

# System Overview

# Industriale



Inventory Management  
Orders & Purchases Processing  
Operations Tracking  
Remote Data Input



cybermonk

February - December 2010

# Table of Contents

ITEM	DEFINITION	PAGE
1.	<b>System Description &amp; Specifications</b>	<b>3</b>
2.	<b>Static Information/ References</b>	<b>5</b>
3.	<b>System Configuration Facilities</b>	<b>7</b>
4.	<b>Sales Orders</b>	<b>8</b>
5.	<b>Stock Management</b>	<b>11</b>
6.	<b>Operations</b>	<b>13</b>
	1. Stock Transfer	<b>13</b>
	2. Loading Requisition	<b>13</b>
	3. Purchase Orders	<b>14</b>
7.	<b>Summaries &amp; Analysis</b>	<b>15</b>
	1. Sales Analysis (Summary)	<b>15</b>
	2. Product Sale Analysis	<b>17</b>
	3. Customer Payments	<b>19</b>
	4. Customer Activity Summary	<b>19</b>
	5. Credit / Debit Notes Summary	<b>20</b>
	6. Stock Batches Summary	<b>21</b>
	7. Stock Movement Analysis	<b>22</b>
	8. Stock Transfers / Deliveries Summary	<b>23</b>
	9. Purchase Orders Summary	<b>24</b>
8.	<b>Accounting</b>	<b>25</b>
	1. Invoices	<b>25</b>
	2. Credit / Debit Notes	<b>25</b>
	3. Statements	<b>27</b>
	4. Profit & Loss Account	<b>29</b>
	5. Trial Balance	<b>30</b>
	6. Balance Sheet	<b>31</b>
9.	<b>User Login</b>	<b>32</b>
10.	<b>System Status</b>	<b>33</b>

# 1. SYSTEM DESCRIPTION & SPECIFICATIONS

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Industriale is application software developed to provide flexibility and execution of the various functions necessary for management and administration of the production, stocking and sales processes of an industry while simultaneously addressing factors unique to the local industrial environment that existing system currently in use have been unable to, which has resulted into lack of seamless flow of information, unavailability of data critical to decision making and execution and general inefficiency.

Industriale was developed to perform the following main tasks:

1. Process incoming customers orders
2. Track the processed orders for a customer including payments and balances
3. Manage the stocking process by way of indexing and categorization of all products
4. Manage the movement of stock batches into the main warehouse from factories and other sources, and out of the main warehouse by way of, stock transfers to depots and sales.
5. Manage purchases of raw and other materials required for the various production process and other areas of an industry.
6. Provide a simplified (user friendly) yet comprehensive analyzing and reporting of all these processes i.e. sales, stock, customer activity, purchases and payments, products movement by customers and zones.
7. Provide facilities for performing accounting tasks i.e.s invoicing, producing statements, credit notes, debit notes, purchases orders, profit loss accounts, balance sheets etc.
8. To (eventually) provide for seamless remote input or updating of stock levels directly from the factory via internet into the main system and also coordination and authorization of sales activity from remote depots via internet into the main system.

Industriale has completed its first phase of development and is now fully functional and may be used as the main system while existing systems take a backup role and eventually phased out as the users becomes fully confident and completely at ease with the new system.

Industriale has been developed using Microsoft Visual Studio .NET Software development tools and technology using Visual Basic Language. It utilizes Microsoft SQL Server 7 technology for data storage using MS Access 2007 as an administrative client for database backup, repair and restoration.

Following is a summary overview of the developed systems' features and functions.

## 2. STATIC INFORMATION/ REFERENCES

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This portion of the system deals with all the reference information required by all processes and functions of the system.

This is regular information stored on the system databases that is used all the time by system users by way of selecting data items from a list instead of typing it in repeatedly which might later on compromise integrity of the data and also result in erroneous reporting and analysis results. This also promotes the user friendliness of the system.

These are as follows:

1. Products (goods) reference (a reference, indexing and packaging of all products that diamond industries deals with)
2. Supplies (purchases) references
3. VAT and Sale Types (i.e. standard, export, exempt and their values)
4. Invoice Copies (Number of invoice copies that are normally printed)
5. Invoice footer
6. Invoice classes
7. Credit Note messages
8. Customers (Customer database)
9. Suppliers (Supplier database)
10. Vehicles (vehicle database i.e. vehicle type and registration no.)
11. Drivers (driver database i.e. driver name, and contact information)
12. Transporters (transporter database i.e. name and contact information)
13. Zone references (Customer zones)

14. Depots

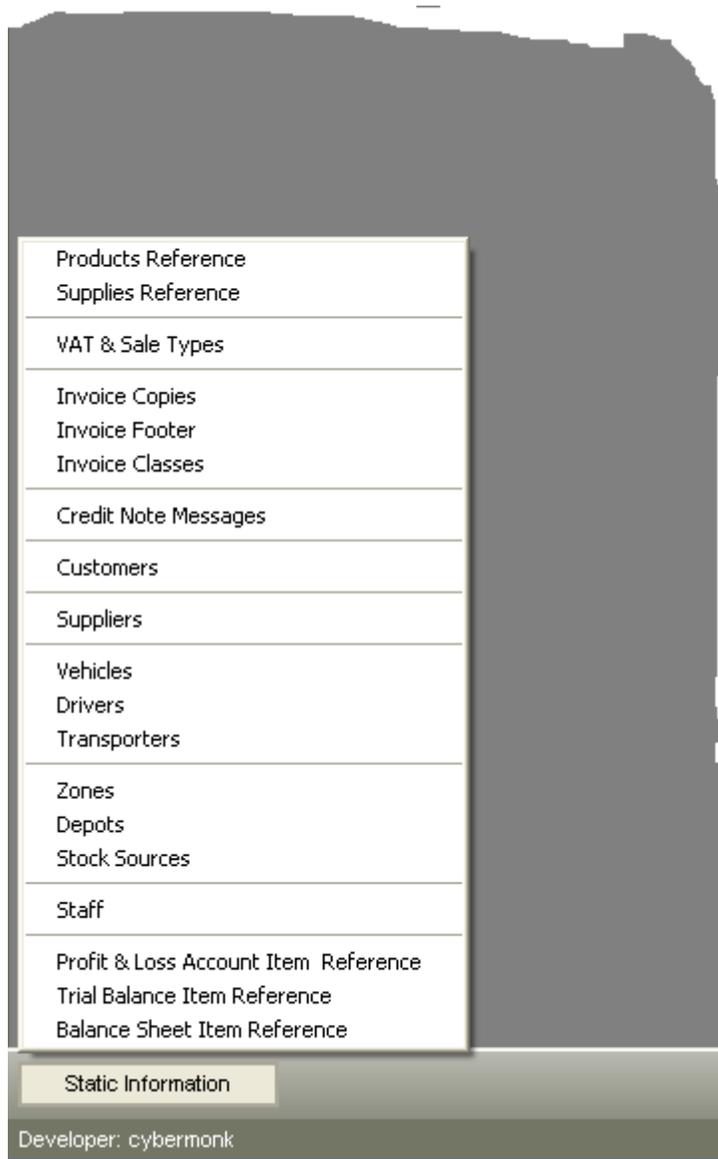
15. Stock sources (sources of stock i.e. factories, stores and importation)

16. Staff (staff database, name, job description and contact information)

17. Profit and Loss account item reference (Profit and Loss items, values and categorization)

18. Trial Balance items reference (Trial Balance items, values and categorization)

19. Balance sheet item reference (Balance sheet items, values and categorization)

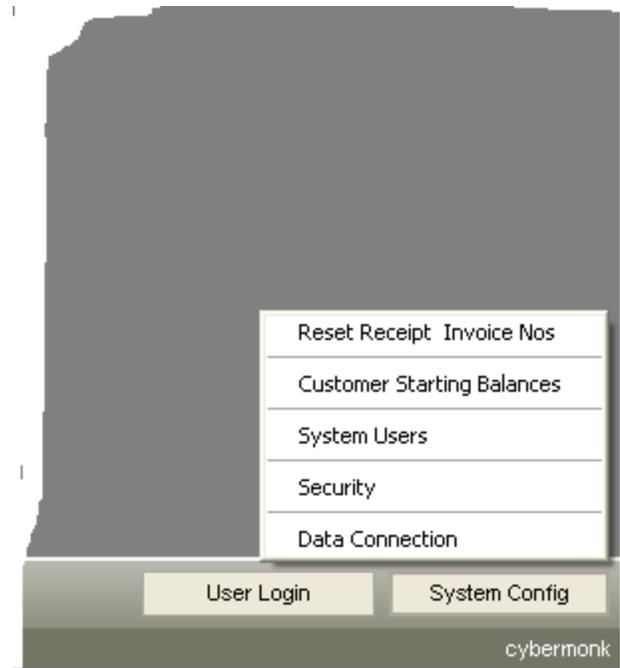


### 3. SYSTEM CONFIGURATION FACILITIES

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These are as follows:

1. Reset of Receipt, Invoice, Delivery note, Credit/Debit note numbers (i.e. a facility for setting the starting numbers of these documents)
2. Customer starting balances (a facility for setting the customer balances from the other existing systems in use to provide continuity in the new system)
3. Systems users (system users, permissions and login passwords)
4. Security ( for setting external system security to prevent unauthorized personnel from running the system)
5. Data connection (for setting connectivity parameters to the system databases)



## 4. SALES ORDERS

---

This is the facility of the system for processing sale orders from customers. Here a user is able to do the following;

1. Create new order or modify an existing order
2. Set the products for the order from stock
3. Set bonus items and discounts
4. Automatically calculate the Order Sub-Total Amount, Discount Amount VAT Amount & Order Total Amount
5. Make payments for the order
6. Produce a receipt for the payment
7. Deduct ordered products quantities from stock
8. Create an invoice for the order
9. Create a delivery note of the order
10. Set various parameters of the order e.g. delivery status, customer zone, invoice class and type of sale.

**Industriale - [Sales Orders]**

Window

Sales Orders   Stock Management   Operations   Summaries & Analysis   Accounting   Industriale   Exit

### Sales Orders

Auto Load on Login

Order Reference No. **003257**

Customer: **ADNANI -MSHOMORONI**  
TEL: 0725668979  
MSHOMORONI

Sale Order Date: 10-Dec-2010

LPO No.:

Invoice No.: 000000

Invoice Date: 10-Dec-2010

Invoice Class: Up Country

Customer Zone:

Expected Date of Delivery: 01-Jan-1800

Invoice Copies to Print: (All)

Sale Type: LOCAL

Delivery Status: DELIVERED

**NOT COMMITTED**

**2 Items**

Item Code	Description	Packaging	Weight	Quantity	Unit Price	Disc. (%)	VAT (%)	Total	Bonus
DFF-5KGY	1x5kg Raha Deep Frying Fat Yellow	CARTONS	5.00	20	440.00	.00	16.00	7,586.21	
P7-12CLR	12x700gwp Panga Soap Clear	CARTONS	8.00	30	630.00	.00	16.00	16,293.10	

Total Qty: **50.00**   Total Weight: **340.00**   Delivered Weight: **340.00**

Vehicle No:   Driver:   Transporter:   Direct Loading: NO

Order Sub Total: **23,879.31**   Paid: **5,000.00**

Discount Amount: **0.00**   Balance: **22,700.00**

VAT Amount: **3,820.69**

Total: **27,700.00**   Calc   Payment(s)

Save   Invoice   Invoice Remarks   Delivery Note   Close

Sale Order Approved: YES   Order Cancelled: NO   Order Cancel Date: 01-Jan-1800

Static Information   User Login   System Config

Developer: cybermonk   cybermonk

**Payments**

Order Ref: 0000000

Customer: **ZIWANI GUEST HOUSE**   Invoice No: **000001**

Transactions

Particulars	Amount	VAT (%)	VAT Amount	Total	Mode of Pay	Receipt N	Cheque No	Mode of Pay	Payment
Payment for Goods	4,800.00	16.00	0.00	4,800.00	Cash	0	R-6346	Cash	Deposit
Payment for Goods	6,000.00	16.00	0.00	6,000.00	Cheque	0		Cheque	Deposit

Total: **4,800.00**   Receipt   Save

Paid: **10,800.00**   Cancel

Balance: **-6,000.00**   OK

Preview



**Industriale**  
Factory Stock Management  
 Order Processing / Reporting System  
 OMS/ERP/CRM/IT

**Class: UP COUNTRY**

INVOICE TO: ADNANI -MSHOMORONI TEL:0725668979 MSHOMORONI	Invoice No. <b>025374</b> Date: <b>10-Dec-2010</b> LPO NO: ORDER NO: <b>003257</b>
---	---

Item	Product	Qty	Rate	Amount (Ksh)
1.	1x5kg Raha Deep Frying Fat Yellow	20	440.00	7,586.21
2.	12x700gwp Panga Soap Clear	30	630.00	16,293.10

Print    Close

Delivery Note

**Delivery Note**

Date:  ...

Delivery Reference No.:  ...

CustomerName:  ...  
TEL:0725668979  
MSHOMORONI

Sale Order Reference:

LPO No.:

Invoice No.:

Delivery Note No.:

**New Delivery Note**

Delete Delivery Note

[More Delivery Details](#)

2 Items					
Item Code	Description	Packaging	Quantity	Weight	
DFE-5KGY	1x5kg Raha Deep Frying Fat Yellow	CARTONS	20	5.00	
P7-12CLR	12x700gwp Panga Soap Clear	CARTONS	30	8.00	

Total Weight:  Kgs   

Total Quantity:  Packages   

Vehicle No:  ...

Driver:  ...

Transporter:  ...

**Delivery Note 1 of 1**

## **5. STOCK MANAGEMENT**

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This portion of the system deals with the product stocking functions and processes as follows:

1. Allows for inclusion removal of products as part of stock
2. Addition (updating) of product batches from factories and other sources of to increase stock current quantities.
3. Printing of stocked items and their current quantities.
4. Setting of VAT types and values for stocked products.
5. Setting of low stock alert levels
6. Categorization of stocked products
7. Filtering and searching of stocked products, product categories, zero and negative stocks.
8. Automatic reconciliation of negative stock levels resulting of back ordering.
9. System wide reconciliation of product VAT types, and product descriptions.

Industriale - [Stock]

Window

Sales Orders | Stock Management | Operations | Summaries & Analysis | Accounting | Industriale | Exit

### Stock Management

Filter Item(s)   Item Code  Description Filter Category

**82 Stock Items**

Item Code	Description	Category	Weight (Kg)	Cost	Selling Price	VAT Type	Quantity	Alert Qty
SPR-1LTR	12 X1 Litre Sunpride Cooking Oil	OIL	11.00	.00	.00	Standard	20	
SPR-0.5LTR	12x500ML Sunpride Cooking Oil	OIL	6.00	.00	.00	Standard	20	
H6-12W	12x600gwp Hoadri Soap White	SOAP	7.00	.00	420.00	Standard	7,436	
H6-12B	12x600gwp Hoadri Soap Blue	SOAP	7.00	.00	420.00	Standard	50,421	
P6-12W	12x600gwp Panga Soap White	SOAP	7.00	.00	540.00	Standard	1,208	
P7-12CLR	12x700gwp Panga Soap Clear	SOAP	8.00	.00	630.00	Standard	87,369	
P7-12Y	12x700gwp Panga Soap Yellow	SOAP	8.00	.00	630.00	Standard	0	
P7-12W	12x700gwp Panga Sopa White	SOAP	8.00	.00	630.00	Standard	7,886	
FRT-P	144x20gwp Fortune Hotel Soap Pink	SOAP	3.00	.00	.00	Standard	948	
FRT-W	144x20gwp Fortune Hotel Soap White	SOAP	3.00	.00	480.00	Standard	96,399	
KIS-10LTR JJC	1x10 Litre Kisol Cooking Oil	OIL	9.00	.00	920.00	Standard	25	
KIS-10LTR BCKT	1x10 Litre Kisol Cooking Oil	OIL	9.00	.00	.00	Standard	30	
SPR-10LTR JJC	1x10 Litre Sunpride Cooking Oil	OIL	9.00	.00	920.00	Standard	42,793	
SPR-10LTR BCKT	1x10 Litre Sunpride Cooking Oil	OIL	9.00	.00	.00	Standard	317	
DFF-10KGW	1x10kg Raha Deep Frying Fat White	OIL	10.00	.00	860.00	Standard	2,920	
DFF-10KGY	1x10kg Raha Deep Frying Fat Yellow	OIL	10.00	.00	860.00	Standard	106,585	
KIS-20LTR JJC	1x20 Litre Kisol Cooking Oil	OIL	19.00	.00	920.00	Standard	20,208	
KIS-20LTR BCKT	1x20 Litre Kisol Cooking Oil	OIL	19.00	.00	.00	Standard	0	
SPR-20LTR JJC	1x20 Litre Sunpride Cooking Oil	OIL	19.00	.00	1,830.00	Standard	97,519	

Stock Levels Update | Set Product Category | Set Product VAT Type | Product Batch Track | Print | Save

Categories | VAT Types | Update Changes | Total Stock Cost:  Refresh

Movement Analysis | Add Stock Items | Remove Item |  Negative Stock | Total Stock Worth:  Close

Static Information | User Login | System Config

Developer: cybermonk | cybermonk

### Stock Levels Update

Batch Reference No:

Date:  Source Of Stock:

Batch Date:

**5 Items**

Item Code	Description	Weight (Kg)	Cost	Selling Price	Original Qty	Current Qty	Status
DFF-10KGW	1x10kg Raha Deep Frying Fat White	500.00	.00	860.00	50	50	Open
DFF-10KGY	1x10kg Raha Deep Frying Fat Yellow	600.00	.00	860.00	60	60	Open
KIS-20LTR JJC	1x20 Litre Kisol Cooking Oil	1,520.00	.00	920.00	80	80	Open
KIS-20LTR BCKT	1x20 Litre Kisol Cooking Oil	1,710.00	.00	.00	90	90	Open
SPR-20LTR JJC	1x20 Litre Sunpride Cooking Oil	1,900.00	.00	1,830.00	100	100	Open

Updated By:  Vehicle No:  Driver:  Transporter:

Total Qty (Packages):  Save

Cur Qty (Packages):  Print

Total Weight (Kgs):  Total Cost:  Projected Returns:

Stock Batch Update 1172 of 1172

## 6. OPERATIONS

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This is a group of facilities & functions for the following day to day operations at Diamond Industries:



### 1. STOCK TRANSFER

This facility enables the user to transfer stock from the main warehouse to other depots and provides for deduction of the transferred product quantities from stock, and generation of a delivery note to the depot.

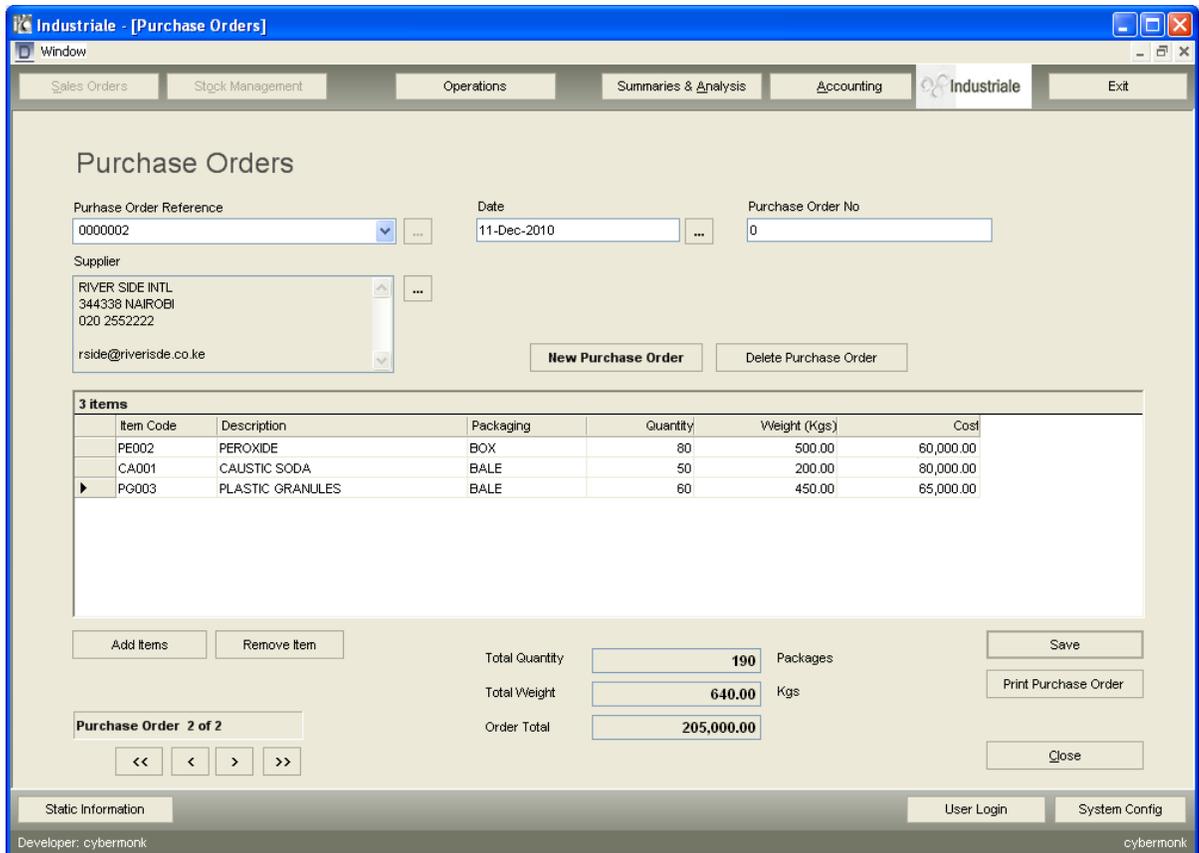
There are also provisions for input of information about the driver, vehicle used and the transporter of the goods. It also keeps records of all stock transfers for further analysis.

### 2. LOADING REQUISITION

This facility enables easy creation of loading requisitions at the head office required at the factory. There are also provisions for input of information about the driver, vehicle used and the transporter of the goods. It also keeps records of all loading requisitions for further analysis.

### 3. PURCHASE ORDERS

This facility enables easy creation of purchase orders by the user. It provides for easy selection of suppliers from the supplier database and automatic calculation of purchase order amounts. It also keeps records of all purchases for further analysis and accounting functions.



**NOTE:** All Items on Industriale in the various facilities are picked from reference databases which eliminates the need for retyping.

## 7. SUMMARIES & ANALYSIS

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This is a group of facilities/ features that enables the user to perform analysis, to produce summaries and other reports on the various processes, tasks and functions performed by users on Industriale for purposes of comparisons, forecasting, decision making and execution by the management.

These are as follows:

### 1. SALES ANALYSIS (SUMMARY)

This facility enables the user to perform analysis of sales orders on a day to day basis or any given time span to automatically produce the Total Sales Amount, VAT Amount, Discounts, and Total Payments of goods and Total Balances for that given period.

It enables filtering of a customer, a transporter, customer zone, delivery status of goods, and sale types for the same given period.

There is also a provision for an expansion of filtered results to show the products of the orders customer wise or zone wise and the corresponding sub totals.

All analyzed results are printable.

**Industriale - [Sales Orders Analysis]**

Window

Sales Orders    Stock Management    Operations    Summaries & Analysis    Accounting    Industriale    Exit

### Sales Analysis

Search / Filter Item:

Filter Customer:

Filter Zone:

BY DELIVERY STATUS:

Customer     LPO No.     Invoice No.     Sale Ref

Filter Sale Type:

Filter Transporter:

**3207 Sales - Last Year 01-Jan-2010 12:00:00 AM to 31-Dec-2010 11:59:59 PM**

Sale Ref	Customer	LPO NO	Invoice No.	Sale Total.	Paid	Balance	Sale Date
003257	ADNANI -MSHOMORONI		000000	27,700.00	5,000.00	22,700.00	10-Dec-2010
003256	A/C ARKEY INDUSTRY LI		000000	2,100.00	0.00	2,100.00	10-Dec-2010
E76/10/148	MOLLELIAN ENTERPRISE		000000	2,180,250.00	0.00	2,180,250.00	30-Nov-2010
E76/10/145	MOLLELIAN ENTERPRISE		000000	2,180,250.00	0.00	2,180,250.00	30-Nov-2010
003053	MABATI ROLLING MILL	4500009654	025373	61,050.00	0.00	61,050.00	30-Nov-2010
003052	MBARAKI BULK TERMINA		025372	1,600.00	1,600.00	0.00	30-Nov-2010
003051	AL-HAMDU STORE		025371	125,500.00	0.00	125,500.00	30-Nov-2010
003050	AL-HABIB STORES		025370	61,000.00	0.00	61,000.00	30-Nov-2010
003049	SHAKIR SHOP		025362	23,750.00	0.00	23,750.00	30-Nov-2010
003048	B.B SHAH		025369	14,630.00	0.00	14,630.00	30-Nov-2010
003047	ROZINAH RESTUARANT		025368	15,000.00	0.00	15,000.00	30-Nov-2010

Predefined Time Scope: Today, This Week, Last Week, This Month, Last Month, This Year, **Last Year**, (All)

From Date: 01-Jan-2010 12:00:00 AM

To Date: 31-Dec-2010 11:59:59 PM

Apply Dates

Total Delivered Weight: **10,174,070.40** Kgs

Turnover: **783,849,302.57**

Paid: **261,555,601.00**

Balance: **522,293,701.57**

Discount Amount: **0.00**

VAT Amount: **62,870,135.64**

Print    Go To Sale    Expand Results    Refresh    Expand Selected Customers Only    Close

Static Information    User Login    System Config

Developer: cybermonk    cybermonk

**Expand Sales Analysis**

**EXPANDED ANALYSIS: (Customer Wise)**

Description	Weight	Quantity	Packaging	Total
<b>MBARAKI BULK TERMINAL LTD : Sale Ref: 003052</b>				
P7-25W: 25x700gwp Panga Soap White	17.50	1.00	CARTONS	1.00
<b>SUB TOTAL</b>	<b>17.50</b>	<b>1.00</b>		<b>1,600.00</b>
<b>AL-HAMDU STORE : Sale Ref: 003051</b>				
E-W : 72x75gwp Eve Beauty Soap White	125.00	25.00	CARTONS	25.00
E-P : 72x75gwp Eve Beauty Soap Pink	250.00	50.00	CARTONS	50.00
E-G : 72x75gwp Eve Beauty Soap Green	125.00	25.00	CARTONS	25.00
Kas72-Y : 72x100gwp Kasuku Tab Soap Yellow	350.00	50.00	CARTONS	50.00
FRT-W: 144x20gwp Fortune Hotel Soap White	150.00	50.00	CARTONS	50.00
<b>SUB TOTAL</b>	<b>1,000.00</b>	<b>200.00</b>		<b>125,500.00</b>
<b>AL-HABIB STORES : Sale Ref: 003050</b>				
E-W : 72x75gwp Eve Beauty Soap White	75.00	15.00	CARTONS	15.00
E-P : 72x75gwp Eve Beauty Soap Pink	100.00	20.00	CARTONS	20.00
E-G : 72x75gwp Eve Beauty Soap Green	75.00	15.00	CARTONS	15.00
Kas72-Y : 72x100gwp Kasuku Tab Soap Yellow	350.00	50.00	CARTONS	50.00
<b>SUB TOTAL</b>	<b>600.00</b>	<b>100.00</b>		<b>61,000.00</b>
<b>SHAKIR SHOP : Sale Ref: 003049</b>				
MS-10B : 10x600gwp Madani Soap Blue	350.00	50.00	CARTONS	50.00

Zones - Customer    Total Worth: **226,480.00**    Total Weight: **2,091.50** Kgs    Print

Zones - Products Only    Total Quantity: **371.00** Packages    Close

## 2. PRODUCT SALE ANALYSIS

This facility enables the user to perform analysis of product sales volumes for any given time span. It automatically produces the Total Quantities, Total Weight, Total Bonuses and Total Sales for that given period.

The analysis is done in the following modes:

- a. By Each Individual Product type
- b. By product categories
- c. By VAT / Sale Types, i.e. **Standard, Exports or Exempt**
- d. By products Given as Bonuses

There is a provision that enables the user view the results in a **categorized form** displayed products are grouped in **Product Categories** or **Sale /VAT type categories** to shows the sub totals of the Quantities, Weight, Vat amount and Totals Sales for each group.

There is also a provision for breakdown of the sales for a selected product to show the customers who ordered bought the product and the respective quantities and weights they ordered for the given period.

Analyzed results can be filtered by product categories and are printable.

**Industriale - [Product Sale Analysis]**

Window

Sales Orders    Stock Management    Operations    Summaries & Analysis    Accounting    Industriale    Exit

## Product Sales Analysis

Mode of Analysis: **Products**    Filter Product Categories: **(All)**

91 Product Items - Last Year 01-Jan-2010 12:00:00 AM to 31-Dec-2010 11:59:59 PM

Item Code	Description	Weight	Quantity	Disc. (%)	VATAmount	Total	Bonus
SPR-20LTR J/C	1x20 Litre Sunpride Cooking Oil	1,882,256.00	99,080	.00	20,527,666.07	164,441,902.43	2
DFP-10KGY	1x10kg Raha Deep Frying Fat Yellow	997,550.00	99,755	.00	13,395,925.52	83,720,086.20	10
EXP-KIS 20LTRS	1x20 Litre Kisol Cooking Oil	532,000.00	28,000	.00	.00	43,626,800.00	0
SPR-10LTR J/C	1x10 Litre Sunpride Cooking Oil	363,357.00	40,373	.00	4,663,988.28	34,669,741.72	0
EXP-S/P 20LTRS	1x20 litres Sunpride Oil Buckets	364,800.00	19,200	.00	.00	28,657,584.50	0
RDFP 20LTRS	Raha Fry Vegetable Oil 1 x 20 LTRS	.00	18,475	.00	.00	26,937,804.50	0
EXP-72-80G	72x80g Rungu Medicated Soap	335,400.00	55,900	.00	.00	25,130,203.19	0
KIS-20LTR J/C	1x20 Litre Kisol Cooking Oil	283,556.00	14,924	.00	39,971.03	23,604,976.47	0
P7-12CLR	12x700gwp Panga Soap Clear	416,992.00	52,124	.00	3,560,861.38	22,255,383.62	0
P8-25W	25x800gwp Panga Soap White	278,700.00	13,935	.00	3,060,668.28	19,158,156.72	0
H6-12B	12x600gwp Hodari Soap Blue	341,341.00	48,763	.00	2,856,442.07	17,852,762.93	0
FRT-W	144x20gwp Fortune Hotel Soap White	99,573.00	33,191	.00	2,105,789.52	14,433,784.48	0
EXP-DFP 20LTRS	1x20 Litre Raha Fry Vegetable Oil	187,492.00	9,868	.00	.00	14,358,078.00	0

Predefined Time Scope: Today, This Week, Last Week, This Month, Last Month, This Year, **Last Year**, (All)

From Date: 01-Jan-2010 12:00:00 AM    To Date: 31-Dec-2010 11:59:59 PM    Apply Dates

Total Quantity	<b>924,534.00</b>
Total Weight (Kgs)	<b>429,766,850,900.80</b>
VAT Amount	<b>64,082,500.91</b>
Discount Amount	<b>.00</b>
Total Bonuses	<b>585.00</b>
<b>Total</b>	<b>720,036,423.72</b>

Sales Break Down    Categorized View    Product Movement    Print    Close

Static Information    User Login    System Config

Developer: cybermonk    cybermonk

**Product Analysis Categorized View**

By Product Categories     By VAT / Sale Types

3 Product Categories - From: 01-Nov-2010 To: 30-Nov-2010

Description	ItemCode	Weight	Quantity	VAT Amount	Total
<b>OIL</b>					
1X20 LITRE KISOL COOKING OIL	KIS-20LTR J/C	53,447.00	2,813.00	7,579.31	4,327,928.19
4X5 LITRE SUNPRIDE COOKING OIL	SPR-5LTR	30,114.00	1,673.00	15,962.76	2,582,806.99
1X10KG RAHA DEEP FRYING FAT YELLOW	DFP-10KGY	55,110.00	5,511.00	960,372.41	6,002,327.59
6X3 LITRE SUNPRIDE COOKING OIL	SPR-3LTR	720.00	45.00	15,248.28	95,301.72
1X10 LITRE SUNPRIDE COOKING OIL	SPR-10LTR J/C	88,002.00	9,778.00	1,292,077.93	8,681,112.07
1X20 LITRE SUNPRIDE COOKING OIL	SPR-20LTR J/C	465,804.00	24,516.00	5,083,022.62	43,413,220.38
<b>SUB TOTAL</b>		<b>693,197.00</b>	<b>44,336.00</b>	<b>7,374,263.31</b>	<b>65,102,696.94</b>
<b>OTHERS</b>					
1X25KG CAUSTIC SODA	CAUSTIC SODA	3,750.00	150.00	1,440.00	9,000.00
TRANSPORT	TP	0.00	1.00	4,800.00	30,000.00
1X190 KG COCONUT OIL(DRUMS)	CNO	553,850.00	2,915.00	78,904.55	493,153.45
1X15 PANGA TROPICAL CANDLES	PTROPICAL 1x15	28.00	7.00	724.14	4,525.86
SODIUM SILICATE	SODIUM SILICATE	0.00	5,402.00	20,743.68	129,648.00
<b>SUB TOTAL</b>		<b>557,628.00</b>	<b>8,475.00</b>	<b>106,612.37</b>	<b>666,327.31</b>
<b>SOAP</b>					
72X100GWP PANGA TABLET SOAP YELLOW	PT72-Y	861.00	123.00	11,516.55	71,978.45
72X75GWP EVE BEAUTY SOAP GREEN	E.G.	6,110.00	1,222.00	117,906.90	736,918.10

Total Quantity: **199,706.00**    VAT Amount: **23,924,042.40**    Print

Total Weight (Kgs): **3,314,987.00**    Total: **187,610,327.46**    Close

### 3. CUSTOMER PAYMENTS

This facility enables the user to produce a summary of customer payments for orders for any given time span to show the total sum payments. The summary also includes cheque nos. the cheque dates and banks where the cheques are drawn from.

### 4. CUSTOMER ACTIVITY SUMMARY

This facility enables the user to analyze customer activity for any given time span to see the most active customer in terms of volume of orders, turnover, payment and balances. The results may be sorted from highest to lowest in by any of these mentioned criteria as desired.

This facility also provides for breakdown of the results per customer to show the individual orders and dates when the transactions took place in the specified time span.

All analyzed results are printable.

Industriale - [Customer Activity Analysis]

Window

Sales Orders Stock Management Operations Summaries & Analysis Accounting Industriale Exit

Customer Activity Analysis Filter By Customer Zones (All)

Customer Activity : (Last Year) From 01-Jan-2010 12:00:00 AM To 31-Dec-2010 11:59:59 PM

Customer	Turn Over	Paid	Balance	Total Qty	Points
A.A. KHANBHAI & SONS LTD	831,020.00	714,900.00	116,120.00	1,452	0.00
A.DOSSAJEE & SONS	3,021,075.00	1,003,400.00	2,017,675.00	2,856	0.00
A.H STORES - MOYALE	510,000.00	160,000.00	350,000.00	700	0.00
A/C ARKEY INDUSTRY LIMITED	744,558.00	0.00	744,558.00	3,533	0.00
A/C ARKEY INDUSTRY LIMITED	744,558.00	0.00	744,558.00	3,533	0.00
ABDALLAH W/S(AL-AMRY DISTRIB	1,417,775.00	0.00	1,417,775.00	2,010	0.00
ADNAN HUSSAIN ADNAN	2,164,050.00	0.00	2,164,050.00	3,000	0.00
ADNANI -MSHOMORONI	1,481,585.00	1,389,210.00	92,375.00	1,172	0.00
AFRICANA STORES	959,850.00	909,850.00	50,000.00	770	0.00
AGA KHAN HOSPITAL	138,770.00	105,250.00	33,520.00	144	0.00
AGA KHAN NURSERY SCHOOL	11,900.00	10,258.60	1,641.40	7	0.00
AGILITY LOGISTICS SAFAT - KUVV	1,965,827.08	0.00	1,965,827.08	1,098	0.00
AL - MAIDHA MERCHANTS LTD	10,281,970.00	5,000,510.00	5,281,460.00	7,953	0.00
AL - RAHMA SHOP	274,250.00	241,750.00	32,500.00	400	0.00
AL -AZIZ TRADERS	1,693,020.00	602,000.00	1,091,020.00	804	0.00
AL-AMIN 1 STORE - MMEMBE KUK	6,790,760.00	1,431,000.00	5,359,760.00	4,379	0.00

Predefined Time Scope: Today, This Week, Last Week, This Month, Last Month, This Year, Last Year, (All)

From Date: 01-Jan-2010 12:00:00 AM

To Date: 31-Dec-2010 11:59:59 PM

Buttons: Activity Breakdown, Print, Close, Apply Dates

Static Information, User Login, System Config

Developer: cybermonk

**Customer Activity Breakdown**

Customer

Customer Activity : (Last Month) From 01-Nov-2010 12:00 AM To 30-Nov-2010 11:59 PM

	SaleRef	InvoiceNo	Total	Paid	Balance	VATAmount	Total Qty
▶	002963	025283	1,280,500.00	0.00	1,280,500.00	176,620.69	1,000
	002807	025127	54,000.00	54,000.00	0.00	7,448.28	100
	002804	025124	1,767,500.00	1,767,500.00	0.00	243,793.10	1,000
	002756	025076	622,000.00	622,000.00	0.00	85,793.10	1,300

**Turnover**     **Total Discount**       
**Total Paid**     **Total Quantity**   
**Total Balance**       
**Total VAT Amount**    

## 5. CREDIT / DEBIT NOTES SUMMARY

This facility of Industriale enables the user to produce a summary report of credit notes and debit notes issued to customer for any given time span. It allows for filtering of a customer to see that customer's credit /debit notes issued in that time.

The results are printable.

## 6. STOCK BATCHES SUMMARY

This facility enables the user to produce a summary report of stock batches delivered and updated into the system for any given time span. the report shows the batch reference, source of the stock, quantities , weight , worth, transporter and dates of the batches delivered and updated in that time span.

It also automatically computes the totals of these values.

The results are printable

Industriale - [Stock Batches Summary]

Window

Sales Orders   Stock Management   Operations   Summaries & Analysis   Accounting   Industriale   Exit

### Stock Batches Summary

Filter By Stock Source: (All)   Filter By Transporter: (All)

**1172 Stock Batches Last Year 01-Jan-2010 12:00:00 AM to 31-Dec-2010 11:59:59 PM**

Batch Ref	Source	Batch Date	Quantity	Weight	Worth	Transporter	Status
01188:11-Dec-2010	Head Office	11-Dec-2010	380	6,230.00	351,200.00		Open
01187:11-Dec-2010	Changamwe Factory	11-Dec-2010	115	695.00	44,450.00	MIKE TRANSP	Open
01186:11-Dec-2010	Head Office	11-Dec-2010	155	32,381.00	67,740.00		Open
144-NOV-10	Changamwe Factory	30-Nov-2010	1089	55.00	672,300.00	DIL	Open
142-NOV-10	Changamwe Factory	29-Nov-2010	2950	28.00	4,943,500.00	MOLLELIAN	Open
141-NOV-10	Changamwe Factory	27-Nov-2010	500	10,000.00	750,000.00	HAJI SULEIMAN	Open
140-NOV-10	Changamwe Factory	27-Nov-2010	500	20.00	750,000.00	HAJI SULEIMAN	Open
139-NOV-10	Changamwe Factory	27-Nov-2010	1000	8.00	630,000.00	JACOB MNENE	Open
143-NOV-10	Changamwe Factory	29-Nov-2010	280	1,960.00	135,800.00	DIL	Open
HQ-29-10	Head Office	27-Nov-2010	19	4.00	0.00		Open
HQ-28-10	Head Office	26-Nov-2010	18	4.00	0.00		Open
HQ-27-10	Head Office	25-Nov-2010	44	4.00	0.00		Open

Predefined Time Scope: Today, This Week, Last Week, This Month, Last Month, This Year, **Last Year**, (All)

From Date: 01-Jan-2010 12:00:00 AM   To Date: 31-Dec-2010 11:59:59 PM   Apply Dates

Total Qty (Packages): **1,013,651**  
 Total Weight (Kgs): **98,242.00**  
 Total Cost: **.00**  
 Projected Returns: **429,292,325.00**

Batch Details   Refresh   Print   Close

Static Information   User Login   System Config

Developer: cybermonk   cybermonk

## 7. STOCK MOVEMENT ANALYSIS

This facility enables the user to analyze the movement of stock for each and every product in and out of the main warehouse by way of stock batch updates, sales and stock transfer so that for any given time span, the user can know;

- the quantities of stock they started with
- how much was added
- how much was transferred and
- how much was sold
- how much was left

These results may be filtered by product category.

The analysis may also be done category by mode as opposed to product mode.

Totals for the above fields are automatically computed.

The analyzed results are printable.

**76 Stock Movement Items (Sold \Transferred \Added) - Last Year 01-Jan-2010 12:00:00 AM to 31-Dec-2010 11:59:59 PM**

Item Code	Description	Starting	Added	Transferred	Sold	Remaining
DFF-10KGY	1x10kg Raha Deep Frying Fat Yellow	96,804	109,536	0	99,755	-2,951
SPR-20LTR J/C	1x20 Litre Sunpride Cooking Oil	89,699	106,900	0	99,080	-9,381
P7-12CLR	12x700gwp Panga Soap Clear	50,732	88,761	0	52,124	-1,392
H6-12B	12x600gwp Hodari Soap Blue	47,141	52,053	10	48,763	-1,622
SPR-10LTR J/C	1x10 Litre Sunpride Cooking Oil	33,724	49,454	12	40,373	-6,649
FRT-W	144x20gwp Fortune Hotel Soap White	32,210	97,380	0	33,191	-981
SODIUM SILICATE	SODIUM SILICATE	21,875	0	0	23,557	-1,682
OTHERS	MILD STEEL SCRAP	11,930	0	0	22,870	-10,940
RDFP 20LTRS	Raha Fry Vegetable Oil 1 x 20 LTRS	15,895	19,843	0	18,475	-2,580
R72-80G	72x80g Rungu Medicated Soap	18,000	26,600	0	18,000	0
KIS-20LTR J/C	1x20 Litre Kisol Cooking Oil	16,052	19,080	0	14,924	1,128
SOAP NODDLES	1x20kg Soap Noddles	15,397	892	0	14,505	892
P8-25W	25x800gwp Panga Soap White	14,614	32,097	0	13,935	679
PSAVON SOAP	48x125g Panga Soap	13,867	13,867	0	13,867	0

**Summary:**  
 Total Starting Stock: 673,105  
 Total Added Stock: 842,412  
 Total Transferred Stock: 107  
 Total Sold Stock: 720,052  
 Total Remaining Stock: -46,947

## 8. STOCK TRANSFERS / DELIVERIES SUMMARY

This facility enables the user to produce a summary report of all stock transfers and delivery notes for any given time span. The results show the customer/depot, quantity, weight, transporter and date of the stock transfers / delivery notes.

The results may be filtered by customer, by transporter, by source of stock and by the destination of the stock.

The user can also select an item from the result and trace that particular stock transfer on the stock transfer facility.

Totals quantities and weight of the transferred / delivered goods are automatically computed.

The results are printable.

**Industriale - [Stock Transfers / Deliveries Summary]**

Window

Sales Orders | Stock Management | Operations | Summaries & Analysis | Accounting | Industriale | Exit

## Stock Transfers / Deliveries Summary

Summary Mode  
 Stock Transfers

Filter By Customer: [ ] Filter By Transporter: [ ] Filter By Origin Depot: (All) Filter By Destination Depot: (All)

**62 Stock Transfers Last Year 01-Jan-2010 12:00:00 AM to 31-Dec-2010 11:59:59 PM**

Transfer Ref	Customer	Note No.	Weight	Total Qty	Transporter	From	To	Date
000091	A.S.S.NAJI W/S		693	77		Mombasa	Eldoret	11-Dec-2010
000090	ABDI C/O MUZAMIL SHOP	889	212	30				05-Dec-2010
000060	NAIROBI SALES DEPOT	NSD/0401/10	6,955	476	SAVCO STORES	Mombasa	Nairobi	19-Jul-2010
000059	NAIROBI SALES DEPOT	NSD/0400/10	6,475	370	SAVCO TRANSP	Mombasa	Nairobi	15-Jul-2010
000058	NAIROBI SALES DEPOT	NSD/0399/10	14,000	700	SAMUEL M. WWA	Mombasa	Nairobi	15-Jul-2010
000057	NAIROBI SALES DEPOT	NSD/0398/10	7,900	655	NJORO CANNIN	Mombasa	Nairobi	15-Jul-2010
000056	NAIROBI SALES DEPOT	NSD/0397/10	11,255	1885	SAVCO TRANSP	Mombasa	Nairobi	15-Jul-2010
000055	NAIROBI SALES DEPOT	NSD/0396/10	11,200	1580	SAVCO STORES	Mombasa	Nairobi	15-Jul-2010
000054	ELDORET SALES DEPOT	ESD/092/10	26,394	3193	B.N.MOTORS	Mombasa	Eldoret	14-Jul-2010
000053	ELDORET SALES DEPOT	ESD/091/10	26,540	3265	B.N.MOTORS	Mombasa	Eldoret	14-Jul-2010

Predefined Time Scope: Today, This Week, Last Week, This Month, Last Month, This Year, **Last Year**, (All)

From Date: 01-Jan-2010 12:00:00 AM To Date: 31-Dec-2010 11:59:59 PM

Total Weight: **733,255.00** Kgs Total Quantity: **75,265.00** Packages

Go To Stock Transfer Refresh Print Close

Static Information User Login System Config

Developer: cybermonk cybermonk

**Preview**



**STOCK TRANSFERS SUMMARY**

62 Stock Transfers Last Year 01-Jan-2010 12:00:00 AM to 31-Dec-2010 11:59:59 PM 16-May-2011

Transfer Ref	Customer	Note No.	Weight	Qty	Transporter	Origin	Destination	Date
1. 000091	A.S.S.NAJI W/S		000,693	000,077		Mombasa	Eldoret	11-Dec-2010
2. 000090	ABDI C/O MUZAMIL SHOP	889	000,212	000,030				05-Dec-2010
3. 000060	NAIROBI SALES DEPOT	NSD/0401/10	006,955	000,476	SAVCO STORES	Mombasa	Nairobi	19-Jul-2010
4. 000059	NAIROBI SALES DEPOT	NSD/0400/10	006,475	000,370	SAVCO TRANSPORTERS	Mombasa	Nairobi	15-Jul-2010
5. 000058	NAIROBI SALES DEPOT	NSD/0399/10	014,000	000,700	SAMUEL M. WANWERU	Mombasa	Nairobi	15-Jul-2010
6. 000057	NAIROBI SALES DEPOT	NSD/0398/10	007,900	000,655	NJORO CANNING CO. LTD	Mombasa	Nairobi	15-Jul-2010
7. 000056	NAIROBI SALES DEPOT	NSD/0397/10	011,255	001,885	SAVCO TRANSPORTERS	Mombasa	Nairobi	15-Jul-2010
8. 000055	ELDORET SALES DEPOT	ESD/092/10	011,200	001,580	SAVCO STORES	Mombasa	Nairobi	15-Jul-2010
9. 000054	ELDORET SALES DEPOT	ESD/091/10	026,394	003,193	B.N.MOTORS	Mombasa	Eldoret	14-Jul-2010
10. 000053	ELDORET SALES DEPOT	ESD/091/10	026,540	003,265	B.N.MOTORS	Mombasa	Eldoret	14-Jul-2010
11. 000052	ELDORET SALES DEPOT	ESD/090/10	026,023	003,099	B.N.MOTORS	Mombasa	Eldoret	14-Jul-2010
12. 000051	ELDORET SALES DEPOT	ESD/089/10	026,230	001,520	B.N.MOTORS	Mombasa	Eldoret	14-Jul-2010
13. 000050	ELDORET SALES DEPOT	ESD/088/10	025,850	003,550	B.N.MOTORS	Mombasa	Nairobi	14-Jul-2010
14. 000049	ELDORET SALES DEPOT	ESD/087/10	026,950	002,500	B.N.MOTORS	Mombasa	Nairobi	14-Jul-2010
15. 000048	ELDORET SALES DEPOT	ESD/086/10	026,739	002,137	B.N.MOTORS	Mombasa	Eldoret	14-Jul-2010
16. 000047	ELDORET SALES DEPOT	ESD/085/10	025,894	003,248	B.N.MOTORS	Mombasa	Eldoret	14-Jul-2010
17. 000046	NAIROBI SALES DEPOT	NSD/0394/10	002,015	000,155	SAVCO TRANSPORTERS	Mombasa	Nairobi	13-Jul-2010
18. 000045	NAIROBI SALES DEPOT	NSD/0393/10	005,550	000,330	ISAL MANUFACTURERS	Mombasa	Nairobi	13-Jul-2010
19. 000044	NAIROBI SALES DEPOT	NSD/0392/10	011,060	000,950	SAVCO TRANSPORTERS	Mombasa	Nairobi	13-Jul-2010
20. 000043	NAIROBI SALES DEPOT	NSD/0391/10	010,665	001,600	SAMUEL M. WANWERU	Mombasa	Nairobi	13-Jul-2010
21. 000042	NAIROBI SALES DEPOT	NSD/0390/10	013,800	001,060	GATURA HARDWARE	Mombasa	Nairobi	13-Jul-2010
22. 000041	NAIROBI SALES DEPOT	NSD/0389/10	000,100	000,025	ISAL MANUFACTURERS	Mombasa	Nairobi	13-Jul-2010

Page 7



**STOCK TRANSFERS SUMMARY**

62 Stock Transfers Last Year 01-Jan-2010 12:00:00 AM to 31-Dec-2010 11:59:59 PM 16-May-2011

Transfer Ref	Customer	Note No.	Weight	Qty	Transporter	Origin	Destination	Date
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Print Close

## 9. PURCHASE ORDERS SUMMARY

This facility enables the user to produce a summary report of purchase orders produced for any given time span. The results may be filtered by supplier, and by item categories. The user may also trace an order from this facility by selecting it from the summary results.

Totals sum of the orders in that given time span are automatically computed. The results of the summary are printable.

Order Ref	Supplier	Order No.	Total Weight	Total Qty	Order Total Date
0000002	RIVER SIDE INTL	0	640.00	190.00	205,000.00 11-Dec-2010
0000000	RIVER SIDE INTL	0	0.00	0.00	0.00 09-Jul-2010

- Sales Analysis (Summary)
- Products Sale Analysis
- Customer Payments
- Customer Activity Summary
- Credit /Debit Notes Summary
- Stock Batches Summary
- Stock Movement Analysis
- Stock Transfers / Deliveries Summary
- Purchase Orders Summary

## 8. ACCOUNTING

---

This is a group of facilities / features that enables the user to do the various accounting tasks pertaining to the business operations and processes performed using Industriale ; which is mainly sale of manufactured goods in stock, and purchase of supplies and raw materials for manufacture of products and support of the production and marketing processes.

These are as follows:

### 1. INVOICES

This facility enables the user to get a summary of all invoices for sales to customers for any given time. The information shows the customer, the invoice no. invoice date, the total amount, the down payment and the amount due. The VAT amount of the invoice is also shown.

Totals sum of the above fields are automatically computed.

Here the user is able to select a customer's invoice from the list and make directly make payment for it.

The in the event a payment is/was made erroneously the user is also able to "un-pay" the invoice simply by deleting the payment. Industriale keeps track of all payments made against an invoice.

The user can a filter invoices for a particular customer for any given time span, they can print a single invoice or a batch of invoices on this facility. They are also able to print the summary results on display.

The user can also search for an invoice using the invoice no.

### 2. CREDIT / DEBIT NOTES

This facility enables the user to create Credit or Debit notes for a customer.

It allows for setting of the type of note i.e. credit or debit, addition of product items for the credit note and input of standardized customer messages from the credit / debit note messages reference.

The user can then proceed to print the note.

Records of the created notes are kept for further analysis and accounting operations.

Industriale - [Credit / Debit Note]

Window

Sales Orders   Stock Management   Operations   Summaries & Analysis   Accounting   Industriale   Exit

### Credit / Debit Note

Specify Note  
Debit Note

Note Reference No. JEL/10/067

Customer Name  
JAY KAY ENTERPRISES - NAKURU  
P.O BOX 2069  
TEL:051-22212101/5454/4999/0733-699999  
NAKURU

Date 17-Sep-2010

Invoice No. MS24152

Note No. JEL/10/067

New Note   Delete Credit Note

4 Items						
Description	Packaging	Quantity	Rate	VAT Amount	Amount	
12 X1 Litre Sunpride Cooking Oil	CARTONS	5	.00	.00	.00	
12x500ML Sunpride Cooking Oil	CARTONS	5	.00	.00	.00	
12x600gwp Hoadri Soap White	CARTONS	5	420.00	289.66	1,810.34	
12x600gwp Hoadri Soap Blue	CARTONS	5	420.00	289.66	1,810.34	

Add Items   Remove Item   Save

Customer Message

Sub Total 3,620.69

VAT Amount 579.31

Total 4,200.00

Print Debit Note

<< < > >> Note 41 of 41

Close

Static Information   User Login   System Config

Developer: cybermonk   cybermonk

Preview



### Credit Note

<b>Customer:</b> JAY KAY ENTERPRISES - NAKURU P.O BOX 2069 TEL:051-22212101/5454/4999/0733-699999 NAKURU	<b>Credit Note No.</b> JEL/10/067
	<b>Date:</b> 17-Sep-2010
	<b>LPO NO:</b>
	<b>REF INV. NO:</b> MS24152

Item	Description	Quantity	Rate	VAT Amount	Amount
1.	12 X1 Litre Sunpride Cooking Oil	5	0.00	0.00	0.00
2.	12x500ML Sunpride Cooking Oil	5	0.00	0.00	0.00
3.	12x600gwp Hoadri Soap White	5	420.00	289.66	1,810.34
4.	12x600gwp Hoadri Soap Blue	5	420.00	289.66	1,810.34

Print   Close

### 3. STATEMENTS

This facility enables the user to produce statements for a customer for any given time span. The system retrieves the invoices, credit notes and debit notes issued in the selected time span to generate a statement; automatically computing the net balance, and debt ageing for 0-30 days, 31-60 days, 61 to 90 days and over 90 days.

The user can then proceed to print the statement for the customer.

**Statements**

Filter Customer(s):

Balance B/F:

Statement Date: 16-May-2011

**Customers**

- A. A. KHANBHAI & SONS LTD
- A. DOSSAJEE & SONS
- A. H. STORES - MOYALE
- A/C ARKEY INDUSTRY LIMITED
- A/C ARKEY INDUSTRY LIMITED
- ABDALLAH WS(AMRY DISTRIBUTORS)
- ADNAN HUSSAIN ADNAN
- ADNANI - MSHOMORONI
- AFRICANA STORES
- AGA KHAN HOSPITAL
- AGA KHAN NURSERY SCHOOL
- AGILITY LOGISTICS SAFAT - KUWAIT
- AL - MAIDHA MERCHANTS LTD
- AL - RAHMA SHOP
- AL - AZIZ TRADERS
- AL - AMIN 1 STORE - MVAEMBE KUKU
- AL - AMIN 2 STORE - MVAEMBE KUKU
- AL - AZIZ TRADERS(AL-FATHI)
- AL-HABIB STORES**
- AL-HAMDU STORE
- AL-IFTAH STORE
- AL-MUMTAZ STORE
- AL-RAHMA SHOP
- ANKARA STORE
- ASTER KIDANET T-SION
- B.B. SHAH

Only customers with balances

195 Customers

**AL-HABIB STORES - 43 statement items (01-Jan-2010 12:00:00 AM - 31-Dec-2010 11:59:59 PM)**

Transaction	Inv/Chq No.	Date	Debit	Credit	Balance
Invoice	00086	13-Apr-2010	12,000.00	0.00	12,000.00
Payment (Cash)	Cash	19-Apr-2010	0.00	12,000.00	0.00
Invoice	00280	27-Apr-2010	42,000.00	0.00	42,000.00
Payment (Cash)	Cash	05-May-2010	0.00	30,000.00	12,000.00
Invoice	00487	08-May-2010	42,500.00	0.00	54,500.00
Payment (Cash)	Cash	10-May-2010	0.00	12,000.00	42,500.00
Invoice	00509	11-May-2010	60,000.00	0.00	102,500.00
Payment (Cash)	Cash	19-May-2010	0.00	12,500.00	90,000.00
Payment (Cash)	Cash	21-May-2010	0.00	20,000.00	70,000.00
Invoice	00704	22-May-2010	42,500.00	0.00	112,500.00

Remove Item

Month: May Year: 2011 OK

Predefined Time Scope: Today, This Week, Last Week, This Month, Last Month, This Year, **Last Year**, (All) OK

From Date: 01-Jan-2010 12:00:00 AM

To Date: 31-Dec-2010 11:59:59 PM OK

Net Balance: **3,001,600.00** Go To

**Debt Ageing**

0-30 Days: 0.00 Refresh

31-60 Days: 0.00

61-90 Days: 0.00 Print Statement

Over 90 Days: **3,001,600.00**

Close

Static Information User Login System Config

Developer: cybermonk cybermonk



**Industriale**

ERP, CRM, HRM, SCM  
Data Processing, Sales, System  
Maintenance

### Statement

<b>BILL TO:</b>	<b>Date:</b>
AL-HABIB STORES P.O. BOX 42111 - 80100 TEL: 041-2316629/0722 316065 MWEMBETAYARI	16-May-2011

	Transaction	Date	Inv/Chq No.	Amount	Balance
1.	Invoice	13-Apr-2010	00086	12,000.00	12,000.00
2.	Payment (Cash)	19-Apr-2010	Cash	-12,000.00	0.00
3.	Invoice	27-Apr-2010	00280	42,000.00	42,000.00
4.	Payment (Cash)	05-May-2010	Cash	-30,000.00	12,000.00
5.	Invoice	08-May-2010	00487	42,500.00	54,500.00
6.	Payment (Cash)	10-May-2010	Cash	-12,000.00	42,500.00
7.	Invoice	11-May-2010	00509	60,000.00	102,500.00
8.	Payment (Cash)	19-May-2010	Cash	-12,500.00	90,000.00
9.	Payment (Cash)	21-May-2010	Cash	-20,000.00	70,000.00
10.	Invoice	22-May-2010	00704	42,500.00	112,500.00
11.	Payment (Cash)	26-May-2010	Cash	-10,000.00	102,500.00
12.	Invoice	27-May-2010	00775	12,000.00	114,500.00
13.	Payment (Cash)	31-May-2010	Cash	-42,500.00	72,000.00
14.	Payment (Cash)	02-Jun-2010	Cash	-20,000.00	52,000.00
15.	Payment (Cash)	07-Jun-2010	Cash	20,000.00	72,000.00

Print

Close

#### 4. PROFIT AND LOSS ACCOUNT

This facility enables the user to create Profit & Loss Account with Industriale. Profit & Loss Account items i.e. Turnovers and Expenses are initially entered into a reference database where the user can pick them to create profit & loss accounts whenever they want without have to retype the items. This enables the user to easily create as many profit & loss accounts as they would like especially when they want to make comparisons.

Industriale - [Profit & Loss Account]

Window

Sales Orders Stock Management Operations Summaries & Analysis Accounting Industriale Exit

### Profit & Loss Account

Reference: 0000002  Date: 21-Dec-2010

Filter Turnover Category:  Filter Expenses:

Item	Amount
▶ ADD PURCHASES	5,000.00
FACTORY ELECTRICITY	500.00
FACTORY WAGES AND SALARIES	800.00
FAT SALES EXPORT	5,000.00
FAT SALES LOCAL	5,000.00
MACHINERY RENT	500,000.00
OIL SALES EXPORT	5,000.00
OIL SALES LOCAL	600.00
OPENING STOCK	5,000.00
OPENING STOCK	600.00
OTHER PURCHASES	5,000.00
OTHER SALES	3,000.00
PALM AND OTHER OILS	21,000.00
SILICATE	300.00
SOAP SALES EXPORT	5,000.00

Total: 566,800.00

Item	Amount
▶ AUDIT FEES	6,000.00
DIRECTORS RENUMERATION	6,000.00
NSSF CONTRIBUTIONS	6,000.00
OFFICE RENT AND RATES	6,000.00
POSTAGE AND TELEPHONES	6,000.00
STAFF MEDICAL COSTS	60,222.00
STAFF SALARIES	6,000.00

Total: 96,222.00

Net Profit: 470,578.00

<< < > >> Profit\_Loss Account 2 of 2

Static Information

Developer: cybermonk cybermonk

The facility also provides for filtering of turnover and expenses items to give the user subtotals for each category of the profit & loss account.

Once satisfied, the user can print the profit & loss account they have created.

## 5. TRIAL BALANCE

This facility enables the user to Trial Balances sheets with Industriale. Trial Balances items i.e. credits and debits are initially entered into a reference database where the user can pick them to create trial balances whenever they want without have to retype the items. This enables the user to easily create as many trial balances as they would like especially when they want to make comparisons.

The screenshot shows the 'Industriale - [Trial Balance]' window. At the top, there are menu tabs: Sales Orders, Stock Management, Operations, Summaries & Analysis, Accounting, Industriale, and Exit. The main area is titled 'Trial Balance'. It features a 'Reference' dropdown set to '0000000' and a 'Date' field set to '21-Dec-2010'. Below these are 'Filter Credit Category' and 'Filter Debit Category' dropdowns. The 'CREDIT' table lists items and amounts, with a total of 91,000.00. The 'DEBIT' table lists items and amounts, with a total of 71,000.00. At the bottom, there are buttons for 'Add Credit Item', 'Remove', 'Add Debit Item', and 'Remove', along with 'Save', 'Print', and 'Close' buttons. The footer shows 'Developer: cybermonk' and 'User Login' / 'System Config' buttons.

Item	Amount
CLOSING STOCK	5,000.00
FACTORY ELECTRICITY	5,000.00
FACTORY RENT	5,000.00
MACHINERY RENT	5,000.00
PALM AND OTHER OILS	5,000.00
PLANT AND MACHINERY DEPRECIATION	50,000.00
SILICATE	5,000.00
SOAP SALES - EXPORT	5,000.00
SOAP SALES - LOCAL	6,000.00

Item	Amount
AUDIT FEES	5,000.00
BAD DEBTS	5,000.00
FINES AND PENALTIES	5,000.00
H.P. INTEREST	5,000.00
LEGAL FEES	5,000.00
LOAN INTEREST	5,000.00
NEWSPAPERS AND SUBSCRIPTION	5,000.00
POSTAGE AND TELEPHONES	5,000.00
SCHOOL FEES	6,000.00
SECURITY	5,000.00
STAFF TRAINING COST	5,000.00
STAFF UNIFORMS	5,000.00
TRANSPORT	5,000.00
WORK PERMITS	5,000.00

The facility also provides for filtering of credit and debit items to give the user subtotals for each category of the trial balance.

Once satisfied, the user can print the trial balance they have created.

## 6. BALANCE SHEET

This facility enables the user to create Balance sheets with Industriale . Balance sheet items i.e. Assets and liabilities are initially entered into a reference database where the user can pick them to create balance sheets whenever they want without have to retype the items. This enables the user to easily create as many balance sheets as they would like especially when they want to make comparisons.

The screenshot shows the 'Balance Sheet' window in the Industriale software. The window title is 'Industriale - [Balance Sheet]'. It features a menu bar with 'Sales Orders', 'Stock Management', 'Operations', 'Summaries & Analysis', 'Accounting', 'Industriale', and 'Exit'. Below the menu bar, there are input fields for 'Reference' (0000000) and 'Date' (21-Dec-2010), along with a 'New Balance Sheet' button. The main area is divided into two sections: 'Assets' and 'Liabilities'. Each section has a 'Filter Asset Category' or 'Filter Liability Category' dropdown menu. The 'Assets' table lists various items with their amounts, totaling 130,500.00. The 'Liabilities' table lists various items with their amounts, totaling 22,150.00. At the bottom, there are buttons for 'Add Asset', 'Remove', 'Add Liability', and 'Remove', along with a 'Total' field for each section. There are also navigation buttons (left and right arrows), a 'Balancesheet 1 of 1' indicator, and buttons for 'Save', 'Print', and 'Close'. The footer includes 'Static Information', 'User Login', 'System Config', and 'Developer: cybermonk'.

Item	Amount	Item	Amount
Freehold Land & buildings - Additions	5,000.00	BMP	2,000.00
Freehold Land & buildings - Depreciation	5,000.00	CORPORATION TAX	2,000.00
Freehold Land & buildings - Original Cost	5,000.00	DPE	1,200.00
Leasehold Land & buildings - Additions	5,000.00	HDP	1,200.00
Leasehold Land & buildings - Depreciation	5,000.00	KMP	2,000.00
Leasehold Land & buildings - Original Cost	5,000.00	MDP	1,000.00
Plant and Machinery - Depreciations	8,000.00	NHIF	4,000.00
Plant and Machinery - Original Cost	6,000.00	NSSF	250.00
Plant and Machinery - Additions	7,000.00	OTHER CREDITORS	500.00
Tools and Equipment - Additions	8,000.00	PAYE	2,000.00
Tools and Equipment - Depreciation	2,000.00	SACCO	1,000.00
Tools and Equipment - Original Cost	9,000.00	UNION DUES	2,000.00
CI Stocks - RM	20,000.00	VAT CONTROL	3,000.00
Debtors Control	36,000.00		
Deposits	2,400.00		
<b>Total</b>	<b>130,500.00</b>	<b>Total</b>	<b>22,150.00</b>

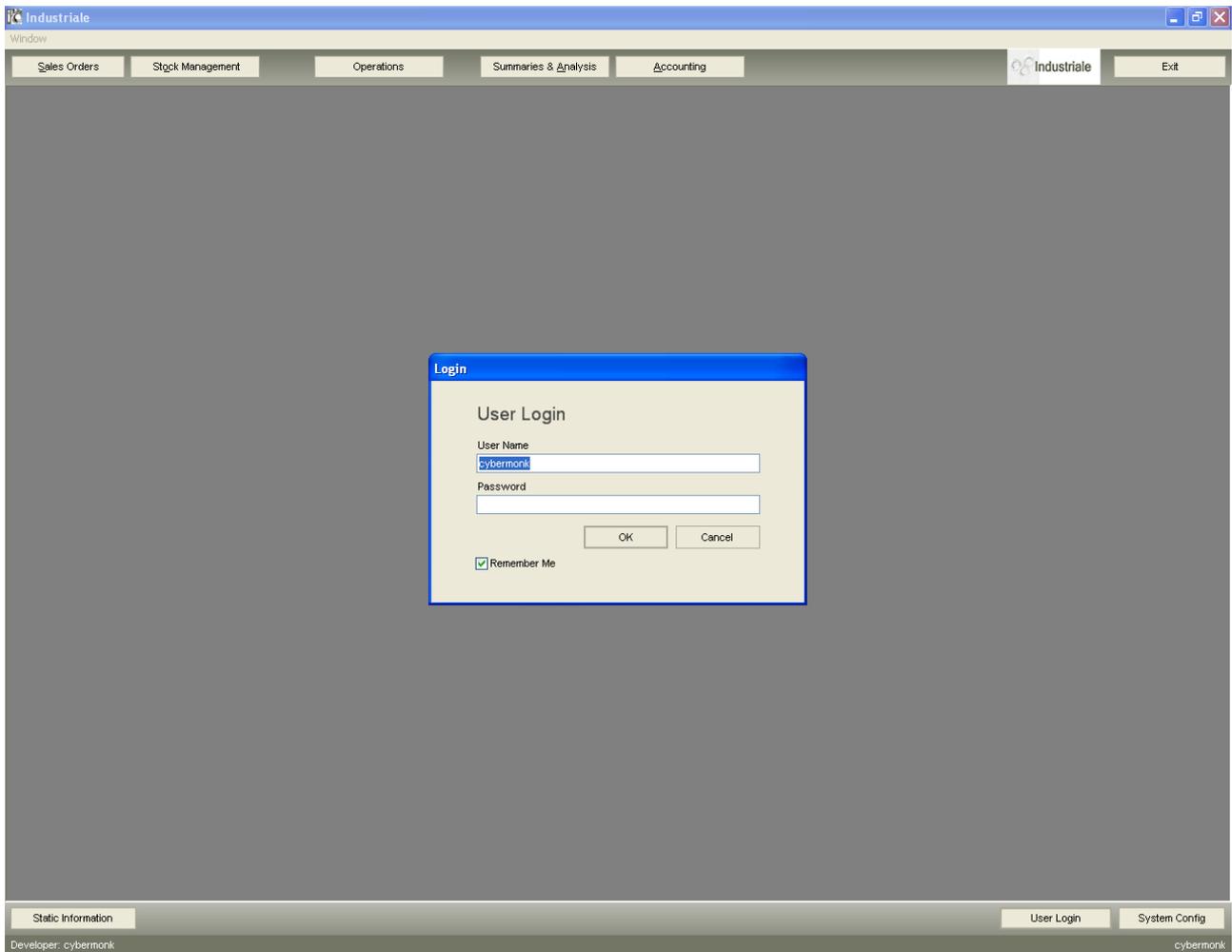
The facility also provides for filtering of asset and liabilities per category to give the user subtotals for each category of balance sheet items.

Once satisfied, the user can print the balance sheet they have created.

## 9. USER LOGIN

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This facility is used to enable the registered users to log into the system with their registered user name and password. Without the current username and password the user cannot log in to use the system.



## 10. SYSTEM STATUS

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Industriale is fully functional system and may be deployed for use as the main system with the existing systems being put on standby with the objective of phasing out in due time.

Client may later on implement remote data input via internet into the main system for various processes like updating stock levels directly from the factories and making sale orders remotely from depots via internet.

This would require the following equipment and infrastructure to be in place:

1. A powerful server.
2. A high bandwidth internet net connection.



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**January 20 2011**