

# Product Samples Database

This is a new optional ("C" class) software module for the InterAcct package.

It is a system that allows –

- **Product samples** requested by customers (foregone sales \$)
- Print a Samples Request **Approval form**
- **Picking Slip** and/or Despatch Docket printed
- **Delivery** schedule updated
- **History** of samples given, by customer, by product
- **Analysis** of the sales revenue resulting from samples given
- **Follow Up** Diary for sales people on samples given
- General Ledger **automatic posting** to Samples Expense Account

The screenshot displays the 'InterAcct IA-Demo - [INTERACCT MAIN MENU - display]' window. The interface includes a menu bar (File, Record, Edit, View, Go, Advanced, Menu, Graph, Design, Help) and a toolbar with various icons. The main area features a 'Licenced Owner' field with the text '\*INTERACCT SOFTWARE PTY.LTD \*LICENCE# T1000' and a date/time display showing 'Wed 26-Oct-2011 09:48:59'. The main menu is organized into a grid of icons representing different functions: Company Names, Phone Numbers, Stock/Materials, Reminders, Manuals, System Design, Surnames, Email Addresses, Purchase-Orders, Diary Alerts, Videos, First Names, By Post Code, Quote Register, Questions/Answers, and Exit InterAcct. A 'Menu' list is visible on the right side, containing 17 items, with '3. Samples Given' highlighted. At the bottom, there is a navigation bar with buttons for 'Form help', 'Field help', 'Reports', 'Contact-Us', 'Suburbs', 'Training', 'Quick-Start', and 'Getting Started'. A welcome message 'Welcome to the InterAcct Software - Main Menu' is displayed at the very bottom.

InterAcct IA-Demo - [INTERACCT MAIN MENU - display]

File Record Edit View Go Advanced Menu Graph Design Help

Licenced Owner \*INTERACCT SOFTWARE PTY.LTD \*LICENCE# T1000

Date Wed 26-Oct-2011  
Time 09:48:59

Company Names Phone Numbers Stock/Materials Reminders Manuals System Design

Surnames Email Addresses Purchase-Orders Diary Alerts Videos

First Names By Post Code Quote Register Questions/Answers Exit InterAcct

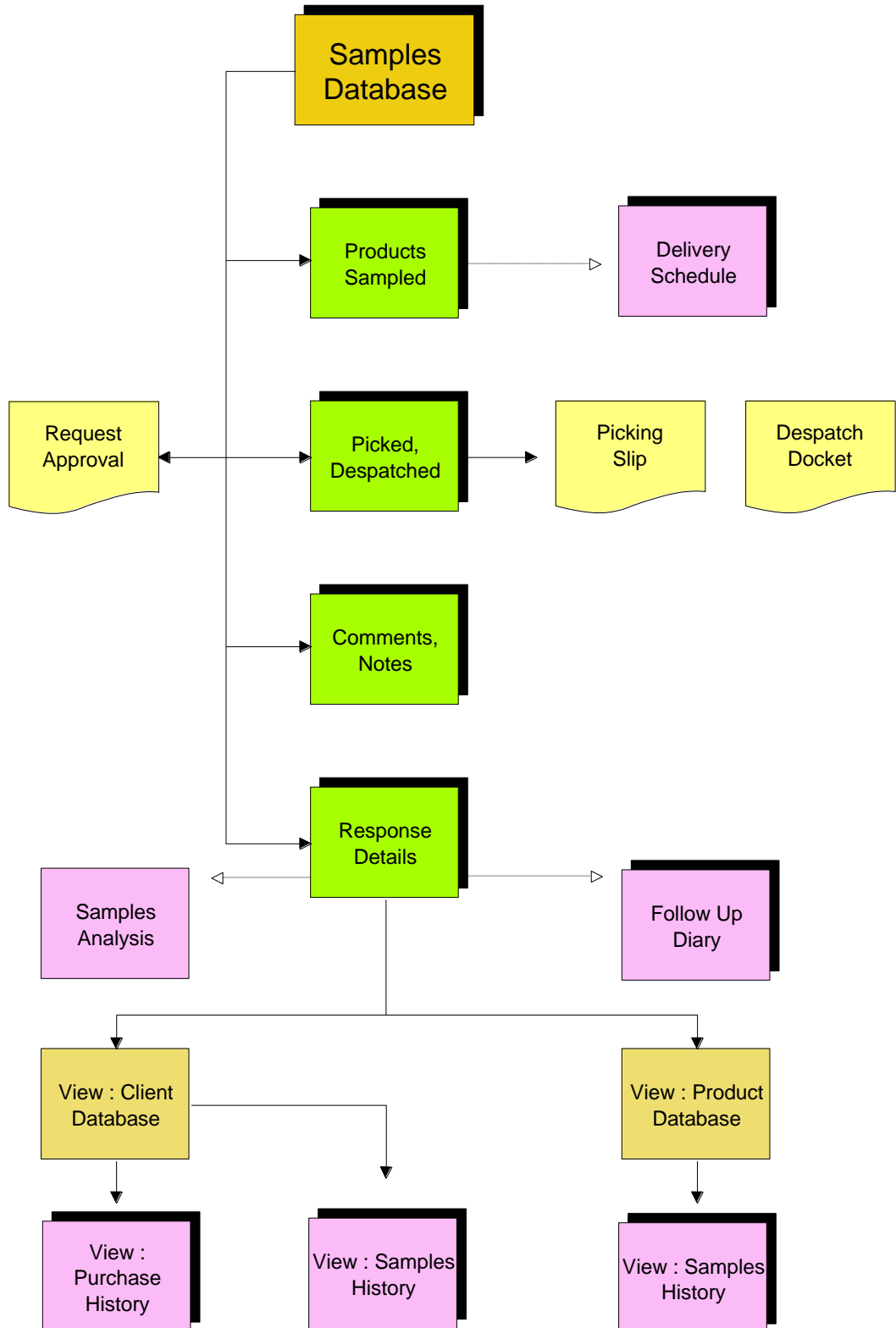
Menu

1. Getting Started Menu
2. Business Names
3. Samples Given
4. Quick Quotes/Invoices
5. Sales Order Entry
6. A/cs Payable
7. A/cs Receivable
8. Accounting
9. General Ledger
10. Payroll
11. Products/Materials
12. Import Costing
13. Kit Conversion Menu
14. Purchase Orders
15. Marketing
16. Management
17. Reports Menu

Form help Field help Reports Contact-Us Suburbs Training Quick-Start Getting Started

Welcome to the InterAcct Software - Main Menu

# Flow Chart



# Samples Database – “Header”

Interact IA - Demo - [SAMPLES GIVEN DATABASE - display]

File Record Edit View Go Advanced Menu Graph Design Help

**Client Id**  
Contact  
Business  
Address  
Suburb  
Directions

**Delivery** 1 MAIN  
Trevor Jones  
Corporate Enterprises Pty Ltd  
3/556 Andrews Road  
Cnr Wetherill Street  
MOSMAN NSW 2088  
Deliver to Rear - Warehouse

**Ref No.** 200009  
**Status** 4.DESPAT  
**Date Input** 13-Oct-2011  
**Exp Delivery** 13-Oct-2011  
**Pick Date** Fri 14-Oct-2011  
**Despatched:** Fri 14-Oct-2011  
**Responed:** 13-Oct-2011  
**Follow Up** 14-Oct-2011

**Menu**  
1. Samples Given  
2. Picked/Despatched  
3. Response Details  
4. Comments  
5. View - Client File  
6. View - Samples History

**Cost \$** 40.10  
**Foregone \$** 60  
**Exp Sales \$** 12,000

**Cust Type** BLD CARPENT  
**Whouse** HO  
**Sperson** MARK W  
**Cust Ref** XXZ123

**Comments** Required for Industrial Testing

**Client**  
Addresses  
History  
Directions  
Suppliers

**Product's Sampled:** Corporate Enterprises Pty Ltd, Required for Industrial Testing

Description	Available#	Sample Qty #	Sale Value \$	Cost of Samples \$	Comments
1 128 NDFEB Disk Magnet	44,120	500,000	60.00	40.10	

**Response**  
Wants A Quote

**Follow Up ..** 14-Oct-11  
**Next Action** Prepare Quote

**Future ?** 1.ORDER  
**Revenue \$** 12,000

File Record Edit View Go Advanced Menu Graph Design Help

Description	Sample Qty #	Sample \$	Employee	Contacted	Response	Follow Up ..	Next Action	Future ?	Revenue \$
1 128 NDFEB Disk Magnet	500,000	40.10	KERRY	Patsy Writers	Wants A Quote	14-Oct-11	Prepare Quote	1.ORDER	12,000

# Sample Product Line

InterAcct IA-Demo - [PRODUCTS SAMPLED - display , Corporate Enterprises Pty Ltd , Required for Industrial Testing]

File Record Edit View Go Advanced Menu Graph Design Help

Item Id: 22X10    Category: MAGNETS    Status: 4.DESPAT  
Stock Id: 22X10    Group: HARDWARE    W/House: HD  
Description: NDFEB Disk Magnet    Units: EACH

Sample Qty #: 500.000    List \$: 0.12    Pr Level: TLIST  
Available#: 44,120    Price \$: 0.12    Stock Id: 123456344444  
Disc %: 0.00    Batch No: AB1334  
Extra %: 0.00    Use By: 13-Dec-2012  
Discount \$: 0.00    Colour: RED/BLUE

Ship #: 500.000    Discount \$: 0.00    Sale Value \$: 60.00

Weight #: 18.00    Net Sell \$: 0.12  
Kg's #: 15.13    Cost of Samples \$: 40.10

Cost \$: 0.0802    Stock Type: B    Despatched: 14-Oct-2011

Comments:


Menu  
1. Add another line  
2. Picked/Despatched  
3. View : Stock Item  
4. Client Details  
5. Client Pricing  
6. Supplier Details

Form help   Field help   Group   GL-Post   Tables   Spec's   Product   Pricing   Accounting   Delivery

This file is used to record the Products (Stock Items) that are to be sent as samples.  
Once despatched (see previous menu) then the accounting records will be updated.

Display As

Product   History   Supplier   Purchasing



This screen shows one sample product item (to be dispatched).

Please Note :

- Stock available balance is shown
- Multiple warehouse locations an option
- Serial/Batch number control an option
- Normal sell prices shown (foregone revenue)
- Weight for shipping shown (also M3 if required)
- Link to Client Samples/Purchase History enquiry
- Link to Products Database
- Link to Supplier Database
- Can display image of product item

# Print : Authority Request

<p>Print Phaser 8560DN-16 PS    Automatically Select    Email    PDF    Exit</p>	<p><b>Delivered To :</b>                  7 Steel Pty Ltd, Tom Bull                  Lot 47 Studley Court                  DERRIMUT VIC 3030                  Please Deliver to Back Door                  Attention to : Tom Bull</p>	<p><b>Request Date :</b> 13/10/2011  <b>Client Ref :</b> pp998  <b>Your Contact :</b> John Sanderson                  Neosid Australia Pty Ltd                  23 - 25 Percival Street                  Lilyfield NSW 2040  <b>Ph :</b> (02) 9660 4566 <b>Fax :</b> (02) 9552 1748  <b>ABN :</b> 53 013 140 482</p>				
						
<p><b>Authority Request # 200010</b></p>						
<p><b>No. Product/Service</b>                  1. 40mm Acmeda Spring Bracket - Black                  Stress Test</p>	<p><b>Item Code</b>                  H185BLK</p>	<p><b>Units</b>                  PAIR</p>	<p><b>To Ship</b>                  5,000</p>	<p><b>Cost \$</b>                  5.85</p>	<p><b>Location Qty</b>                  15</p>	<p><b>Sug Pick Qty</b>                  5,000</p>
<p><b>Instructions :</b>  <b>Comments :</b></p>		<p><b>Requested By :</b>                  Full Name John Sanderson</p> <p>_____/_____/_____                  Signature Date</p>		<p><b>Approved By :</b>                  Full Name _____</p> <p>_____/_____/_____                  Signature Date</p>		<p><b>Total Items #</b>                  Value \$ 5.85</p>

# Samples Despatched

InterAcct IA-Demo - [SAMPLES DESPATCHED - display , Corporate Enterprises Pty Ltd, Required for Industrial T

File Record Edit View Go Advanced Menu Graph Design Help

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Status	4.DESPAT  Despatched	Picked Date	Fri 14-Oct-2011
Ref No	200009 L/E 01 W/House HO	Despatched	Fri 14-Oct-2011
Attention to	Trevor Jones		
Client Name	Corporate Enterprises Pty Ltd		
Address	3/556 Andrews Road		
Address	Cnr Wetherill Street		
Suburb	MOSMAN NSW 2088		
Instructions			
Directions	Deliver to Rear - Warehouse		
Carrier			
Region	N.NTH		
Driver			

**Menu**

1. Picking Slip
2. Despatch Docket
3. View : Samples
4. Delivery Address
5. View : Client

**Form help** **Field help** **GL-Post**

Once you are ready to Pick (and/or Despatch) the Sample Products, you need to access this file.

It will then post any entry through to the General Ledger (Sample Costs).

## Please Note :

- Multiple delivery addresses per Customer
- Can nominate Driver, Delivery Method, Region
- Updates the normal (InterAcct) Delivery Schedule
- Updates General Ledger and Stock Adjustment entries automatically
- Print : Picking Slip
- Print : Delivery Docket

# Picking Slip

Print Phaser 8660DN-16 PS

Automatically Select

Email

PDF

Exit

## PICKING SLIP # 200009

**Delivered To :**  
 Corporate Enterprises Pty Ltd, Trevor Jo  
 3/556 Andrews Road  
 Cnr Wetherill Street  
 MOSMAN NSW 2088  
 Deliver to Rear - Warehouse  
 Attention to : Trevor Jones



**Order Date :** 14/10/2011  
**Your Ref :** XY2123  
**Your Contact :** Mark Wetherspoon  
 Neosid Australia Pty Ltd  
 23 - 25 Percival Street  
 Lilyfield NSW 2040  
**Ph :** (02) 9660 4566 **Fax :** (02) 9552 1748  
**ABN :** 53 013 140 482

No.	Product/Service	Item Code	Batch	Units	To Ship	Location	Location Qty	Sug Pick Qty
1	NDFEB Disk Magnet	22X10	AB1334	EACH	500,000	/AB1334	44,120	500,000
<b>Other Comments :</b> This is a free format notes area - for comments on the Sample Document.  This will print on all reports.								

**Instructions :**

**Comments : Required for Industrial Testing**

**Despatch Bay:**

**Checked By:**  
 Full Name \_\_\_\_\_  
 Signature \_\_\_\_\_  
 Date \_\_\_\_/\_\_\_\_/\_\_\_\_

**Picked By :**  
 Full Name \_\_\_\_\_  
 Signature \_\_\_\_\_  
 Date \_\_\_\_/\_\_\_\_/\_\_\_\_

**Total Items #** 500  
**Total KG** 15.130

# Samples History – Client, Product

InterAcct IA-Demo - [DEBTORS RECONCILIATION - display , Corporate Enterprises Pty Ltd, Required for Industrial Testing, Corporate Enterprises Pty Ltd, Trevor Jo]

File Record Edit View Go Advanced Menu Graph Design Help

Corporate Enterprises Pty Ltd, Trevor Jo  
Pricing Category 2.MEDIUM

Accounting

Open Balance \$ 0.00  
Product Inv \$ 0.00  
Tot Revenue \$ 0.00  
Cash Receipts \$ 0.00  
Adjustments \$ 0.00  
Chq Refunds \$ 0.00  
Balance Due \$ 0.00  
Gross Profit \$ 0.00  
Credit Limit \$ 0  
Cr Limit \$ 0  
Last Invoice  
Disc % 0.00  
Overdue \$ 0.00

Menu

Debtors :  
1. Setup : Debtor's Info  
2. Opening Balances  
3. Debtor's Ledger  
4. Transaction History  
20. Sales/Profit Analysis  
21. Sales Budget  
22. Product Purchase History  
23. Sample History

Credit Control :  
5. Account Contact Details  
6. Debtors Aged Analysis  
7. Debt Collection Actions  
8. Delivery Addresses  
24. Document Register  
Sales & Marketing :  
25. Prospect Profile  
26. Customer's Product Profile  
27. Call Route-Plan

Customer Product Pricing :  
9. Contract Pricing  
10. Customer Price List  
11. Auto Update Pricing  
28. Debtors Reports Menu  
29. Create Report Designs

12. Quick Quotes/Invoices  
13. Standing Sales Order  
14. Customer Sales Orders  
15. Sales Line Items  
16. Kit Conversion Status  
17. Client's References  
18. Setup : Questions  
19. Questions/Answers Follow Ups

SAMPLES TO CUSTOMERS list , Corporate Enterprises Pty Ltd, Required for Industrial Testing, Corporate Enterprises Pty Ltd, Trevor Jo

File Record Edit View Go Advanced Graph New Design Help

ID	Date Sent	Description	Quantity #	Cost \$	Responded	Follow Up	Employee	Last Action
1	14-Oct-11	NDFEB Disk Magnet	500.00	40.10			MARK.W	
2	13-Oct-11	NDFEB Disk Magnet	1,500.00	117.75	13-Oct-11	13-Jul-10	BRAD.D	Wants Specifications
3	13-Oct-11	NDFEB Disk Magnet	500.00	40.10	13-Oct-11	14-Oct-11	MARK.W	Wants A Quote
				197.95				

InterAcct IA-Demo - [PRODUCT ITEMS - display , Corporate Enterprises Pty Ltd, Required for Industrial Testing, Corporate Enterprises Pty Ltd, Trevor Jo]

File Record Edit View Go Advanced Menu Graph Design Help

Group: HARDWARE Status: C SerialBatch? B Supp Id: INDGALTO  
Item Code #: 22X10 Supp #: NDFEB-10 Bar Code  
Description: NDFEB Disk Magnet Category: MAGNETS  
Type? B Industrial Galvanisers Corporatio Buy Unit: BOX595 Basis: FOB  
Kg #: 18.00 M3 # 0.900 Sell #: EACH F/Curr \$ 30.000

Buy Cost \$ 46.7330 Open Bal # 0.000  
Net Cost \$ 0.0785 In Qty # 0.000  
GST Tax \$ 0.0079 Out Qty # -120.120  
Average \$ 0.1056 Adj Qty # 500.000  
In Stock \$ -40.10 In Stock # -379.880  
Markup % 50.00 Reserve # 2,500.000  
Sugg Sell \$ 0.12 AvailQty # -2879.880  
List Price \$ 0.12 S/Orders # 2520.000  
Margin % 33.33 B/Orders # 20.000  
Diff % 0.00 F/Orders # 0.000  
P/Orders # 0.000  
Net Qty # -2899.880

Menu

1. Add Next Stock Item  
2. Suggested Re-Order  
3. View : Product Movements  
4. View : Transactions  
5. Warehouse Locations  
6. Batch Numbers by Branch  
7. Batch Numbers by Branch/B  
8. Import Costing  
9. Alternates, Supercessions  
10. Disclaimers  
11. Selling Price Levels  
12. Customer Pricing  
13. View : Backorders  
14. Auto Create Purchase  
15. Product Description  
16. Alternate Suppliers  
17. Samples History  
18. View : Monthly Sales  
19. Print : Profile

Categories Buy-Units Suppliers Purchasing Manual Video Show Image

BarCode Label Req'd?  N  
Notes  
Product Img C: Bin Loc

SAMPLES TO CUSTOMERS list , Corporate Enterprises Pty Ltd, Required for Industrial Testing, Corporate Enterprises Pty Ltd, Trevor Jo, NDFEB Disk Magnet

File Record Edit View Go Advanced Graph New Design Help

ID	Date Sent	Customer Name	Status	Quantity #	Cost \$	Responded	Follow Up	Employee	Last Action
1	14-Oct-11	Corporate Enterprises Pty Ltd	4.DESPAT	500.00	40.10			MARK.W	
2	13-Oct-11	Corporate Enterprises Pty Ltd	5.RESPON	1,500.00	117.75	13-Oct-11	13-Jul-10	BRAD.D	Wants Specifications
3	13-Oct-11	Corporate Enterprises Pty Ltd	4.DESPAT	500.00	40.10	13-Oct-11	14-Oct-11	MARK.W	Wants A Quote
					197.95				

# Samples Response Analysis

InterAcct IA-Demo - [RESPONSES TO SAMPLES GIVEN - display , Corporate Enterprises Pty Ltd, Required for In

File Record Edit View Go Advanced Menu Graph Design Help

Line No: 100013  
 Item Code: 22X10  
 Description: NDFEB Disk Magnet  
 Sample Qty #: 500.00  
 Sample \$: 40.10

Date Sent: 13-Oct-2011  
 Contacted: 13-Oct-2011  
 Follow Up: Fri 14-Oct-2011

Employee: KERRY  
 Ph Area: 02  
 Phone No: 9995 3322  
 Mobile: 0413 556 776  
 Fax No: 9995 6778

Contacted: Patsy Winters  
 Position: Purchasing Officer

Response: Wants A Quote  
 Next Action: Prepare Quote

Future?: 1.ORDER Will Order Goods  
 Revenue \$: 12,000

**Menu**  
 1. View : Samples Given  
 2. View : Product Item  
 3. View : Customer

Form help Field help Last-Actions Next-Actions

In this file you can record the Client Response to having the sample product(s).

InterAcct IA-Demo - [SAMPLES ANALYSIS list ]

File Record Edit View Go Advanced Graph Design Help

	Date Sent	Product Description	Quantity #	Samples \$	S/person	Future ?	Revenue \$	Customer Name
1	14-Oct-11	NDFEB Disk Magnet	500	40	MARK.W		0	Corporate Enterprises Pty Ltd, Trevor Jo
			500	40			0	