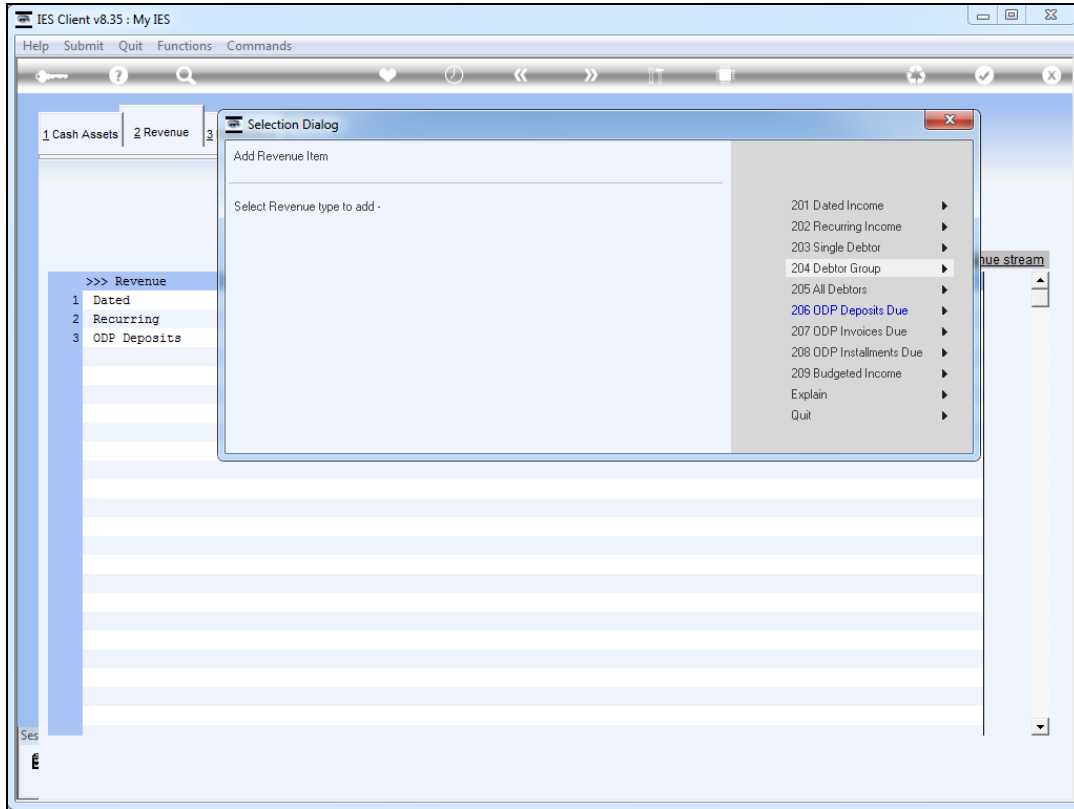


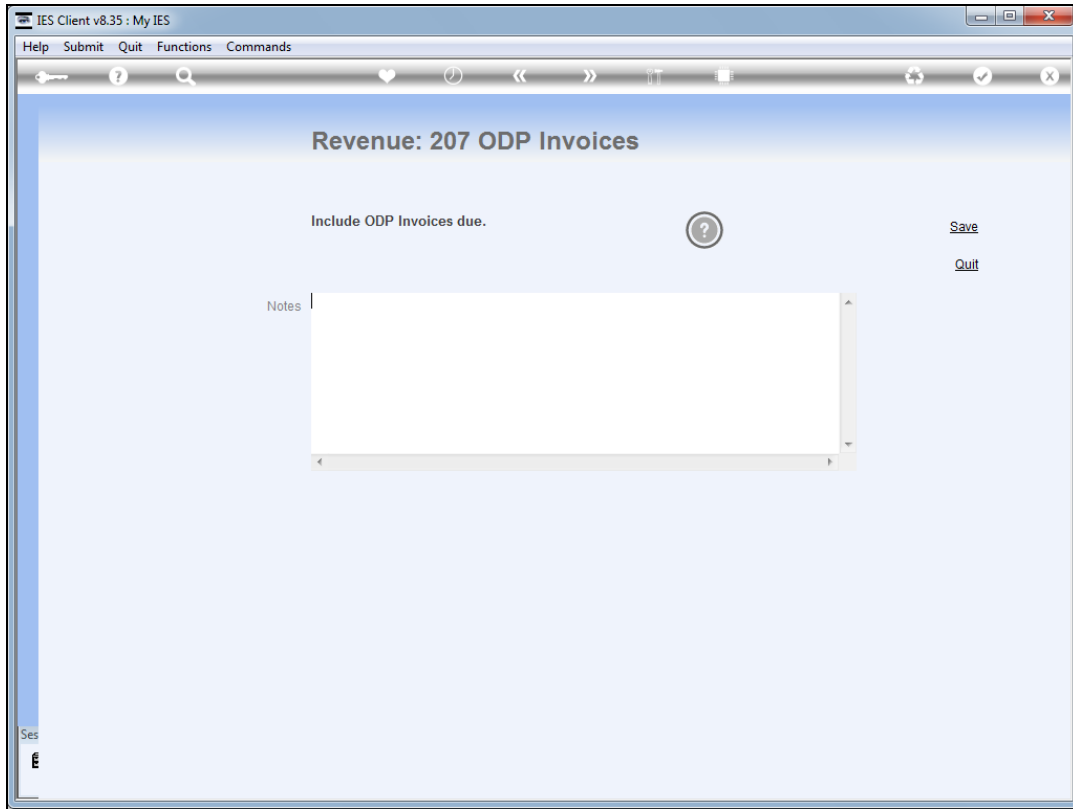
Slide 1

Slide notes: ODP is a Revenue stream based on Retail contracts with Customers. These contracts can include Deposits, Installments and Invoices Due at certain dates.



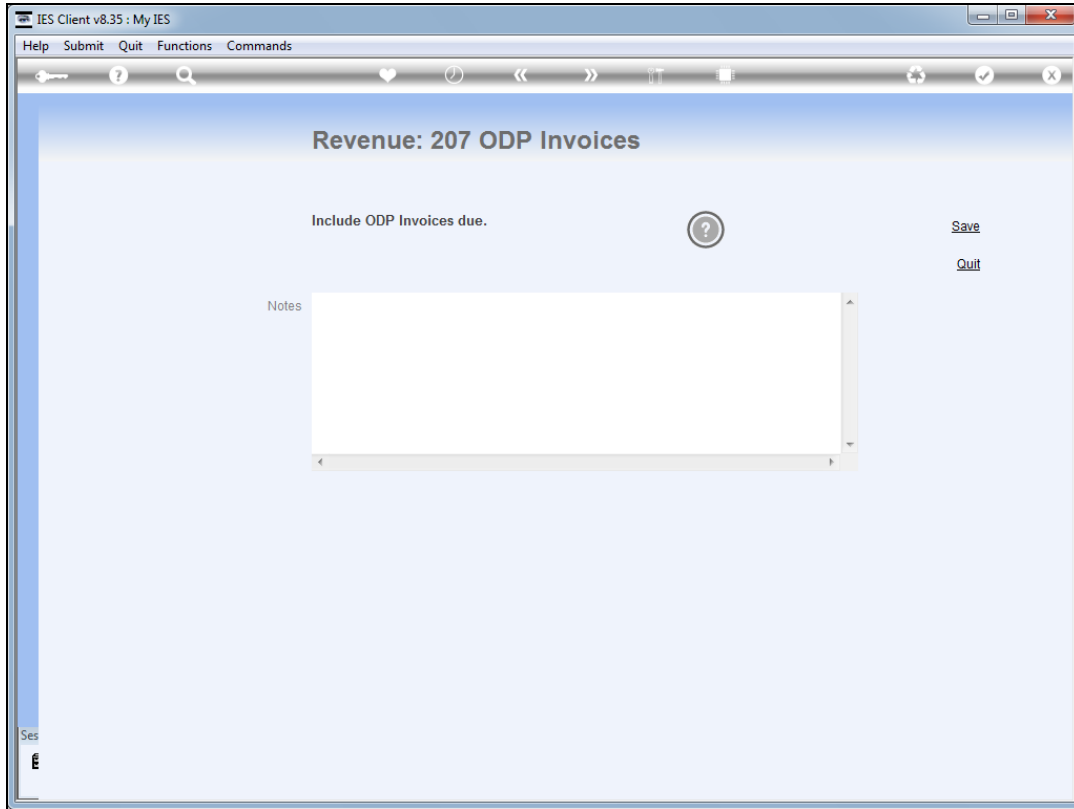
Slide 2

Slide notes: Each of these ODP elements can be added as a Revenue stream. For Invoices due, we use option 207.

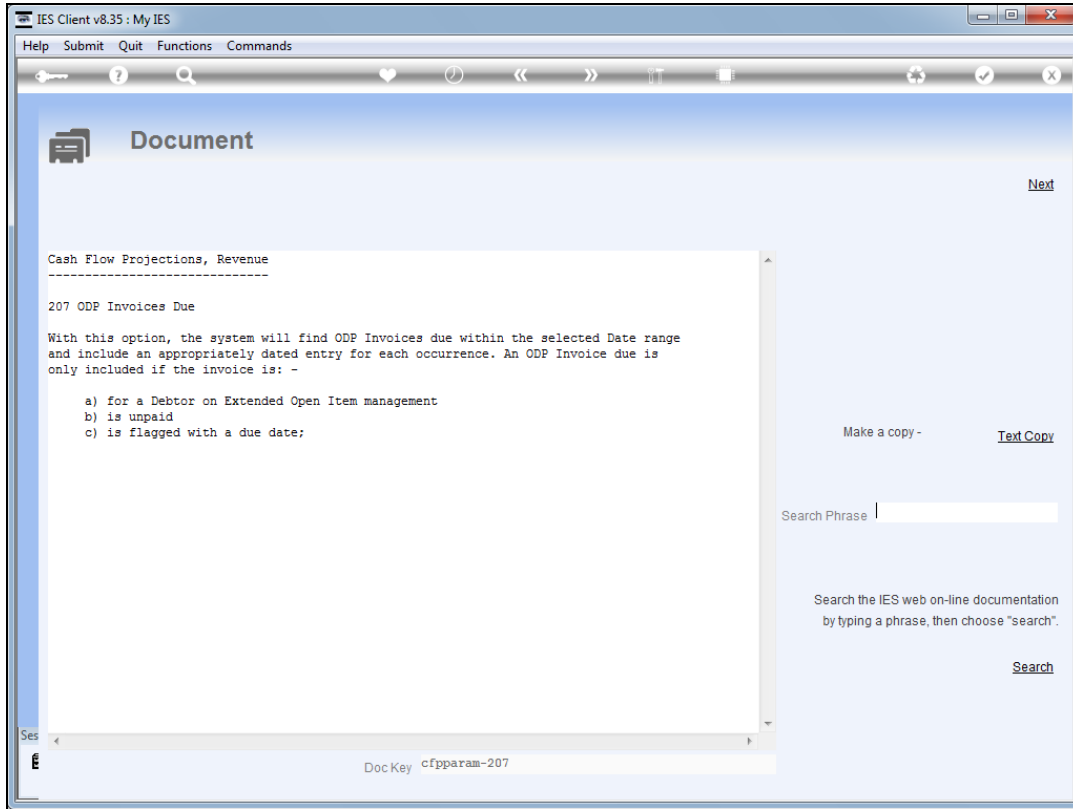


Slide 3

Slide notes: There is nothing else to do; we can just save the element.

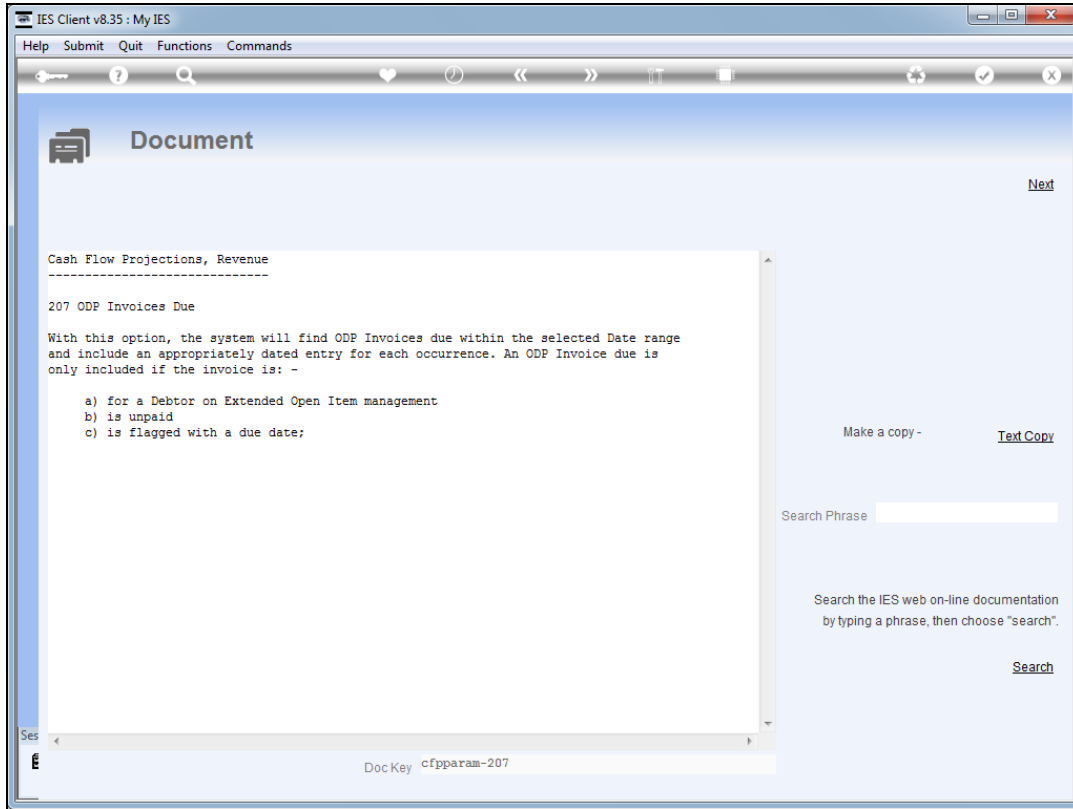


Slide 4  
Slide notes:

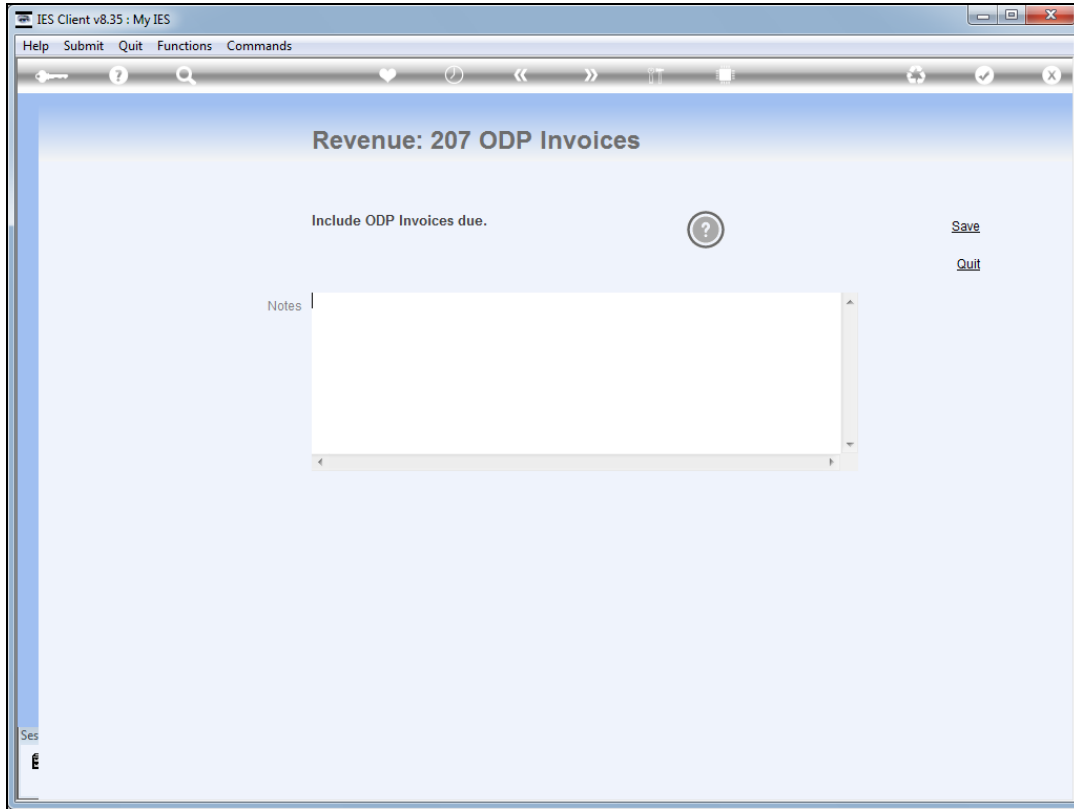


Slide 5

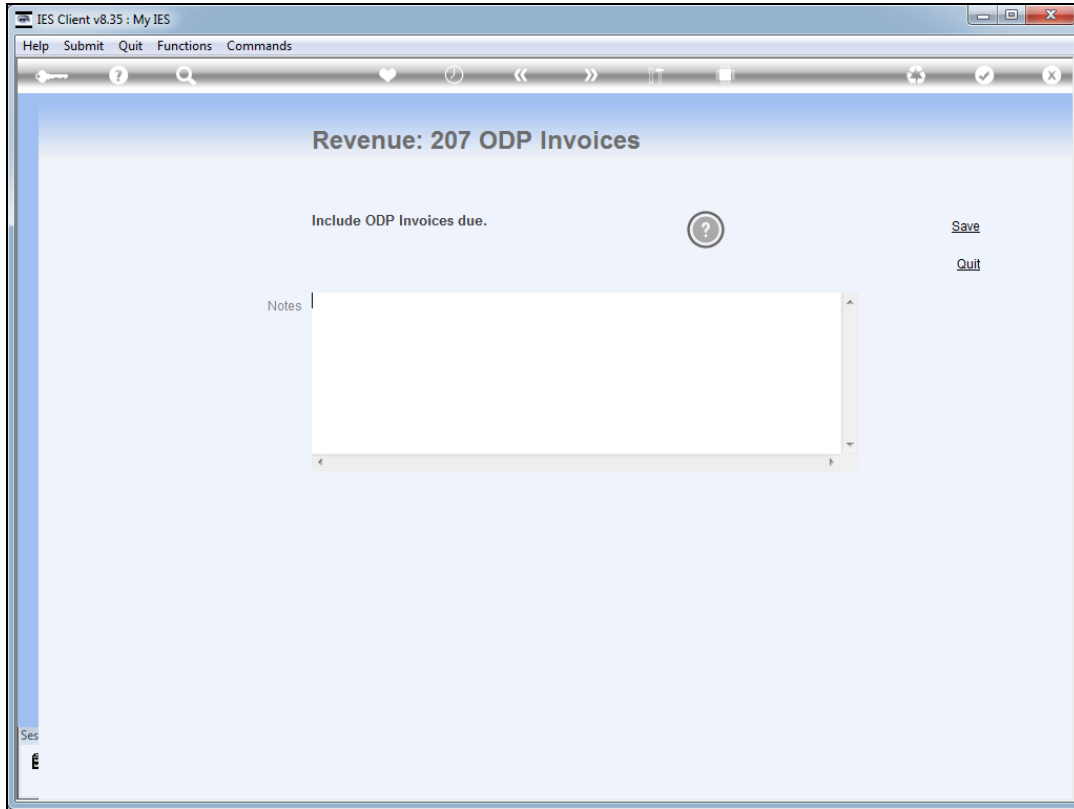
Slide notes: The Help explains how Invoices due within the selected date range, for the forecast, will be included.



Slide 6  
Slide notes:



Slide 7  
Slide notes:



Slide 8  
Slide notes:



The screenshot shows the IES Client v8.35: My IES application window. At the top, there is a menu bar with 'Help', 'Submit', 'Quit', 'Functions', and 'Commands'. Below the menu bar is a toolbar with various icons. The main area has three tabs: '1 Cash Assets', '2 Revenue', and '3 Expenditure'. The '2 Revenue' tab is active. Below the tabs, there is a table with the following data:

|                |            |                  |           |            |     |   | Add a Revenue stream |  |
|----------------|------------|------------------|-----------|------------|-----|---|----------------------|--|
| >>> Revenue    | Day / Date | Description      | Amount    | Start Date | Int | £ |                      |  |
| 1 Dated        | 15/02/2012 | Project Hoops    | 75,000.00 |            |     |   |                      |  |
| 2 Recurring    | 3          | Rental Unit 1002 | 5,000.00  | 25/01/2012 | 1   |   |                      |  |
| 3 ODP Deposits |            | ODP Deposits     |           |            |     |   |                      |  |
| 4 ODP Invoices |            | ODP Invoices     |           |            |     |   |                      |  |

At the bottom of the window, there is a status bar with the text 'Ses' and a set of navigation buttons: 'Nex', 'Pre', 'Add', 'Ins', 'Ed', 'Del'.

Slide 9  
Slide notes:

The screenshot shows the IES Client v8.35: My IES application window. At the top, there is a menu bar with 'Help', 'Submit', 'Quit', 'Functions', and 'Commands'. Below the menu bar is a toolbar with various icons. A tabbed interface at the top shows three tabs: '1 Cash Assets', '2 Revenue', and '3 Expenditure', with '2 Revenue' being the active tab. The main area displays a table of revenue streams. The table has columns for 'Revenue', 'Day / Date', 'Description', 'Amount', 'Start Date', 'Int', and a currency symbol. There are four rows of data. The first row is 'Dated' with a date of '15/02/2012', description 'Project Hoops', and amount '75,000.00'. The second row is 'Recurring' with a date of '3', description 'Rental Unit 1002', and amount '5,000.00'. The third row is 'ODP Deposits' with description 'ODP Deposits'. The fourth row is 'ODP Invoices' with description 'ODP Invoices'. To the right of the table is a vertical scrollbar. At the bottom left, there is a status bar with the text 'Ses' and a set of navigation buttons: 'Nex', 'Pre', 'Add', 'Ins', 'Ed', 'Del'.

| >>> Revenue    | Day / Date | Description      | Amount    | Start Date | Int | € |
|----------------|------------|------------------|-----------|------------|-----|---|
| 1 Dated        | 15/02/2012 | Project Hoops    | 75,000.00 |            |     |   |
| 2 Recurring    | 3          | Rental Unit 1002 | 5,000.00  | 25/01/2012 | 1   |   |
| 3 ODP Deposits |            | ODP Deposits     |           |            |     |   |
| 4 ODP Invoices |            | ODP Invoices     |           |            |     |   |

Slide 10  
Slide notes: