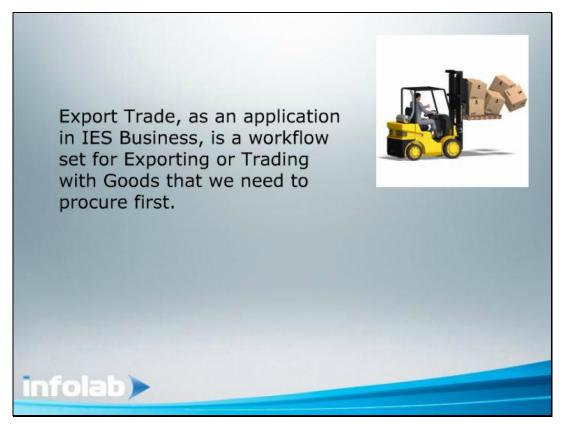


Slide 1 Slide notes: What is Export Trade?

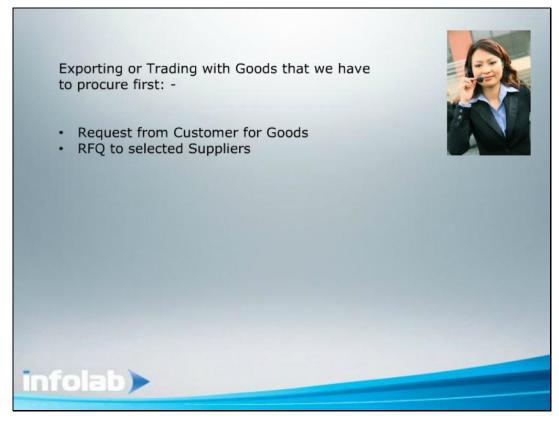


Slide 2 Slide notes: As an application in IES Business, Export Trade is provided as a workflow for trading with goods that we have to procure first before we can supply to the Customer.

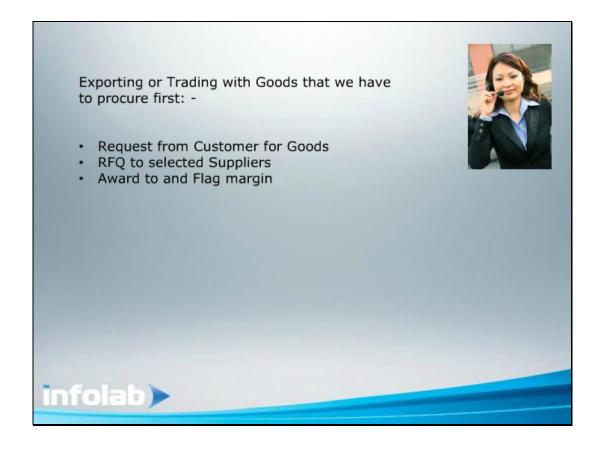


Slide 3

Slide notes: The process starts with a Request from a Customer, for supply of goods.

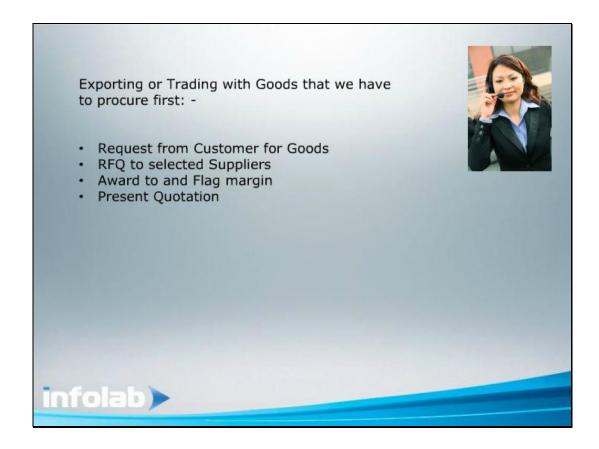


Slide 4 Slide notes: We then identify Suppliers from whom we can procure the goods, and send out Requests for Quotation.



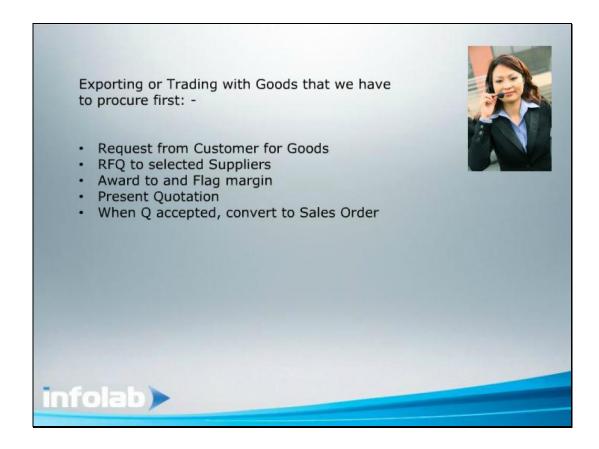
Slide 5

Slide notes: Once we have feedback from the Suppliers, we make the award of who will supply what, and we put our own margin on the price that we will provide to the Customer.



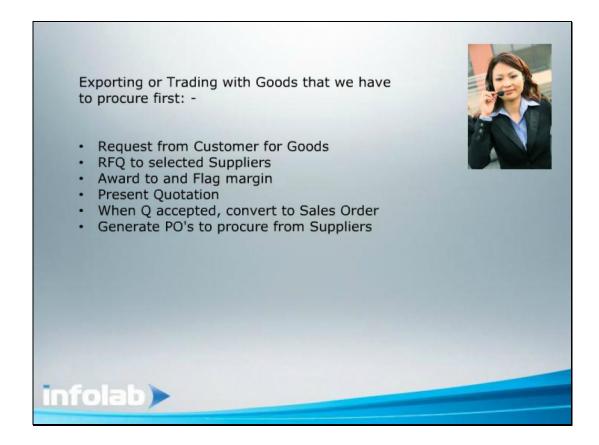
Slide 6

Slide notes: Then we present our Quotation to the Customer.



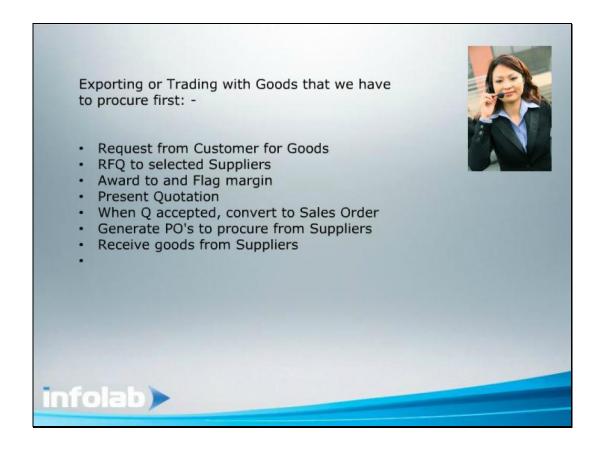
Slide 7

Slide notes: When the Customer accepts, we convert to a Customer Sales Order and confirm it.



Slide 8

Slide notes: We then generate the Purchase Orders to the Suppliers to supply to ourselves.



Slide 9

Slide notes: We process the goods received and invoices from our Suppliers.



Slide 10

Slide notes: We ship to and Invoice our Customer.