCAL GST Net: 4,545.45 Line Total: 4,545.45

Ldg	Account	LOCAL Amount	Quantity
01	99-0000	454.45	

Western Suburbs Stock LOCAL Amt: 4545.450000  
 TaxId: GSTI GST Amt: 454.550000 Total Amt: 5000.000000

From Batch: FIRST  
 To Batch: LAST  
 From Date: 25/10/04  
 To Date: 25/10/04  
 Output to: HPLAND

PLEASE ENSURE THE SYSTEM IS BACKED UP BEFORE POSTING  
 WARNING- Posting to prior periods does not update your current BAS, manual adjustment is necessary !

The **MAJIK** Enterprise Financial Report Writer can be used to design your own financial reports to supplement the standard reports supplied with our core financial modules. This means that you can obtain the information that you require, in the extract format in which you require it.

Using three basic elements, variables, forms and columns, the Financial Report generator is a report writing system designed to report across multiple ledgers including the GL, AR, AP, CB and FA. A single report can also be constructed from several individual reports. It can also be used to generate transactions based on complex calculations on existing ledger information making it a powerful budgeting, forecasting and allocation tool.

Forms are used to tailor the report layout into header, sub-header or special sections with the ability to embed reserved report variables as well as user defined variables into the finished layout. Once your reports have been tailored to your requirements, then you can save them on to the applicable menu to run them whenever your users require. Other Business Intelligence (BI) tools can also be used to extract data from within **MAJIK** and a Crystal Reports Designer run time is included with this module accordingly.

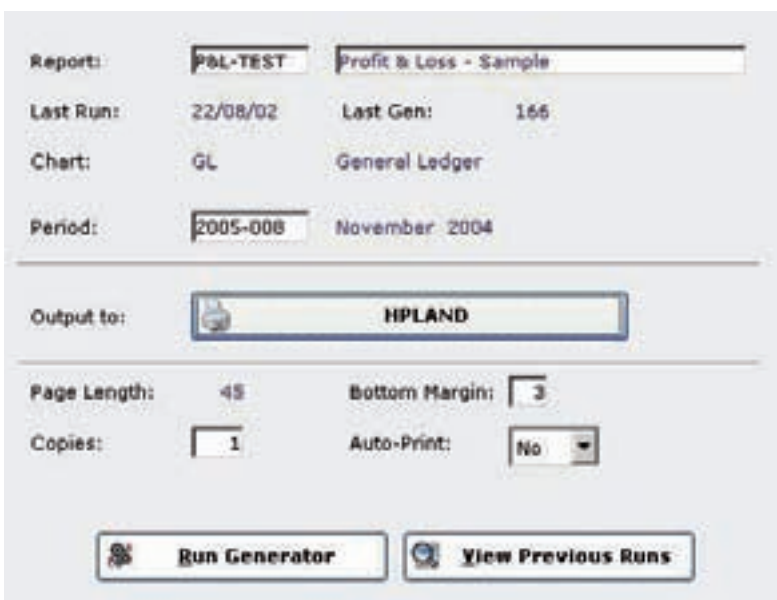
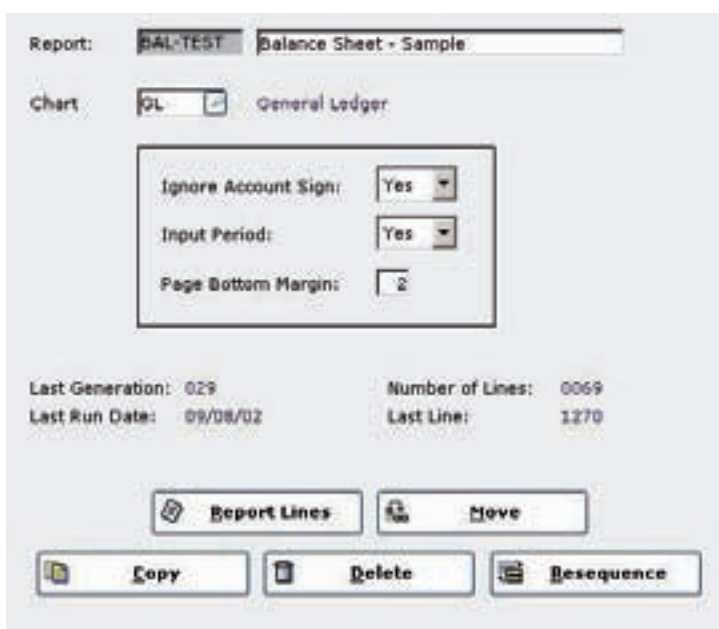
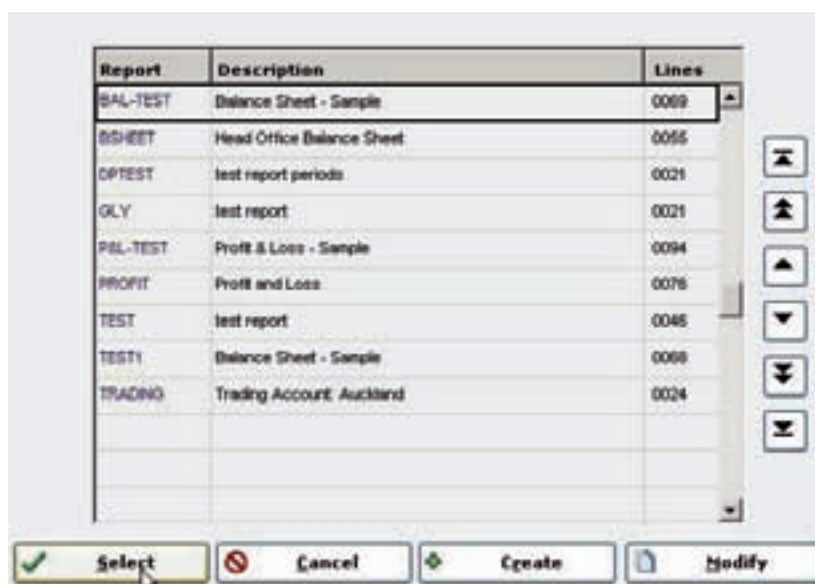
## BENEFITS

### Designing reports

- Allows reports to be generated using either the MAJIK Financial Report Writer or Crystal.
- Store each report definition and produce other reports from it whenever you need.
- Store supplementary information to display in your reports in additional fields.
- Reports can be added to any **MAJIK** menu irrespective of what design tool was used.
- Commands are easy to pre define and are easy to use and access.
- Make modifications or enhancements to any report definition whenever you require.
- Design reports using information from any **MAJIK** Enterprise financial module.
- Combine information from more than one module to produce a more comprehensive analysis of your business activities.
- Can generate files that can then be used to interface to other office automation tools.

### Running Reports

- View reports on screen prior to printing.
- Performs arithmetic calculations.
- Save reports as files and then open them up within other applications such as Microsoft Excel.
- Data can be selected or excluded according to pre defined criteria.
- Display debits and credits in separate columns.
- Display decimal numbers in integer format.



The MAJIK Enterprise Cash Book and Electronic Funds Transfer (EFT) module enables you to have full control on your companies funds. Being able to monitor your cash flow accurately will allow you to make informed decisions about immediate expenditure. Companies can then pay their suppliers via EFT by directly crediting their bank accounts. The bank reconciliation facility is both flexible and easy to use. It also enables you to have certain transactions automatically reconciled as and when required (eg: EFT payments). Comprehensive viewing options mean that you can view only unreconciled or reconciled transactions or both together.

## BENEFITS

### Bank Accounts

- Maintain balances in local and foreign currencies.
- Cheque writing facilities enable you to automate and control the entire cheque writing process.
- Validate cheque numbers and void cheques.
- Produce a receipts not deposited report.
- EFT payments adhere to the Australian Banking Association (ABA) standard.
- ASCII files are transmitted by using bank specific on line banking software (eg Desk Bank).
- Produce cheques individually or in ranges.
- Handles recurring deductions or deposits.

### Cash Management Transactions

- Save on clerical costs attributed to cheque runs and reconciliations (same entry appears in both the Cash book and the bank statement).
- EFT means quicker payments improving supplier relations.
- Transfer money between bank accounts in any currency.
- Allows user to change payments and direct debits after entry but before posting.

### Bank Reconciliation

- Reconcile bank statements with cash management transactions.
- Record items that appear on statements only (such as bank charges and interest payments).
- Produce a full bank reconciliation report, showing adjustments for unrepresented cheques and unrepresented deposits.
- Allow only authorized users to post transactions to the general ledger.
- Optionally apportion a single transaction to several General ledger accounts.
- For multi-company accounting keep a separate Cash Book for each company.
- Keep the Cash Book in advance of the General Ledger by posting transactions to future periods in the General Ledger.

nbr	Date	Reference	Details	AUD Amount	Src
0000399	03/03/03	167	A & H FRUIT SUPPLY	165.00	AR
0000400	03/03/03	168	A & H FRUIT SUPPLY	110.00	AR
0000401	03/03/03	169	A & H FRUIT SUPPLY	100.00	AR
0000402	03/03/03	170	A & H FRUIT SUPPLY	110.00	AR
0000393	10/03/03	48	lumar	(100.00)	CB
0000403	01/04/03	172	A.B.T. PRODUCE MERCHANTS	1,020.00	AR
0000404	01/04/03	173	ACTSON FRUIT SUPPLY	72.00	AR
0000405	14/05/03	175	ABC BARBARAS	110.00	AR
0000406	14/05/03	176	ACTSON FRUIT SUPPLY	136.00	AR
0000392	15/07/03	NAREN-1	Narepata Chondary Motor	200.00	AR

Type: CS Receipt Posted      Reconciled 21/10/04      (165.00)      Posted

GL Expense Account	Account	AUD Amount	Quantity
1000	1000	90.91	0.000

Western Suburbs Sales      AUD Amount: 90.91

This module controls the acquisition, disposal, transfer, valuation and depreciation of all your fixed assets. Assets can have many levels of information recorded against them and depreciation can be calculated for both book and tax and at varying rates for different sets of ledgers. Each asset is assigned a location code and class code. These codes can be used for reporting and they can also be used to link the assets to specific GL accounts.

## BENEFITS

### Asset Management

- Transfer assets between companies or departments.
- Allow several fixed assets to become one and vice versa enabling partial asset disposal.
- Produce valuation reports for insurance purposes to see whether your assets are under / over insured.
- Asset codes are user definable or automatic and can be up to fifteen characters long.
- Track asset maintenance and service information including pictures etc.
- Set-up multiple asset master files to determine different formats for each asset number.
- Keeps detailed history of all transactions affecting the value of each asset.
- Maintain both Book and Tax depreciation scales.
- Standard reports include
  - Depreciation History
  - Asset Register details
  - Asset valuation
  - Asset transaction listing.
- All asset information can be simultaneously viewed on screen.
- Allocate depreciation to a combination of departments or projects.
- Manage leased items.
- Re-classify assets as and when needed.
- Budget reports can be written in your EIS tool of choice including Crystal Reports.

### Depreciation

- Choose how frequently you calculate depreciation - daily, weekly, monthly or annually.
- Handles Straight Line (SL), Diminishing Balance (DB) or a combination of both.
- Store depreciation figures for the current depreciation period, the year-to-date and the cumulative life of the asset.
- Experiment by using different depreciation rates, without affecting the actual values stored.
- Automatically post additions, depreciation, adjustments and disposals to a separate set of general ledger accounts for each department or cost centre.

This module links seamlessly to the MAJIK Enterprise Purchase Order Processing, Accounts Payable and Inventory modules. It handles the requirements of importers that need to track deliveries of supplies by ship or plane and then cost the goods accurately into stock incorporating all the various landing charges into the final cost of the stock.

It also provides valuable information for customer service personnel including the delivery status of shipments and an up to date view of the status and expected time of arrival (ETA's) for all shipments. The cost of goods can be recorded at either the exchange rate in force when the purchase order was placed, the exchange rate in force when the goods are received or the one in place when the suppliers invoice is received. The rate can also be fixed at any time until the purchase invoice is posted to the Accounts Payable module.

## BENEFITS

### Landed costs

- Shipments are in three stages – approved, receiving and invoiced.
- Track bill of lading numbers for client references.
- Maintain notes against each shipment.
- Apportion landing costs to stock items using percentage apportionment
- Apportion landing costs to stock items using unit apportionment.
- Alternatively apportion landed costs by weight or volume.
- Set-up a landed cost template that can be modified for individual shipments during processing.
- Calculate estimated cost of freight, customs, duties etc. at any time.
- Keep updating cost and stock quantities until you confirm the shipment is totally received.
- Update the received goods into stock and then confirm the final costs of the stock, either as a one-stage process or a two-stage process.
- Security controls can be placed around the final cost confirmation as required.
- Link the goods in transit to sales orders to prioritise backorders as required.

### International Trading

- Print product information in foreign languages on purchase order documents.
- Print foreign currency values on purchase orders that you send to foreign vendors.
- Allows one purchase order to be allocated to more than one shipment.
- Apply duty and freight accurately.
- Reports include a Shipment Sales report, a Changed Expected Time of Arrival (ETA) report and a Shipment unpacking list.

Branch: 10 Western Suburbs

Charge ID: [input]

Description: Air Freight

ProRateType: Weight

Currency: NZD  New Zealand Dollars

Stockcode: LC0001  Landing Charges

Def Supplier: FREIGHTWINNER  Freightwinner Services Limited

Category: Freight

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ETA	Shipment	Reference	Vessel/Flight	Total Value	Status Sh	Status Dv
27/06/04	2	REFSHIP1	001	272.73	1	

Buttons: Select, Cancel, Create, Modify

Shipment No: 2 Delv Status: Cleared and in transit

E.T.A: 27/06/04 Vessel/Flgt: 001

Currency: AUD Exchange Rate: 1.0000000 Preceding  Goods Invoiced

Reference: REFSHIP2 S.O.L.: 204756

Note: SHIPMENT 2014

Payment Ref: Gross Wght: 0.00

AUD Total: 272.7300 Total Val: 0.0000000 Total Wght: 60.00

Buttons: Details, Enter Cost, Distribute Costs, Convert, Purchase Orders, View Receipts

Stockcode	P.O. No	Line	Order Qty	Rec'd Qty	Unit Cost Est.	Currency
BL/Dv	14	10	20.000	0.000	4.548	AUD
When stock item			Landed	0.000	-13.837	1.000

Tax ID: GST1 Inc Tax Amt: 5.000

With the **MAJIK Enterprise Purchase Order Processing** module you have complete control over the authorisation of expenditure in your organisation. You can either handle all purchasing centrally or allow each of your branches or subsidiary companies to control it's own expenditure.

The Purchase Order module can be used to order and receipt local or foreign currency products for any branch, adding freight charges as required. This module links seamlessly with the **MAJIK Import Costing and Shipment Tracking** module as well as the Accounts Payable, General Ledger and Inventory modules.

## ***BENEFITS***

### ***Processing Purchase Orders***

- Make the requisition management process more efficient with automatic re-ordering of items for inventory and outstanding sales orders.
- Enter purchase orders interactively and make changes to the purchase orders that have been raised in the Production Planning and Sales Order Processing module.
- The purchase order delivery address can default from the sales order.
- The supplier ETA is taken into account when placing orders.
- Specify multiple delivery addresses for goods on a single purchase order.
- Match a single purchase order with more than one goods receipt or invoice.
- Record partial deliveries.
- Ability to record the return of defective or unwanted goods to a supplier (RAs).
- Record Deliveries and update records when you receive the supplier invoice.

### ***Processing Vendor's Invoices***

- Give each vendor's invoice an internal reference and notes for additional identification.
- Automatically create an Accounts Payable invoice from each invoiced purchase order.
- Keep a comprehensive history of invoiced orders and analyse the information by order number, vendor number, product or product group.

### ***Authorising Purchase orders***

- Provide User or user group security that can restrict the entry, authorisation and printing of purchase orders.
- Allow for centralised purchasing.
- Optionally, have an invoice automatically put on hold if the difference between the invoiced value and the order value is greater than the user-defined tolerance.
- Apportion each item on a purchase order to multiple accounts in the General Ledger.

Date	Supplier	Order No.	Order Reference	Status	Print
26/05/04	Intencreditor	555	PO 555	Approved	Print
26/05/04	Intencreditor	555	PO555 BN	Completed	Print
27/05/04	Intencreditor	554	PO554-28030	Completed	Print
27/05/04	Intencreditor	553	PO531088BELMNO	Completed	Print
26/07/04	Intencreditor	552	REF LN	Pending	
26/07/04	Intencreditor	551	REF LN	Pending	
26/07/04	Intencreditor	550	PO	Completed	Print
22/07/04	ACB Traders Corporat	549	STOCK ORDERSEFS	Pending	
22/07/04	ACB Traders Corporat	548	TEST	Pending	
22/07/04	ACB Traders Corporat	547	TEST	Pending	
22/07/04	Intencreditor	546	TEST	Pending	

Order Date: 27/05/04 Order No: 543 Delv Stat: Pending Approval  
 E.T.A.: 27/05/04 Ord Status: Pending Approval Auth: SUPERVISOR  
 Suppl ID: ACBTRADER ACB Traders Corporat/Chgd to S Abn: 5300408825  
 Currency: USD Rate: 0.800000 Prevailing Credit Terms: P15  
 Reference: STOCK GRPE Contact:  
 Notes:  
 Delivery: ABC Packers Limited Net Total: 78000.00  
 Total Volume: 0.20000000 78000.00 Tax Amt: 0.00

Line	StockID	Quantity	Unit Cost	Line Total	E.T.A.	Status
10	VC0000	12000.000	6.500	78000.00	21/08/04	U

Step SN: ABC-VINYL-0002 Febuhout Vinyl - Type 002 Batch  
 Description: Febuhout Vinyl - Type 002 On Order: 0.000 Tax ID:  
 Buy Unit: Holes Received: 0.000 This Sup: 16000.000 Tax:  
 Ledger: Account: Sub Ledger: Sub Account:

Branch: Western Suburbs Rcpt Nbr: 453  
 Received: 27/05/04 9:00 am Status: Completed  
 Supplier: BAKERS ACB Traders Corporation Id 1000 Total Costs: 80.0000  
 Order Ref: MNC Order#: 541  
 Shipment: Fixed Asset: False Rcpt Ref: REP0908  
 Note: Currency: LOCAL Tax Amt: 7.2700

Line	Order No.	Line	Stock ID	Received	Unit Cost	Tax E	Line Cost
10	541	10	B2	10.000	7.273		72.700

Description: Batch Item 2  
 Outstanding: 0.000 Units: EACH Class: Ordinary Unit Cost Inc Tax: 0.000



## Purchase Orders documents

- Send purchase orders to vendors on pre-printed forms.
- Record goods received notes (GRN).
- Send a return note to a vendor, showing reasons why the goods are being returned.
- Optionally despatch sales orders upon receipt of goods.
- Send and receive order documents by electronic data interchange (EDI)
- Optionally print vendors part numbers and descriptions on order documents.
- Hold separate units of measure for items that you order and store.

## Goods Information

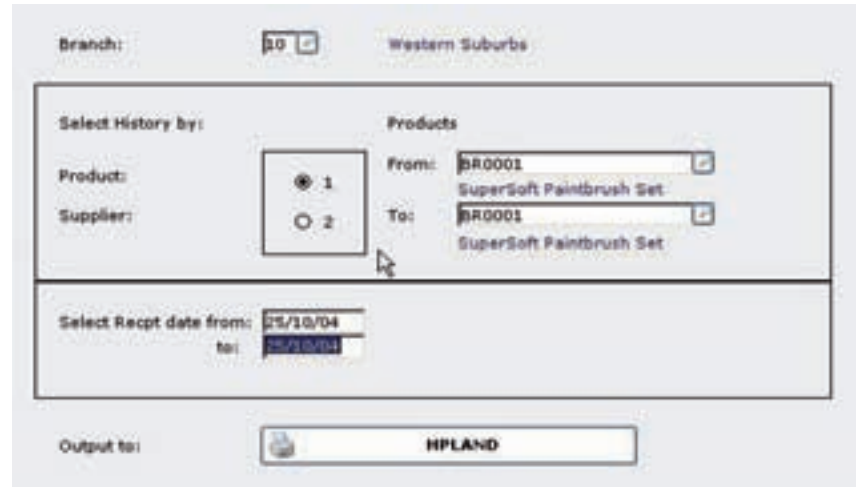
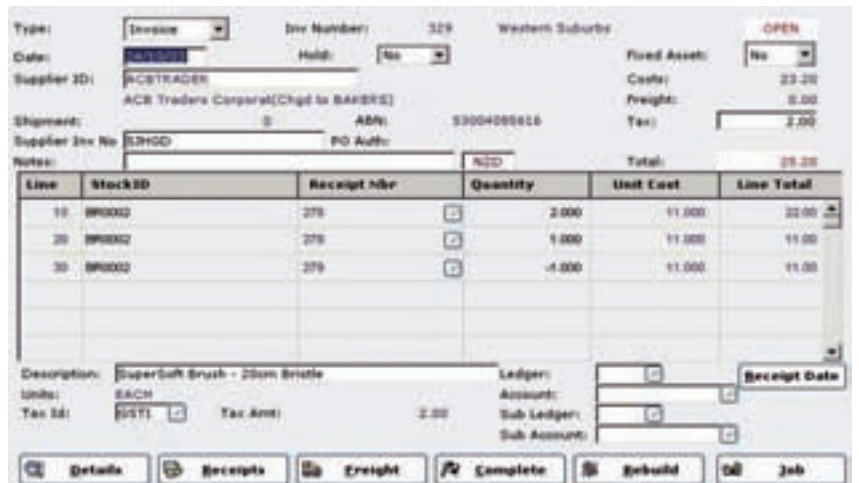
- Include services, maintenance, repairs and other non-stock items on purchase orders.
- Include notes and instructions / comments on purchase orders and keep permanent records of comments that you use regularly.
- Include drop shipments from vendors to your customers.
- When goods are received ;
  - 1) Assign batch numbers and Serial numbers to client orders.
  - 2) If stock is valued using weighted average method, re-calculate the weighted average cost of items.
  - 3) Allocate stock to sales orders from which back to back purchase orders were raised

## Prices and Costs

- Manage payments to vendors effectively through vendor aging and automatic suggestion of payments.
- Keep price lists offered by individual vendors.
- Analyse the variance between expected costs and actual (invoiced) cost of each purchase.
- Simulate vendor discounts and check your suppliers execution of discount agreements.
- Design as many stationary types as you require, and print a tailored purchase order format.
- Post batches of invoices and credit notes.
- Archive invoiced orders but still enquire into them.
- Apportion each item on a purchase order to multiple accounts in the General Ledger.

## International Trading

- Print foreign currency values on purchase orders that you send to foreign vendors and cost goods at the exchange rate in force when the purchase order was placed, the exchange rate in force when the goods are received or the one in force when the suppliers invoice is received.
- The exchange rate can be fixed at any time until the purchase invoice is posted to the Accounts Payable module.

Line	StockID	Receipt Nbr	Quantity	Unit Cost	Line Total
10	BR0002	275	2000	11.000	22.00
20	BR0002	275	1000	11.000	11.00
30	BR0002	275	-1000	11.000	11.00



The MAJIK Enterprise Sales Order Processing (SOP) module enables you to enter quotes, convert those quotes to orders, print picking slips and convert those to completed invoices. A single audit number is used throughout the entire process, which makes it easy to track the life of a sale through the system. When a back order is produced the sale is split into two separate orders comprising of goods you can deliver and the goods out of stock. You can speed up the collection of receivables by automating every aspect of your customer relations and you can assign salespeople to customers and specific sales to keep statistics on commissions etc.

## BENEFITS

### Client Details

- Keep an unlimited number of delivery and invoice addresses for each customer.
- Amend a customers' delivery, invoice and sales analysis information 'on-the-fly'.
- Include Service, Freight and other non-stock items on orders.
- Maintain unlimited additional customer details within a user defined order entry screen.
- Send shipping documentation including package preferences, weight and packaging instructions.
- Maintain a full freight matrix to automatically calculate freight according to the client destination, the carrier used and other variables such as weight or volume.

### Ordering

- Handle orders from local and foreign customers in multiple currencies and languages.
- Send quotations / acknowledgements / invoices on pre-printed or user defined stationary.
- Convert quotations into orders; with automatic deletion of expired quotations.
- Keep standard orders (templates) and blanket orders for items ordered by clients regularly.
- Restrict credit facilities and prevent the despatch of goods where credit exceeded / payment is late.
- Royalties can be automatically calculated.
- Automatically create a credit note for an entire sales invoice, with all details inserted for you.
- Handle multiple units of measure.
- Set up assemblies (kits) to sell bundles of separate stock items that can be modified 'on-the-fly'.
- Offer alternatives and supersessions.
- Handle individual serial numbers and batches.
- Create purchase order/sales order links that can be re-prioritised as required (back to back ordering).
- Release or split Forward orders, Back orders and credit stopped orders selectively or automatically.
- Reserve stock items for your top customers.

18 Western Suburbs

Date	Inv Date	Account Id	Cost Order	Qty	Unit Name	T Status
200904	200904	BELLA	REF	1329	0	Interndebtor
200904	200904	BELIN	SALES3260	1329	0	Interndebtor
200904	200904	BELLA	SALES3260	1326	0	Interndebtor
200904	200904	BELLA	TEST	1327	0	Interndebtor
200704	200704	BELLA	REF FRESH	1324	0	Interndebtor
230704	000000	BELLA	REF	1323	0	Interndebtor
230704	230704	BELLA	REFERENCE	1320	0	Interndebtor
230704	000000	INNOVATIVE	QUOTE	1321	0	Innovative Architects
230704	230704	INTERFORCE	QUOTE2	1322	0	Interior Design Consult
210704	000000	Y001		1319	0	A S H PILET SUPPLY
210704	000000	BELLA	REF OF BCE	1318	0	Interndebtor

Buttons: Credit the Invoice, Create Untagged Credit, Sales Enquiry, Select, Cancel, Create, Modify

Western Suburbs

MODIFY ACTIVE

Sales Type: Order Normal Sales Order Sales No: 1321/9

Sortkey: INNOVATIVE

Account Code: INNOVATIVE Innovative Architects

Date: 23/07/04 Thursday P O Box 23023

Sales Person: 10002 Mt Eden

Required Date: 21/06/04 Saturday Auckland

Order Ref: QUOTE Entry: SUPERVISOR Terms:

Territory: AUCKLAND Tax Id: (Fax) Price List: ASB

Delivery Cc: No Split Net Freight: 0.00

Deliver To: Innovative Architects Tax: 0.00

Address 1: Level 1, Eden House

2: 234 Dominion Road

3: Mt Eden

4: Auckland

Notes: Notes

Packing Notes: packing

Buttons: Details, Convert, Payments, Freight, Job Transaction

Ln	Stock Code	ORD	Brch	Order Qty	Unit Sell	Disc%	Ext Sell
10	ORD		10	1.000	90.000	0.00	90.00
Ordinary Item multi bin functionality							

Avail: 45.000 Act Order Qty: 1.0000 List Sell: 90.000

Onhand: 45.000 On Order Unit: 1.0000 Supply: 1.0000

On Ord: 0.000 Act Order Unit: 1.0000 Supply: 1.0000

Back Ord: 0.000 Act Order Unit: 1.0000 Supply: 1.0000

Units: EACH Sell At: EACH Disp Qty: 1.0000 EACH

Supply: 25/10/04

Line Tot: 90.00

Total: 90.00

Buttons: On Order Enquiry

## Invoicing

- Insert notes and instructions on to the invoice and keep a standard set of comments for regular use. Optionally use them for internal reference only.
- Caters for Returned Authorisations (RA).
- Picking list control with the option to print a consolidated list for quicker picking of stock.
- Consolidate a number of sales orders or invoices into a single invoice when exporting goods.
- Hold a detailed sales history for an unlimited period and summary records for the month / YTD.
- Flag due date for payment on the order.
- Print user definable documents (despatch notes, consignment notes, invoices etc) and labels.
- Retention's can be catered for.
- Print serial numbers by range.
- Caters for inter warehouse transfers.

## Promotional Pricing

- Apply date driven promotional prices.
- Apply quantity break discounts.
- Offer a settlement discount to encourage prompt payment
- Apply unlimited types of discount to customers. (Quantity, periodical and product based) as well as ad-hoc discounts.
- Keep price lists in foreign currencies.
- Backorders can be released by priority, percentage filled or dollar value.

## International Trading

- Print product information in foreign languages on order documents.
- Record each customers business registration number (ABN), delivery terms and mode of transport
- Track the cost of sales by product and customer or by a combination of both.
- Use client specific terminology on all client documentation.
- Use the Transaction Generator to automate invoicing such as maintenance and membership fees.

## Standard Reports / Graphs include:

- Monthly products sales
- Back order Report
- Commission Report
- Ranked Customer and product (value or margin)
- Customer Sales Analysis
- Product Sales Analysis
- Contribution by invoice
- Sales Transaction Listing
- Invoice / Credit Register





Inventory Management is the hub of your distribution or manufacturing system, ensuring that you keep sufficient stock to satisfy the demands of your sales department or shop floor without incurring unnecessary overheads. It provides high-level performance reporting, to improve decision-making. You can choose from up to six different types of stock items to provide various levels of stock tracking. For example, serial items are individually tracked by serial number throughout the life of the unit in the system whilst non-stock items are not held in stock, but are used to record such things as labour, freight and similar charges.

## BENEFITS

### Inventory information

- Maintain stock of raw materials, assemblies, finished goods and spare parts.
- Keep Stock in one or more warehouses and identify bin locations within each warehouse. Each bin location can be further grouped using a separate store location.
- Use the built in Forms Editor to specify a full inventory policy for each stock item, including:
  - Economic Order Quantity (EOQ).
  - Reorder level and safety level.
  - Production lead-time.
  - Maximum stock holding.
  - Purchasing reorder time (lead time)
  - Units of measure for buying, stocking, selling, and dispatching.
  - Up-sell and Cross-sell items
  - Supercessions for when stock becomes inactive.
  - Volume alternatives.
  - A list of possible vendors, ranked in order of preferred supplier.
  - Specific stock information for each vendor, including a part number, description etc.
  - MRP ordering rules,
  - Expected purchase yield and production yield
  - A tariff code for use when exporting stock.
  - Ability to import supplier's price lists.
- Different methods for recalculating inventory reorder levels according to the complexity you require. A reorder calculation report enables you to forecast your stock requirements and create the recommended purchase orders online.
- Hold any number of user fields against each item, for extra information you wish to record, such as customer specification, quality control procedure, Certificate of Conformity, dimensions, drawing reference and the catalogue reference.
- Hold an unlimited number of foreign, vendor, or alternative descriptions for each product and print these on the despatch note, purchase order and / or invoice documentation.

Code	Sort Key	Description
ACT C1	ACTUALCOS	actual cost item component 1
ACT C2	ACTUAL COS	actual cost component item 2
ACT PG	ACTUAL COS	actual cost batch item manufactured
ACT MG	MANUFACTUR	Manufactured item Batch Actual Costing
ADMIN	ADMIN	admin
ASSEMB	ASSEMBLY	ASSEMBLY
B2	BATCHITEM	Batch item 2
BATCH	BATCHITEM	Batch item
BELEN	BELEN	been stock item
BELENORD	BELEN	been ordinary item GA
BP215	COMPAGARM	COMPAG ARMADA 1500T
BLD1	BUILDING1	BUILDING 1

Profile: **CNO Corporate Head Office** Notes

Code:

Bar Code:

Description:

Short Desc:

Sell At Unit:

Base Unit:

Unit Weight:

Analysis Profile:  Paint Accessories

Attach Anal Codes:

Price Group:  Product with 40-50% Margin

Re-Order Profile:

Store Location1:

Tariff:

Dispatch Qty:

Class:

Sort Key:

Volume:

Note At Sale:

Store Location2:

Tax Type:

Short Description2:

Buttons:

**10 Western Suburbs**

Location 1

Active Flag:

Auto-Purchase:

Force Auto:

Store Location1:

Store Location2:

Packing Bin:  Bin 20

Re-Order Type:

Commission Rate:

EOQ:

SuperCession:

Auto-Rate:

Service:

Re-Order:

Units:

Simple Average - 20 Day B:

**Specials**

	Pricing	Unit Price	Tax	MkUp%
Retail	1	23.00	Exc	10.00
Wholesale	2	28.00	Exc LOCAL	50.00
Australian	3	38.00	Exc AUD	40.00
Staff	4	38.00	Exc LOCAL	38.00
Special	5	14.00	Exc LOCAL	37.00
	6	38.00		38.00
	7	28.00		47.00
	8	0.00		0.00

Standard:

Transfer:

Last Cost:

Weighted Avg:

85.67

## Integration and analysis

- Automatically update the GL on all stock transactions using the GL automatic links facility.
- Track the receipt, production and despatch of serial numbered and / or batch numbered items.
- Choose to issue stock of each item either singly or in bulk and define the level of trace ability.
- Use assembly stock items to define kit sets that can optionally be modified during sales processing.
- Distribution centres can be set up to manage multiple branches / locations. Stock analysis can then be done for individual centres or across the entire system.
- Group stock items into groups or analysis profiles for easier discounting and improved reporting.
- Prevent negative stock.
- Carry out continuous and / or cyclical stocktaking.

## Costs and Valuation

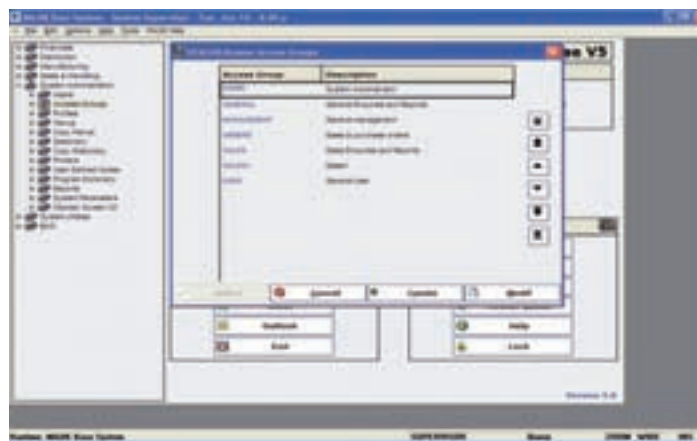
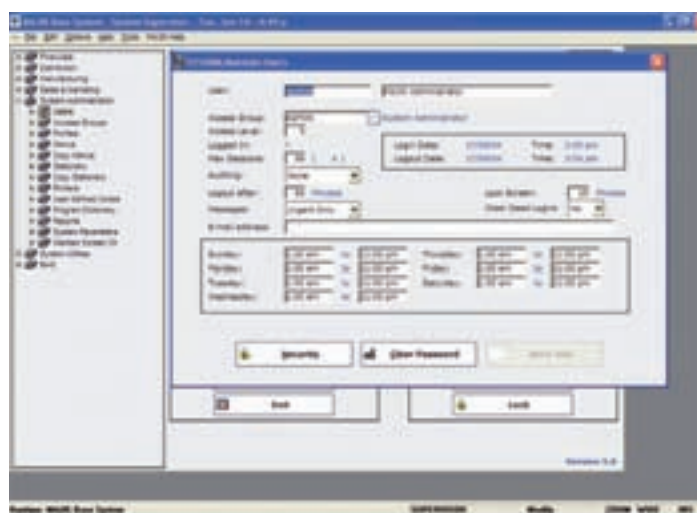
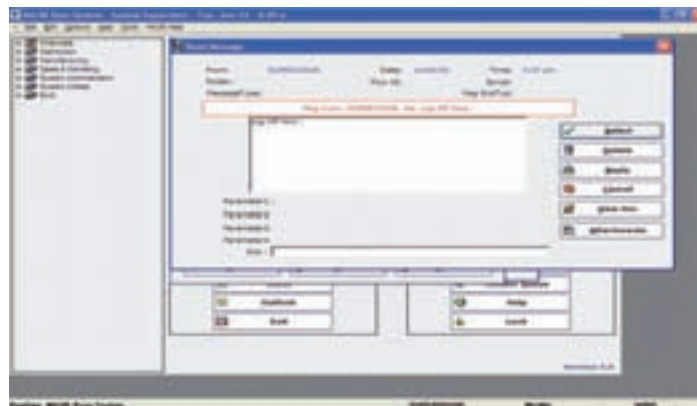
- Value stock by a choice of weighted average, last cost, standard or a user defined cost.
- Record the current and expected cost of producing or purchasing each item.
- Breakdown the costs of each item by material, labour, overhead and outwork.
- Provide for manual cost adjustments.
- Automatically update selling prices using a percentage on cost facility.
- Record receipts from vendors; returns from vendors; goods returned by customers; stock issued to production; sales / despatches; write-offs; adjustments; finished goods.
- Raise internal orders for stock transfers with a "goods in transit" facility.
- Provides for the ability to amend bin numbers.
- Keep histories of movements and demand.
- Store foreign language descriptions for each item.
- A unit conversation table enables you to buy, manufacture, store and sell stock items in different units. Price lists can also be set up for each unit.

## Enquires and Reporting

- MAJIK provides a batch queue, and any inventory reports or postings can be set to run automatically and at a convenient time. Reports include:
- Stock- Status ,valuation and usage report
- Stock Movement and batch / serial number tracking.
- Slow moving Stock.
- Available to Promise stock.
- Alternate stock.
- Assembly (kitset) listing.
- Re-order Report.
- Stock-take Variance Report.

**MAJIK** Enterprise provides a flexible level of security, where the system can be as open or as secure as you require. The security system also enables you to simplify the complexities of large branch/department structures for users. This can be done by setting up system profiles, branch codes, and menu structures, so that each user only accesses the parts of the system they require.

- Each user or user group can have a personalised set of menus, to give them immediate access to the programs they require.
- Each user or user group can have a personalised float menu, which enables them to access other programs while processing, for example to edit customer details while entering a sales order.
- Menus are easy to create and amend.
- **MAJIK** Enterprise messaging system enables users to send and receive messages, and for the system administrator to send out global system messages.
- **MAJIK** Enterprise provides a Batch Queue processor. This is a fully featured system for managing the background processing of postings, reports and other system processes (even on a Novell LAN).
- Set login times for each user, to control the times at which people can log in to the system.
- You can set up either Inclusive (grant based) or Exclusive (revoke based) program security. This security can be defined for individual users, or for user groups.
- **MAJIK** Enterprise provides user definable program 'quick keys'.
- Set up multiple 'views' of the system depending on the user's Access Group. These profiles may reflect such things as companies on any other separate accounting entity.
- Set up ledger account security defined by Access Group.
- **MAJIK** Enterprise provides an Auto-logout facility and screen saver with a password.
- **MAJIK** Enterprise provides the ability to customise all printed documentation.
- **MAJIK** Enterprise enables you to print to all types of printers including laser printers.
- **MAJIK** Enterprise provides the ability to set up multiple formats for invoices, purchase orders, and other forms, selectable by access group and by the client.



## ADVANTAGES

- 1 Messaging system to improve internal communication
- 2 Easy maintenance of user logins
- 3 Flexible level of security

This module provides functionality for Service Management, Warranty tracking, and Warranty Claims handling. Manufacturers, Wholesalers, or Retailers of warrantable products can now keep an up to date record of products on warranty, warranty costs and claims outstanding. Service companies providing services at clients sites can also use this module to record customer calls and they can subsequently schedule their staff for site visits and record site visit details.

The module is also used by consulting companies to effectively schedule consultants, record costing and billing details.

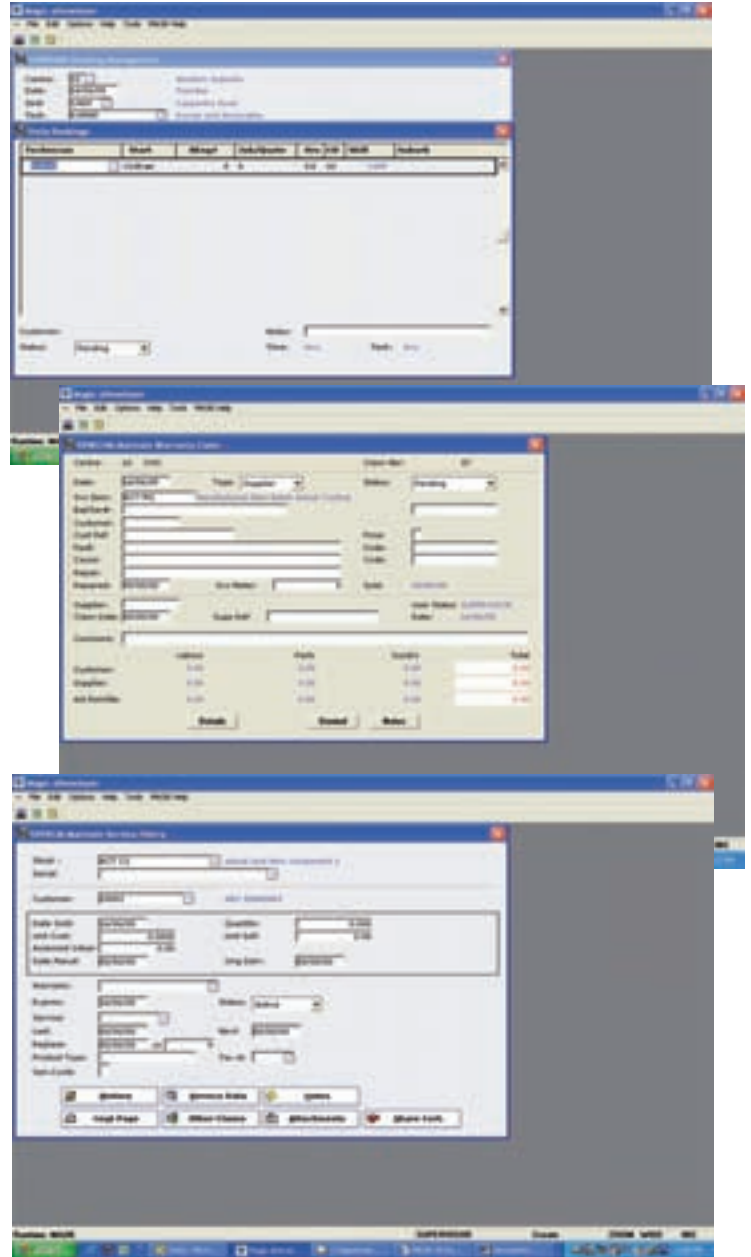
Key features of this module are:

## Service Management

- The user may record bookings from clients and allocate calls to service staff based on skills required.
- Scheduling of service based on bookings recorded and availability of service staff and location of client can then be effectively handled.
- The user may print a daily booking summary for each service person or technician with client details and location grid references.
- The system facilitates recording of labour, parts or expenses used for the work carried out.
- Invoicing for service jobs carried out can be done through this module updating all associated files.
- Ability to import Service history and user field records.

## Warranty Tracking

- Nominate any batch or serial numbered inventory item as a service item. While entering sales for such items, the user can be prompted to create a warranty record.
- The user may select a period of warranty for a service item.
- The user may record a regular maintenance or service visit for any items. The next service date can then be highlighted.
- The user may record notes and past ownership history as part of the warranty record.



## ADVANTAGES

- 1 Improved booking of the staff
- 2 Easy tracking of the warranty claims
- 3 Ability to monitor warranty against a service item

Job Costing provides you with a powerful tool for budgeting, forecasting, collecting and reporting on the expenditure and revenue associated with specific projects. It enables you to link together several MAJIK Enterprise modules, in order to handle several varying tasks as one localised job. For example, a job can have links to production orders, to purchase orders, to inventory issues, and to labour costings and timesheets.

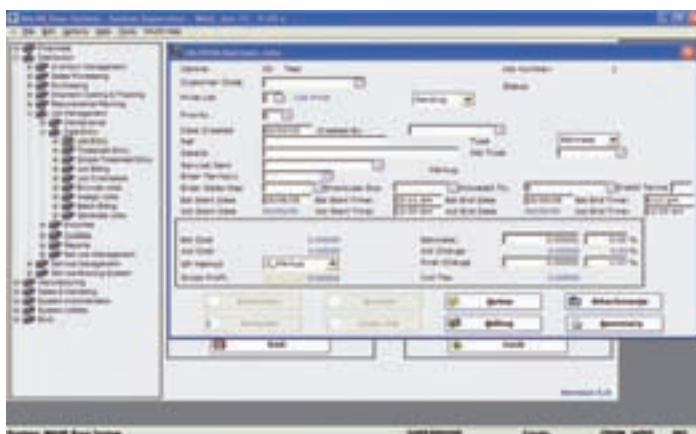
## BENEFITS

### Jobs

- Jobs can be billed as estimates or quotes. Estimates are billed based on the cost of inputs to the job, where as quotes are billed as a fixed price. In either case, estimated costs for each job as well as the actual costs of inputs are held.
- Allow long-term jobs to run for more than one financial year.
- A job can hold one or more sub-jobs, enabling you to link related jobs together.
- Individually tailor the way that each job is billed. Bill all or part of a job on selected dates, or on completion of individual tasks.
- Full service history for individual stock items can be held and maintained each time a job is entered for that item, enabling you to see when subsequent servicing is due.

### Analysing Jobs

- Analyse jobs by job type and job class.
- Keep a full transaction history for selected jobs, including transactions from previous years.
- Make instant enquiries into transaction details or summary figures for individual jobs.
- Obtain a comprehensive analysis of each job, including comparisons of actual figures with estimated costs.
- Identify jobs and individual expenses that are over running budget or forecast, so that you can take corrective action.
- Make summary enquiries into individual jobs and drill down to view detailed information for individual transactions.



## ADVANTAGES

- 1 Easy creation of job orders
- 2 Allow entry of labour timesheet in addition to stock items
- 3 Allow printing of service history report



## Using Job Costing in a Financial Environment

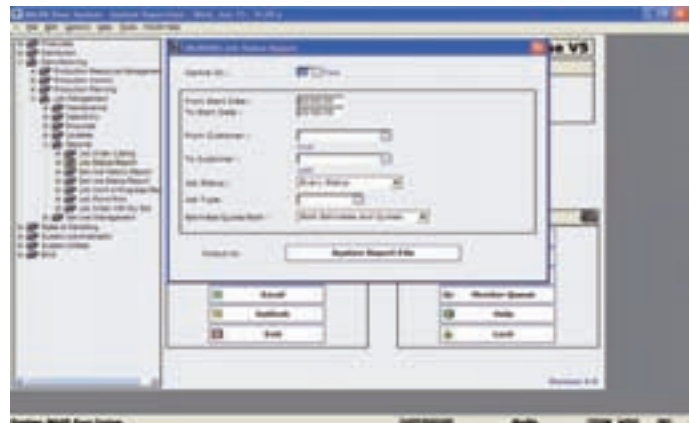
- Record purchases, revenues, and time sheets for each job.
- Analyse expenses and revenues posted from Accounts Receivable (invoices sent to customers), Accounts Payable (vendors' invoices) and Inventory Control (stock issues).

## Using Job Costing in a Distribution Environment

- Record purchases, revenues and issues of stock for each job.
- Analyse expenses and revenues posted from Order Entry and Invoicing and Sales Analysis (sales orders), Purchase Order Processing (purchase orders) and Inventory Control (stock issues).

## Using Job Costing in a Manufacturing Environment

- Within the Bills of Material and Routing modules, create a job for the production of a certain quantity of a specific assembly, using a bill of material and route.
- Create auto purchase orders for purchases of non-stock items specific to a job.
- Analyse the estimates for a complex route or a complex bill of material, to determine areas of possible saving.
- Associate individual works orders with a job and record the actual costs of materials, labour, stock issues, overheads and outwork.
- Associate individual operations with a job and record the costs of each completed operation while work is in progress.
- Create auto purchase orders for outwork operations
- Optionally, include the cost of rejects in the total production costs for completed assemblies.
- Time sheet entry facilities accommodate an unlimited number of labour rates per employee.
- Updates linked jobs to quantity received.
- Standard reports include:
  - Job Order Listing
  - Job Status Report
  - Service History Report
  - Service Status Report
  - WIP GL Report



## ADVANTAGES

- 1 Flexible printing of job order listing
- 2 Easy reconciliation of work in progress (WIP) against GL
- 3 Allows printing of jobs by status

The MAJIK Property Management module is intended for organisations that handle the letting out of spaces, buildings, and other properties of a capital nature. These organisations include among others real estate agents, leasing companies, and market management companies.

Property Management has all the capabilities to handle the unique process of the property management industry. It has the ability to perform high volume periodic rental batch billing and the facility to record and keep track of tenancy movements. In addition, it can also handle share administration for those organisation that manage their own shareholding affairs.

## BENEFITS

### Property Maintenance

- Ability to store building and space information in the central database.
- Ability to attach a particular space to a customer account.
- Ability to monitor expiring lease contracts.
- Easy mass maintenance of costs and prices.
- Easy searching of spaces that are vacant and available for letting and graphical viewing thereof.
- Ability to store other important tenancy information such as assessed market value, occupancy date, floor area, and lease expiration date.
- Ability to store parking spaces.

### Batch Billing

- Ability to generate a large batch billing run for rent.
- Ability to generate batch billing for telephone and electricity charges and other ad hoc items.
- Ability to generate tax invoices for premium reserve parking charges.
- Easy itemization of billing components, for example, net rent, advertising, outgoings, amenities, security and other charges.
- Flexibility to exclude tenancy with spanning leases from GST calculations.

### Dynamic Interfaces

- Full integration with other MAJIK modules such as Accounts Receivable, Accounts Payable, Inventory Management, Job Management, Service Management, Point of Sale and Work Flow.

### Tenancy Movements

- Ability to record and keep track of tenancy changes including transfers, surrenders, and the assignment of new leases.

### Casual Traders

- Ability to record and update attendances of casual traders.
- Facility to maintain and update priority listing for active casual standholders.
- Easy assignment and prioritisation of available spaces.



## ADVANTAGES

- 1 Main Property Management menu.
- 2 State-of-the-art graphical viewing .
- 3 Easy identification of serial space to a tenant.
- 4 Faster generation of batch billing.
- 5 Flexibility to run different billing cycles.

This module is a complete quoting, costing, sales and management information solution for all types of print businesses. It incorporates world leading technologies for costing and managing the print process.

CostMaster Print Management can accurately manage the entire reprographic process from graphic design through printing and binding, all the way to dispatch. The system works in Offset and Digital print shops, film houses, publishing houses and government print shops throughout Australia. It is scalable to serve any size print business and combined with the other MAJIK Enterprise modules, it provides an unsurpassed integrated Management Information System.

The system provides estimating, quoting, job ticketing, purchasing for stock and all external work and invoicing for all types of printing. It also includes factory floor, facilities management and in-house print management and a host of specialized features to manage printing. MAJIK Enterprise CostMaster can report net profit at both the job and job component level for any type of work. It also provides an integrated General Ledger and Web Browser facility.

## BENEFITS

- Fast Estimating of Job Costs
- Sophisticated Customer Relationship Management (CRM) system
- Automatic Emailing of Quotes, Invoices and Dispatch Alerts
- Sales Control and Analysis
- Detailed Profit Analysis by Job, Customer and Type of Work
- Complete Job Management for all offset, digital, wide format and all other printing
- Accurate Cost Control for digital and analogue colour copying
- Multi-Quantity Quotes for any type of work
- Easy conversion of Quote to Job
- Automatic Scheduling working back from customer deadline
- Detailed Work Ticket for every job
- Factory Floor Screens for Job tracking and communication

- Easy collection of Actual time Data
- Delivery dockets and labels
- Rapid Invoicing
- Debtors and Creditors Ledgers
- Interface to the ledger of your choice or optional CostMaster General Ledger
- Complete Stock Control, including Stock-Take and Stock-Auditing
- Integrated Purchasing and Order Forms for stock and external work
- Web Browser for job entry, quoting and tracking (Subject to the level of tracking the factory is using)
- Windows 2000, Windows XP, Windows Vista

### Creating Jobs

Once a quote has been accepted, the quote can then be automatically converted to a job with the push of a button. Any changes the customer may have from there can be made and automatically re-priced. A new quote can then be generated and the job scheduled automatically according to the customer deadline.

Purchase orders for stock and /or external work can also be automatically brought up and placed from the single Quick Screen entry interface with job number displayed on order. These can be generated in email or fax form. Work Ticket or job bags can be based on your company's production needs and show unlimited sections for each job.

Jobs can be changed at any point before the tracking process reaches the changed sector or the job is invoiced.

### Reprint Jobs

Theses can be set up in the CostMaster Module as job templates. This means the job can be created, scheduled and the job ticket produced simply by entering the template reference and the number of copies required. For example, a list of 20 reprint jobs can be created, costed, scheduled and ticketed in a matter of minutes.

### Purchase Orders

Purchase ordering is streamlined with automated Order Buttons within the single Quick Screen entry interface that will create the purchase order based on the highlighted field allowing you to confirm the order to be placed, prior to placing. Purchase orders can be viewed in order of job or supplier order, and completed or not completed.

The **MAJIK**Link module provides you with the ability to link seamlessly any data held within **MAJIK** to any third party product such as Microsoft Access, Excel or Word. It also provides clients with a Forms Editor to change any screen or print out to reflect terminology more relevant to their industry. It can also provide seamless email integration (needs Adobe) and finally it enables you to print out key General Ledger and sales reports in a graphical format such as a bar chart, pie chart, line chart etc.

## BENEFITS

You can easily download any **MAJIK** report into say Access (or any other third party product) and then easily manipulate such data.



Alternatively, you can easily change the appearance of any master file such as a customer record, inventory record etc and any associated print outs including:

- Purchase Orders
- Sales Orders
- Statements
- EFT Remittance advices

Also, you can graphically print out:

- GL Reports
- Aged Debtors Trial Balance
- Aged Creditors Trial Balance
- Sales Reports
- Other Reports in General

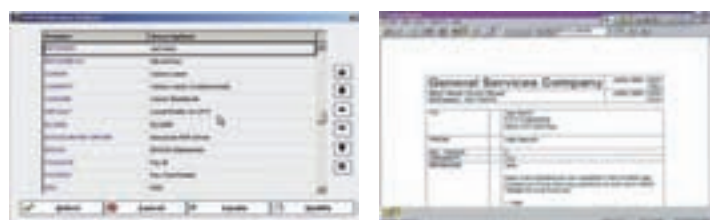
Other benefits are:

- Improved budgeting facilities
- Better graphical reports for management meetings.
- Savings on stationery costs & design your own and print on a laser printer.
- Increase productivity.

Further to this, in the General Ledger, **MAJIK**Link gives you the ability to download your key reports (Profit and Loss; Balance sheet etc.) to the Excel Spreadsheet. Updates to same will subsequently automatically update both reports on line and in real time.

The **MAJIK** Faxgate module provides for comprehensive capabilities of fax automation thereby allowing users to send information from **MAJIK** straight to their customers, suppliers and other contacts. Essentially **MAJIK** Faxgate provides the software that sends, receives, routes and archives documents and reports straight from your **MAJIK** application.

You can do any printing job or batch report from **MAJIK** and send the document individually to each recipient through a modem directly to their designated fax number. A fax now takes one minute by simply clicking the print function and selecting Zetafax as the printer. For example, you can send a remittance advice of your EFT payments to your suppliers immediately after money has been sent electronically. Or you can send your invoice or statement to your customer right after completing your batch billing process providing for improved debt collection.



## BENEFITS

### Enterprise Connectivity

Faxgate can be installed on any server running Microsoft Windows NT Server 4.0 or later. Hardware requirements include Pentium 300 or faster; 128 MB RAM, fax modem, active ISDN controller or intelligent fax board. It supports up to 60 fax lines. Integrating simultaneously with heterogeneous components, Faxgate becomes a centralised fax processor for the entire enterprise, delivering sales-related inbound fax, high-volume outbound fax and office correspondence within and beyond the network.

### Integration

Faxgate integrates seamlessly with Microsoft Exchange, Lotus Domino, Novell Groupwise and SMTP. It runs as a service under Windows 2000 and Windows NT. Groupwise etc.

### Summary of features

- Send high quality purchase orders, sales orders, statements and remittance advices.
- It verifies that faxes have been sent.
- Supports delayed and off-peak transmission.
- Save on postage and stationery costs.
- Easily forwards any reports from **MAJIK**.
- It promotes workplace efficiency.
- It keeps business-critical documents in motion.
- Send multiple documents from different applications as a single fax.
- Simple to broadcast faxes to all clients.
- Create uniform letterheads and cover sheets with logos.

**MAJIK e-Commerce**, an entirely Web-based enterprise-level module, has the underlying technology that makes it possible for solutions to be quickly and easily customised. Bundled with the Magic Partitioning Server, this feature rich module enables you to maintain high standards of service to your clients and suppliers irrespective of whether you are a retail, service, wholesale or manufacturing based company.

Designed with seamless integration with other **MAJIK Enterprise** modules, including Sales Order Processing, Inventory and Point of Sale (for full credit card validation) this module enables orders to be entered by customers that can then be authorised by your appropriate personnel before despatch.

## BENEFITS

### Secure set up

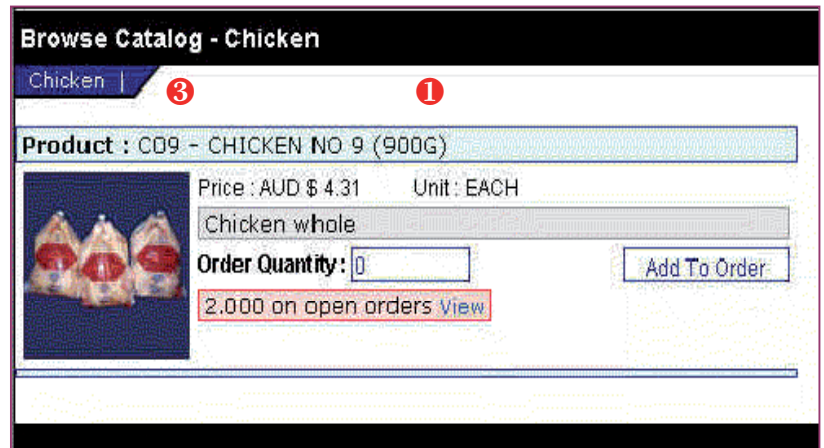
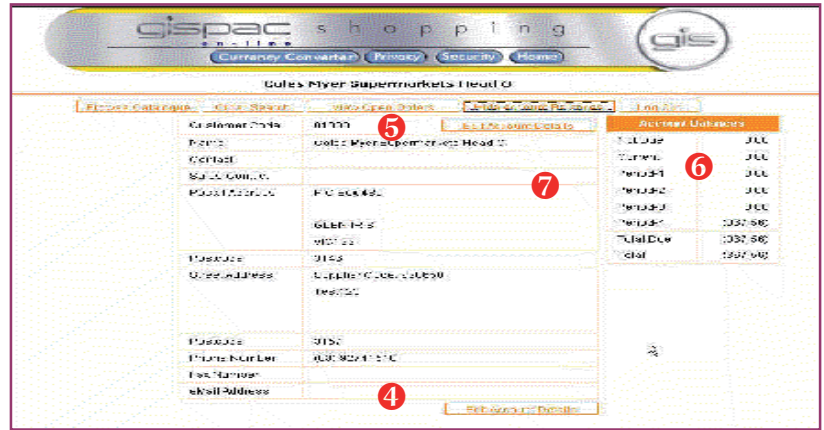
- A secure password protected mechanism enables clients customers, suppliers and sales people to access **MAJIK** data.
- Validates against a list of authorised users.
- User and Group specific menus.
- Full email confirmation facilities.

### View and amend details

- View and amend customer, supplier etc. details.
- Print invoices and enquire on account balances and transactions as well as past history.
- Provides for template orders for ease of use.
- Enquire on order status and ETA's.
- Provides for banner advertising.

### Flexible facilities

- Supports service environments enabling users to order non-stock items.
- Can easily be configured to link to an existing web site.
- Supports non-customer sales entry enabling you to capture new client details for future marketing efforts.
- Restrict credit facilities and prevent the despatch of goods where credit exceeded / payment is late.
- Handles multiple units of measure.
- Calculates pricing specific to client set up details.
- Set system up to only enable users to view certain products based on past history.
- Product details include images to enhance product identification for ordering purposes.
- Links to Point Of Sale for credit card transactions.
- Sales agents can easily access your **MAJIK** system to enquire on stock status, client credit status, etc.



## ADVANTAGES

- 1 Simplistic ordering process.
- 2 Only active products are available for ordering
- 3 Easily definable client specific product profile
- 4 Facility to e-mail confirmation of orders
- 5 Ability to view open orders in different sort presentation
- 6 Show aged analysis of outstanding balance
- 7 Client specific credit terms and multiple price lists
- 8 A freight matrix can be held for each client
- 9 Order status and drill down

The **MAJIK** Virtual Logistics module facilitates supply chain integration through the automatic transfer of data between participant's computer systems. The module essentially acts as a freight service hub to allow shippers, carriers, warehouse providers and receivers to work with multiple business partners through a single interface.

The **MAJIK** Virtual Logistics messaging hub therefore allows each participant to work with an existing business system interface. Transactions processed via this Virtual hub can be viewed using a standard web browser without the need for the installation of any proprietary software.

**BENEFITS:**

**Customer Service improvements** – provides “track and trace” visibility to receivers

**Cost effective** – transaction fees are based on volumes directly related to your level of business activity and the associated costs are spread over time.

**Easily deployed** – connection to the Virtual Logistic hub is provided with minimal in-house effort. Mapping existing system data to the hub is the primary implementation activity and this is performed by our staff.

**Open system** – The **MAJIK** Virtual Logistics module does not require proprietary software so the up front investment is minimal.

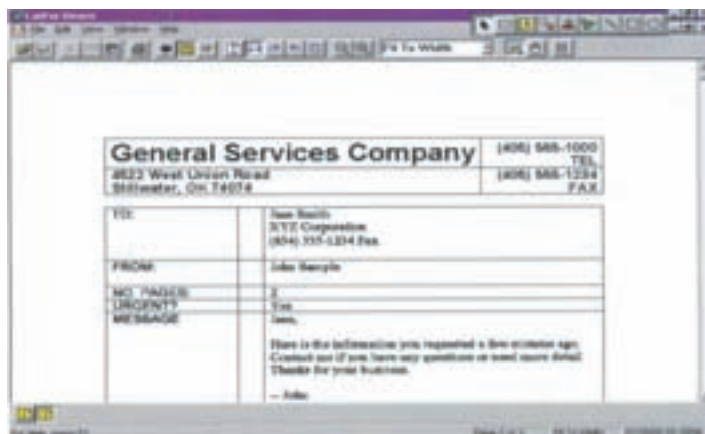
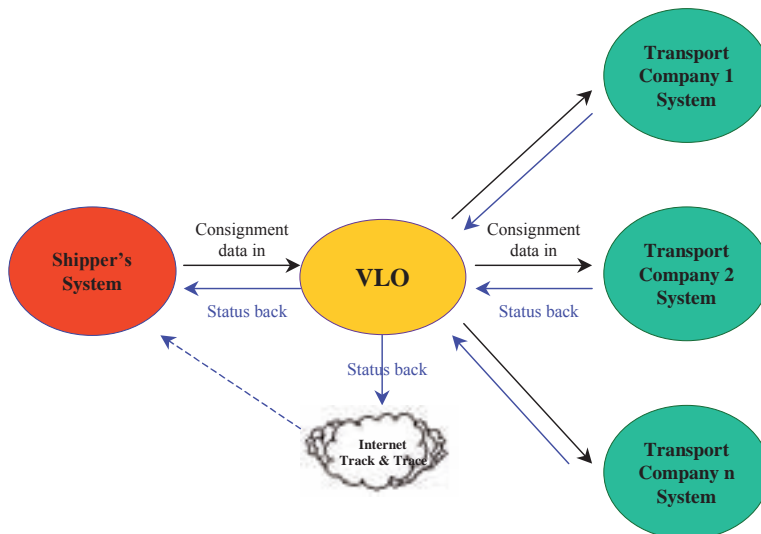
**Integration** – Electronic links are available to third party suppliers for POD imaging and Business Intelligence reporting for improved analysis and KPI reporting.

**Three options** - connection to the **MAJIK** Virtual Logistics module is inexpensive – System to System for high volume shippers; Offline for medium volume shippers or web based for ad hoc carrier bookings.

**Carrier rates** – preferred carrier rates can be held on the system to allow a customer to submit a pre-rated consignment booking.

**Independent** - The **MAJIK** Virtual Logistics module is not tied to a specific transport provider.

**Comprehensive** – it connects buyers and suppliers through the use of purchase orders and advance shipping notices through transport specific messages thus allowing full integration of all related **MAJIK** Enterprise supply and fulfillment modules.



The **MAJIK** Enterprise Bills of Material Module increases efficiency by using Bills Of Resource (BORs), which are sets of production instructions consisting of inputs, operations, and outputs. Production orders can be produced from these BORs, providing a full manufacturing work cycle that goes through authorisation, releasing, and monitoring stages.

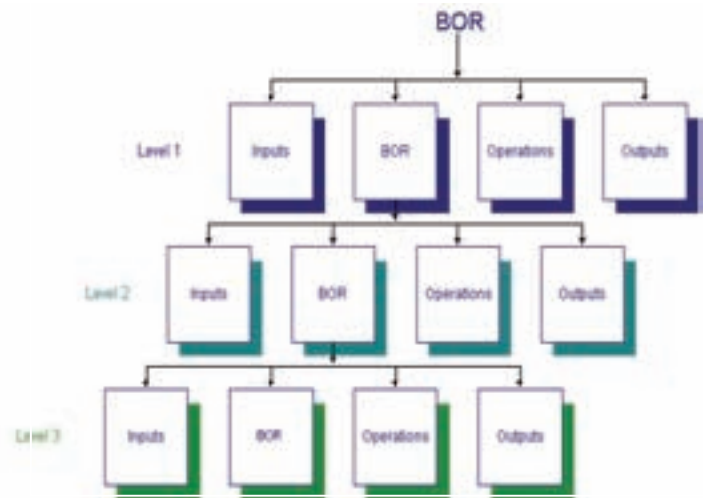
**MAJIK** Enterprise also offers an alternative to using the full production cycle, which is to use an 'Auto-Make' process to automatically create completed production orders. This provides an easy solution for companies where manufactured quantities need to be recorded, but full manufacturing is not run.

A Bill of Resource is defined by the relationship between a parent code (Bill of Resource code) and stock inputs, operations and outputs. A Bill of Resource can include one or more stock components, and each of those components can be composed of one or more components (a sub-assembly).

## BENEFITS

### Bills of Resource information

- Specify up to 99 levels of sub-assembly, each consisting of up to 999 components. These can be further sub-assemblies, raw materials, operations and output items.
- Identify each component by a sequence number.
- Record labour and overheads, and post these figures through to nominated accounts in the General Ledger.
- Full user security is available to control the authorisation and releasing of production orders.
- Hold comments and instructions as part of the BOR.
- Store the weight of each component.
- Record the drawing number for reference by engineering control.
- Hold the unit in which each component is issued (if different from the stocking unit) and the conversion factor.
- Perform full parts explosion and make where used enquiries. Produce reports showing both types of information.
- Enter details about non-stock materials while setting up an assembly.
- Note the date at which each component is needed in the manufacture of the assembly.
- **MAJIK** Enterprise provides the ability to create multiple BORs for each stock item.
- When creating a production order, change, add or delete any input item, operation, or output item as required.



Seq	Operation	Description	Order No.	ZZ055
00010	10CB		Qty Reqd	1.0000
	WorkStation	10CB	Qty Recd	0.0000
		10" CARD DONE AND BASE	CTN	0.0000
		(1.0000 Hours Per CTN)	Time Reqd	0.0000
	Operation Completed	000000	Time Spent	0.0000
			Oper Time	0.0000
	Setup Required	0	Actual Setup	0 Minutes
			Actual Setup	0 Minutes
			Operation Status	Processing

## ADVANTAGES

- 1 Allow use of BOR as input to another BOR.
- 2 Allow creation of new BOR using copy command
- 3 Ability to monitor production process

The Production Control System is designed to enhance operating efficiency in the highly competitive manufacturing industry. MAJIK will boost profits by reducing errors, and saving time and money by establishing management control for all stages of the production process.

Production Control is used to add and maintain production orders, and to print production order pick lists and routings. Once released, the production order serves as confirmation or authorisation to manufacture the specified items.

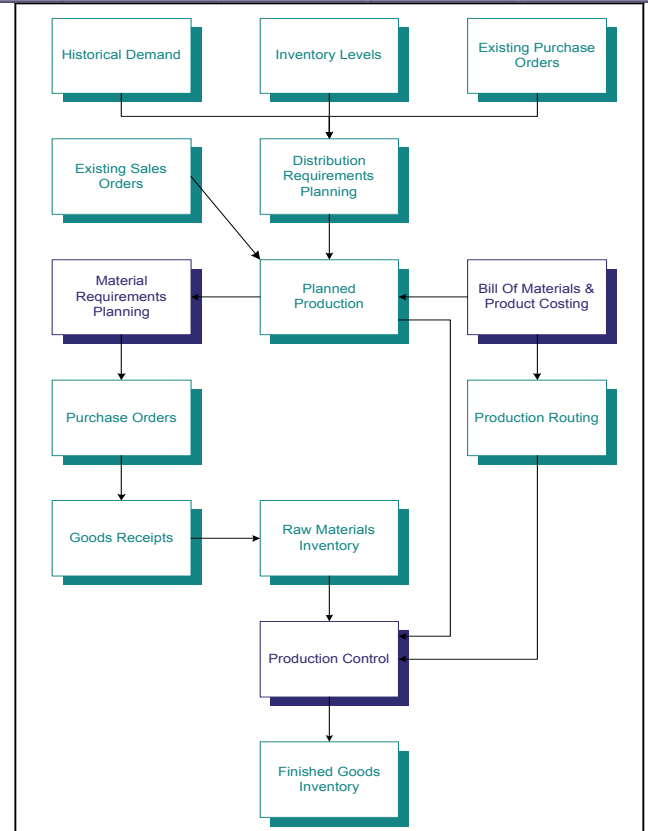
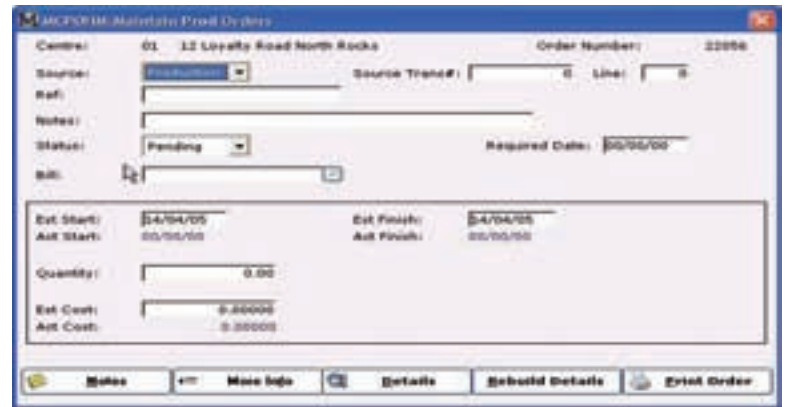
Each production order contains a list of the required raw material items and a production routing which lists the requirements for operations, such as labour and machine resources.

### **Key Features:**

- Actual raw material pick list issues, labour, and machine times are recorded (by monitoring the completed operations) to obtain actual cost information.
- Production orders can be entered directly or automatically as planned orders from the Distribution Requirements Planning and Sales Systems.
- The system provides reliable cost control by tracking vital information on materials, labour, and overheads required, versus quantities actually used. This gives an accurate picture of usage, costs and variance.
- The system does a component availability check prior to release of production order to the factory floor and highlights the shortages.
- The Bill of Resource can be modified for the released order. These modifications remain specific to the production order and do not update the Bill of Resource Master.

The above diagram outlines how some of the information flows integrate to provide a complete manufacturing system.

- Zoom windows enable the quick retrieval of production orders throughout the system, without having to remember batch numbers.
- Production orders are tracked through stages of production that are identified by statuses, for example; Unreleased, Released, Held and Completed.
- Batch ticketing is provided for lot tracking functions.
- As raw materials are issued to production orders, and finished products received into inventory, inventory levels are updated automatically.
- Detailed production batch history is maintained, including materials, actual usage, batch number, customer, material costs, labour costs, and overhead costs. The production history can be reviewed at any



level of detail at any time. For example, if there is a quality problem with a specific batch, you can generate a list of all materials (and corresponding lot numbers) that are part of that batch. Or if there is a quality problem with a particular material lot, the system can provide you with a list of all finished products (with batch numbers) that used that particular material.

- The system records the total quantities produced and used by specified periods, for reporting and planning purposes.

## **ADVANTAGES**

- 1 Easy creation and maintenance of production order
- 2 Accurate and reliable cost control
- 3 Timely production of finished goods
- 4 Integrated with inventory module for quick stock information and updating
- 5 Easy tracking of production orders



The **MAJIK** Enterprise Production Planning Module forecasts stock requirements in either the **MAJIK** Enterprise Manufacturing System or the **MAJIK** Enterprise Inventory System, or both. It enables you to view and modify expected stock requirements, then automatically create purchase orders or production orders for the desired stock quantities.

- Create, make or buy recommendations based on current sales orders, works orders, purchase orders, existing replenishment and GRP requirements.
- Generate purchase and production recommendations for single products or families of products.
- Forecast requirements based on demand, trends, and adaptive forecasting (smoothing)
- Generate quick recommendations from stock levels and reorder information.
- Treat all warehouses as a common resource.
- Specify separate lead times for making and buying an item.
- Select the preferred or last supplier.
- Enter budgets or import them from existing budgets.
- Produce a Master Production Schedule including sales forecasts. Review and re-calculate this schedule at any time.
- Adjust recommended orders.
- Introduce safety margins when calculating the due dates of orders.
- Combine purchase orders.
- Number works orders and purchase orders automatically.

### Enquiries and reports include:

- Production Order Enquiry.
- Production Order Listings by Status - Unreleased, Released, Held, Completed.
- Production Schedule.
- Production Workload Report (Capacity Planning).



MAJIK Enterprise Requirements Plan

Warehouse: 12 Loyalty Road North Rocks

Plan Code: 2005008

Plan Type: Manufacturing and Distribution Plan

From Stock: 0001 SSC

To Stock: TRAYSNS  
138054 - 8x8x16mm Tray x 1000

Lead Time: User Maintained Lead Time

From Date: 07/03/05 To Date: 31/03/05 2005-008

One Order/Job: No (Create 1 Prodn Order per Job)

Reprint: No

Output To: HPLASER



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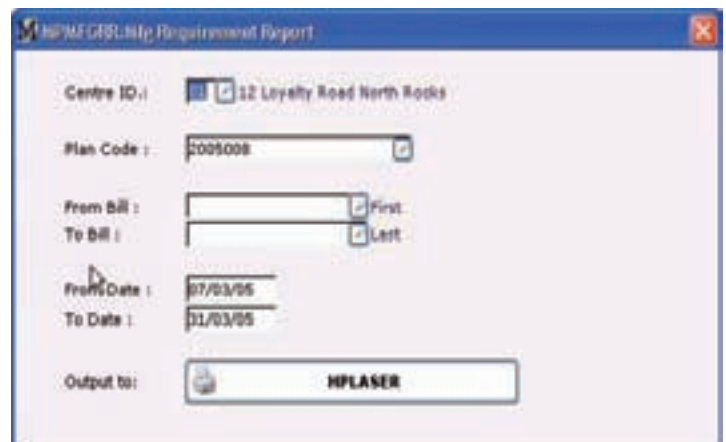
Lead Time: User Maintained Lead Time

From Date: 07/03/05 To Date: 31/03/05 2005-008

One Order/Job: No (Create 1 Prodn Order per Job)

Reprint: No

Output To: HPLASER



MAJIK Enterprise Requirements Report

Centre ID: 12 Loyalty Road North Rocks

Plan Code: 2005008

From Bill: [ ] First

To Bill: [ ] Left

From Date: 07/03/05

To Date: 31/03/05

Output to: HPLASER

## ADVANTAGES

- 1 Ability to view and modify expected stock requirements
- 2 Ability to create new requirements plan
- 3 Ability to print manufacturing requirements report
- 4 Integrated with purchasing module
- 5 Can perform requirements forecasting

Whether you are forecasting sales, revenues, demand for service, or any other important variable, the Forecasting module will make your work easier, quicker and more accurate. The program is extremely easy to use and does not require a background in statistics or forecasting. For novices, the expert selection mode makes creating a forecast as easy as clicking a mouse button. For experts, **Forecasting** offers a wide range of state-of-the-art forecasting models, diagnostics and options. All models allow either manual or automatic identification. You provide the historic data and Forecasting does the rest. The expert system analyzes your data, selects the appropriate forecasting technique, builds the model and calculates the forecast. A handy batch forecast procedure saves you time and effort by automating the process for larger forecasting jobs.

## BENEFITS

### Uses a proven methodology

- Forecasting uses moving averages, exponential smoothing, intermittent demand model, discrete data models and dynamic regression.

### Make convincing presentations

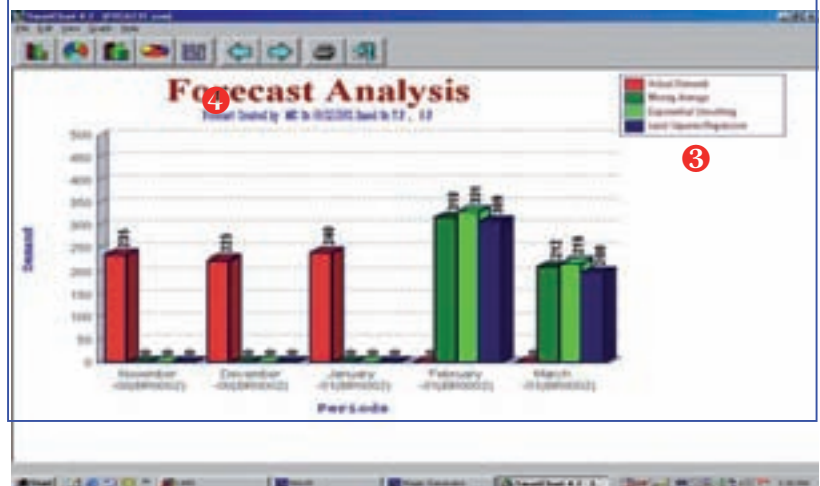
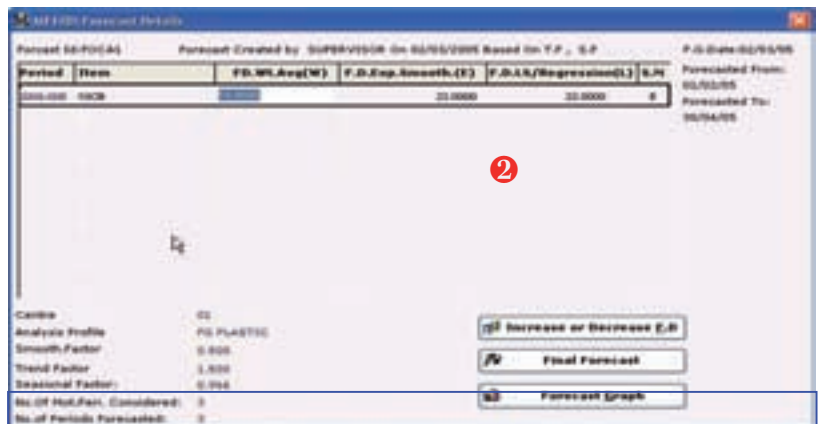
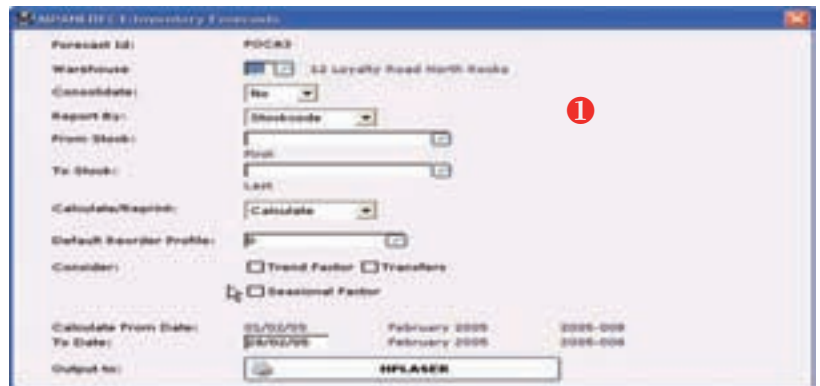
- An output design box lets you see what your spreadsheet will look like before you save it out.
- Documenting your work is a snap. Click the graph icon and a graph of your forecasts, historic data and confidence limits instantly appears. A few more clicks and you've printed a graph, forecast report or saved your forecasts to a spreadsheet, ASCII, or database file. As you use the product, an audit trail faithfully records every step. Each data set, each forecast, each expert analysis-everything is captured so you have a permanent record of your forecasting session.

### Work with your existing data

- Forecasting imports data in a variety of flexible, easy-to-create formats including, .XLS, .WK1, .WK3, .WK4, ASCII (text) files or directly to your database via ODBC (open database connectivity).

### Quick and easy forecast adjustment

- Use the forecast adjustment routine to incorporate your business knowledge. The forecast adjustment routine allows you to incorporate your domain knowledge into your forecasts. If you know that a one-time large order is coming in or that a particular high volume customer is running a special promotion you can use that information to fine tune your forecasts by simply editing your forecasts, either by increments or percents.



## ADVANTAGES

- 1 Simple and flexible forecasting program
- 2 Ability to use existing data
- 3 Ability to view and print graph for presentation
- 4 Quick and easy forecast adjustment
- 5 Proven methodology

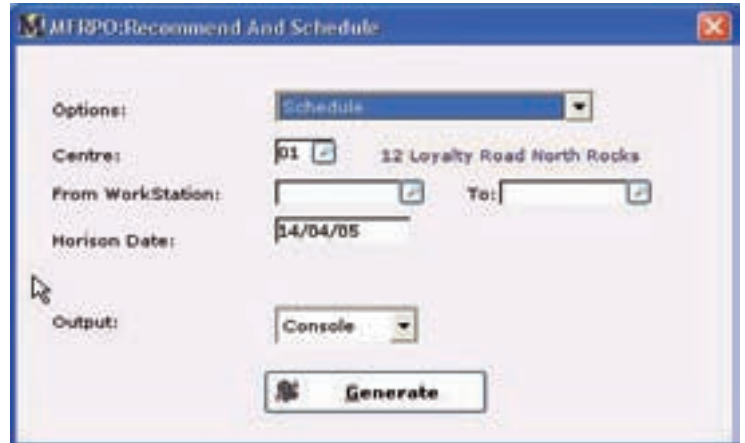
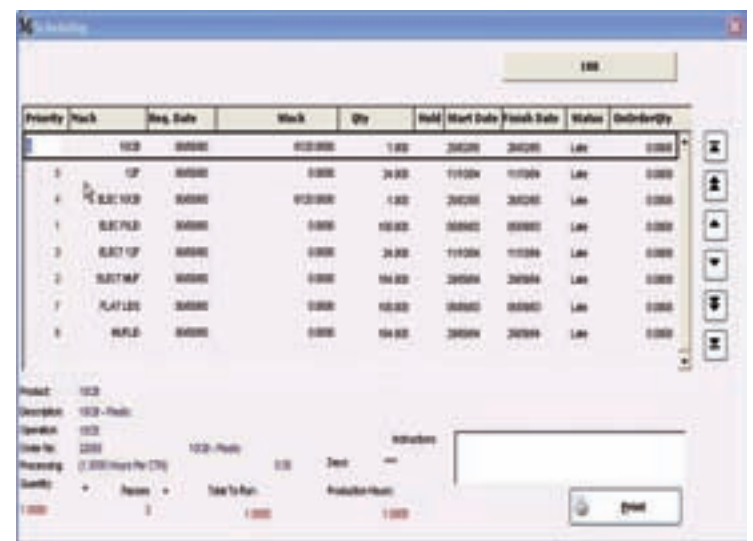
The **MAJIK** scheduling module monitors how manufacturing operations are controlled therefore enabling timely production.

The **MAJIK** scheduling module enables on-line update of detailed operation by operation schedule. The key features include

- Enables scheduling by “when an order is due”.
- Enables scheduling by “what job runs next at a particular centre” approach.
- Visible overload on machines.
- Utilises infinite loading.
- Ability to perform a trial fit by comparing load to capacity
- Authorisation utilising the hold flag.
- Flexible planning tool, which enables resolution of shopfloor issues, by allocation/re-allocation of resources such as machine/operation.
- The estimated start date can be modified to reschedule orders so those plans can be achieved.
- Enhances visibility by making the requirement on critical resources stand out
- Manual or automatic reprioritization.
- Sorting ability based on priority, machine, required date.
- Standard schedule reports.
- Calender to record factory patterns.

## BENEFITS

- Higher customer service as the production is matched to required date.
- Production can be optionally organised and run in the order of needs or arrival.
- Supports push (keep the production environment full) production system.
- Supports pull (meet current demand by producing what you need on a day to day basis) production system.
- Simply spreadsheet like display enabling up to date central control, easy prioritization of work in progress and access to critical production information. Reduces considerably the number of lost orders

Priority	Mach	Req. Date	Work	Qty	Hold	Start Date	Finish Date	Status	OnOrderQty
1	12	04/04/05	012000	1.00	2020	2020	2020	Lat	0.000
4	12	04/04/05	012000	1.00	2020	2020	2020	Lat	0.000
1	12	04/04/05	012000	1.00	2020	2020	2020	Lat	0.000
3	12	04/04/05	012000	1.00	2020	2020	2020	Lat	0.000
2	12	04/04/05	012000	1.00	2020	2020	2020	Lat	0.000
7	12	04/04/05	012000	1.00	2020	2020	2020	Lat	0.000
6	12	04/04/05	012000	1.00	2020	2020	2020	Lat	0.000

## ADVANTAGES

- 1 Timely production scheduling
- 2 Ability to print standard schedule reports
- 3 Easy spread sheet like display
- 4 Sorting ability
- 5 Supports both push and pull production system



## Modules:

### Marketing management modules:

- Customer Relationship Management (CRM)
- Contact Manager
- Campaign Manager
- Point Of Sale

### Accounting management modules:

- General Ledger & Consolidation
- Accounts Receivable / Collection Management
- Accounts Payable
- Financial Report Writer
- Cash Book & Electronic Funds Transfer ( EFT )
- Fixed Assets
- Import Costing & Shipment Tracking
- Purchase Order Processing
- Sales Order Processing
- Inventory Control / DRP

### Job management modules:

- System Manager
- Service and Warranty Management
- Job Costing
- Property Management
- Infringement Management
- CostMaster Print Management

### Internet management modules:

- MAJIK Link
- MAJIK Faxgate
- e-Commerce
- e-Support
- Virtual Logistics



### Kitting management modules:

- Bills of Material
- Configure To Order
- Production Control
- Production Planning
- Forecasting
- Scheduling
- PDA / Barcode Interface
- Work Flow



**Integrated Business Software and Support**

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