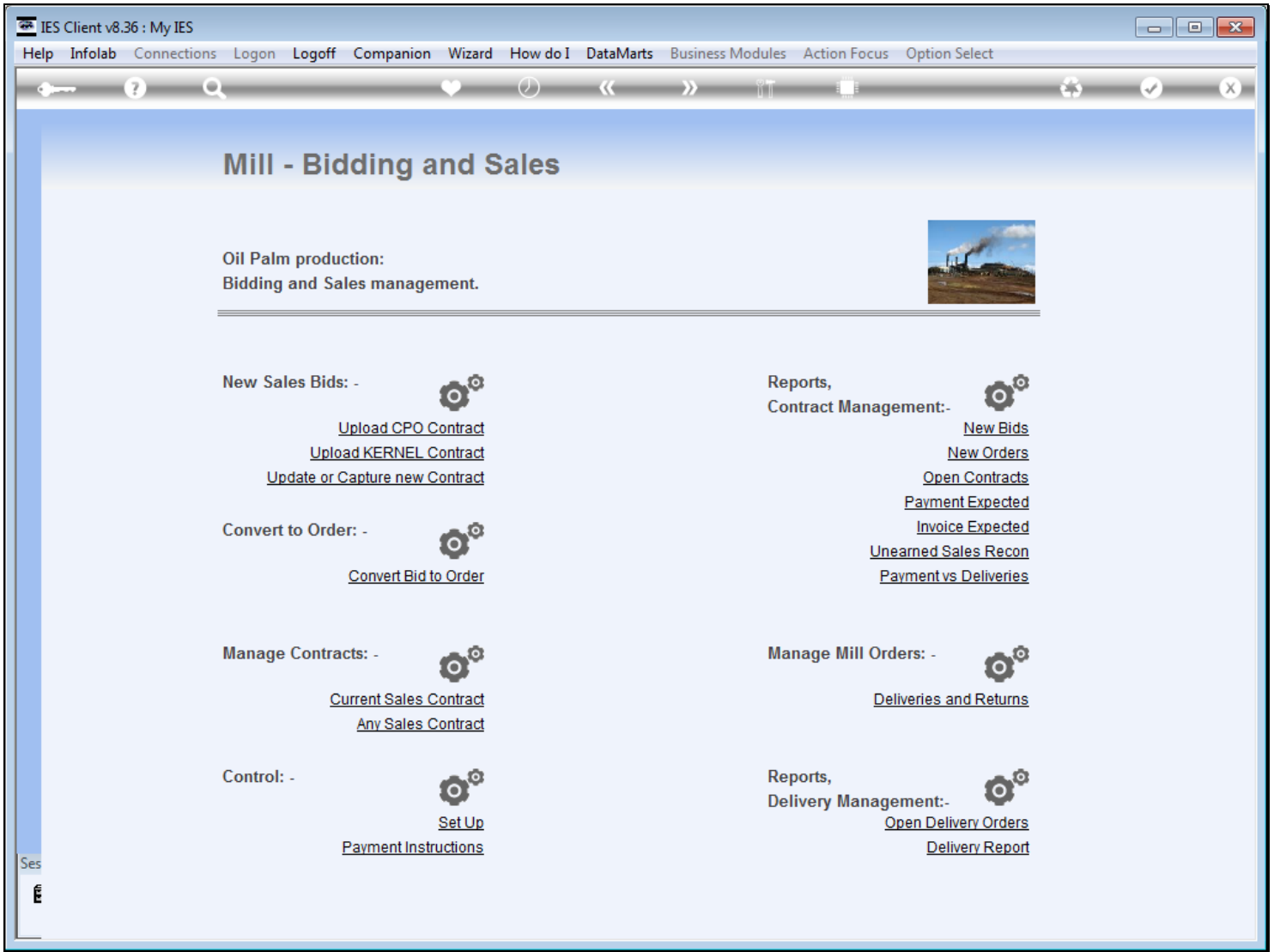


Slide 1 - Slide 1



Slide notes

A Bid is not an Order until converted, and for that we use the option to "Convert Bid to Order".

Slide 2 - Slide 2

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Order

CPO, Kernel, Shell or Fibre

[Convert to Order](#)

[Retrieve New Bidding record](#) [Quit](#)

System Contract Key 1658481433

Contract Date 27/05/2013

Product

Product Type

Unit

Quantity 0.00 Delivery Unit Delivery Qty 0.00

Quality: FFA

Quality: M+I

Quality: Dirt

Winning Bid

Currency LOCAL RP

Win Bid Price 0.00

Tax Type Std Rate VAT excl Capital Goods & Services

Unit Tax Price 0.00

Forex Rate

CIF Rotterdam 0.00

Condition

Payment Date

Delivery Date

Status New

Created By Tim Tono

Created On 27/05/2013

Other Bidders	Other Bid Price
1	0.00

Nex Pre

Ses

Slide notes

Slide 3 - Slide 3

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Order

CPO, Kernel, Shell or Fibre

[Retrieve New Bidding record](#) [Convert to Order](#) [Quit](#)

System Contract Key 1658481433

Contract Date 27/05/2013

Product

Product Type

Unit

Quantity 0.00 Delivery Unit Delivery Qty 0.00

Quality: FFA

Quality: M+I

Quality: Dirt

Winning Bid

Currency LOCAL RP

Win Bid Price 0.00

Tax Type Std Rate VAT excl Capital Goods & Services

Unit Tax Price 0.00

Forex Rate

CIF Rotterdam 0.00

Condition

Payment Date

Delivery Date

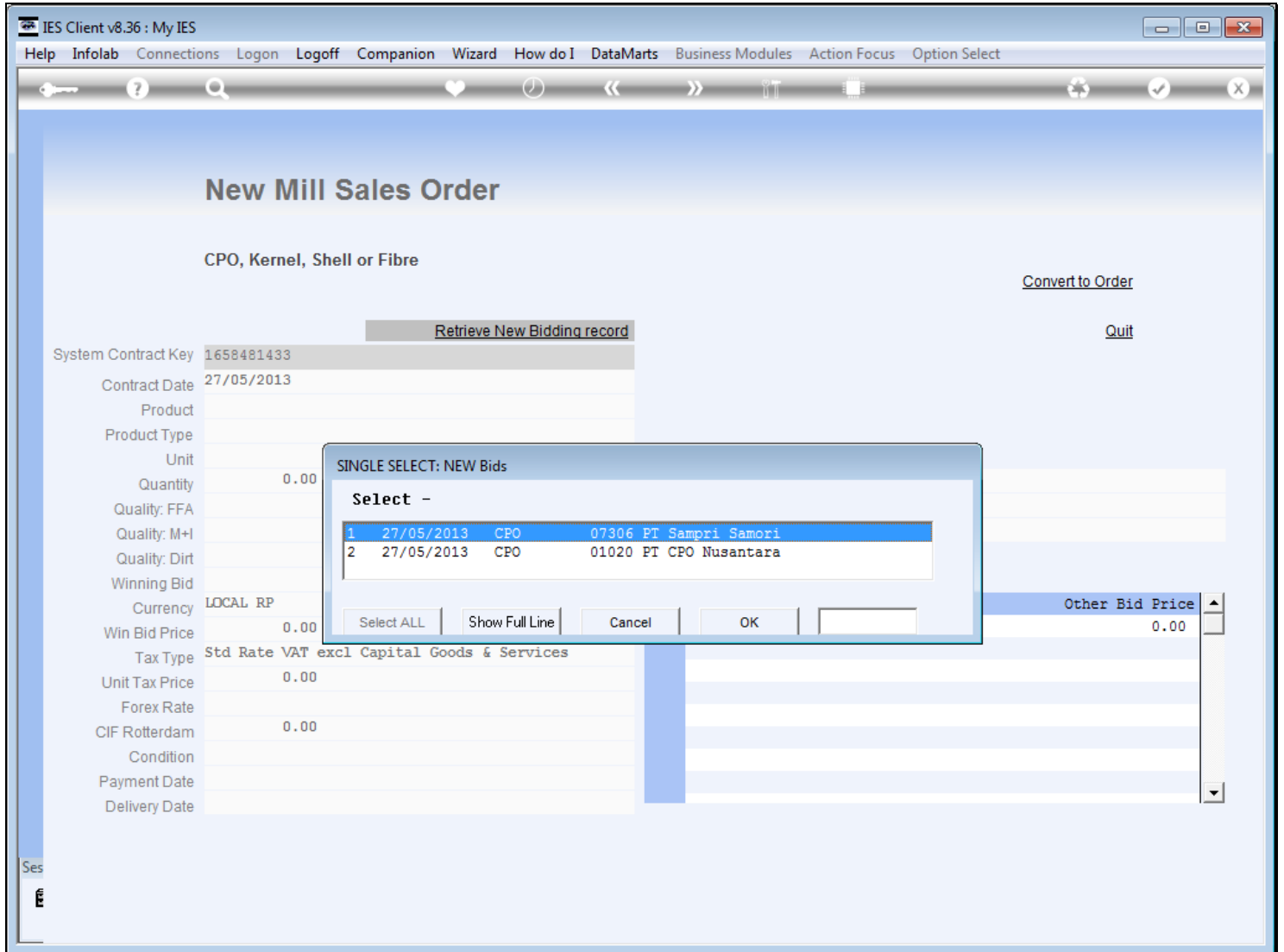
Other Bidders	Other Bid Price
1	0.00

Nex Pre

Slide notes

When we choose the "retrieve" function, the system will show all new Bids not yet converted.

Slide 4 - Slide 4



Slide notes

Slide 5 - Slide 5

The screenshot shows the IES Client v8.36: My IES interface. The main window title is "New Mill Sales Order" with the subtitle "CPO, Kernel, Shell or Fibre". A "Retrieve New Bidding record" button is visible. The form contains the following fields:

- System Contract Key: 1658481433
- Contract Date: 27/05/2013
- Product: [Empty]
- Product Type: [Empty]
- Unit: [Empty]
- Quantity: 0.00
- Quality: FFA
- Quality: M+I
- Quality: Dirt
- Winning Bid: [Empty]
- Currency: LOCAL RP
- Win Bid Price: 0.00
- Tax Type: Std Rate VAT excl Capital Goods & Services
- Unit Tax Price: 0.00
- Forex Rate: [Empty]
- CIF Rotterdam: 0.00
- Condition: [Empty]
- Payment Date: [Empty]
- Delivery Date: [Empty]

A dialog box titled "SINGLE SELECT: NEW Bids" is overlaid on the form, showing a list of bids:

Select					
1	27/05/2013	CPO	07306	PT Sampri Samori	
2	27/05/2013	CPO	01020	PT CPO Nusantara	

The dialog box also includes buttons for "Select ALL", "Show Full Line", "Cancel", and "OK".

Slide notes

Slide 6 - Slide 6

New Mill Sales Order

CPO, Kernel, Shell or Fibre

[Convert to Order](#)

[Retrieve New Bidding record](#)

[Quit](#)

System Contract Key	1658480005		
Contract Date	27/05/2013		
Product	OP101 Palm Oil		
Product Type	CPO		
Unit	TON	Delivery Unit	KILOGRAM
Quantity	10.00	Delivery Qty	10,000.00
Quality: FFA	0.20	Status	New
Quality: M+I	0.20	Created By	Tim Tono
Quality: Dirt	0.20	Created On	27/05/2013
Winning Bid	07306 PT Sampri Samori		
Currency	LOCAL RP		
Win Bid Price	0.00		
Tax Type	Std Rate VAT excl Capital Goods & Services		
Unit Tax Price	7,700,000.00		
Forex Rate			
CIF Rotterdam	0.00		
Condition	OPD		
Payment Date	30/05/2013		
Delivery Date	07/06/2013		

Other Bidders	Other Bid Price
1	0.00

Slide notes

We cannot make any changes to the Bid here, and if we still need to make changes, we have to use the "capture" option, where the Bid is still accessible.

Slide 7 - Slide 7

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Order

CPO, Kernel, Shell or Fibre

[Convert to Order](#)

[Retrieve New Bidding record](#)

[Quit](#)

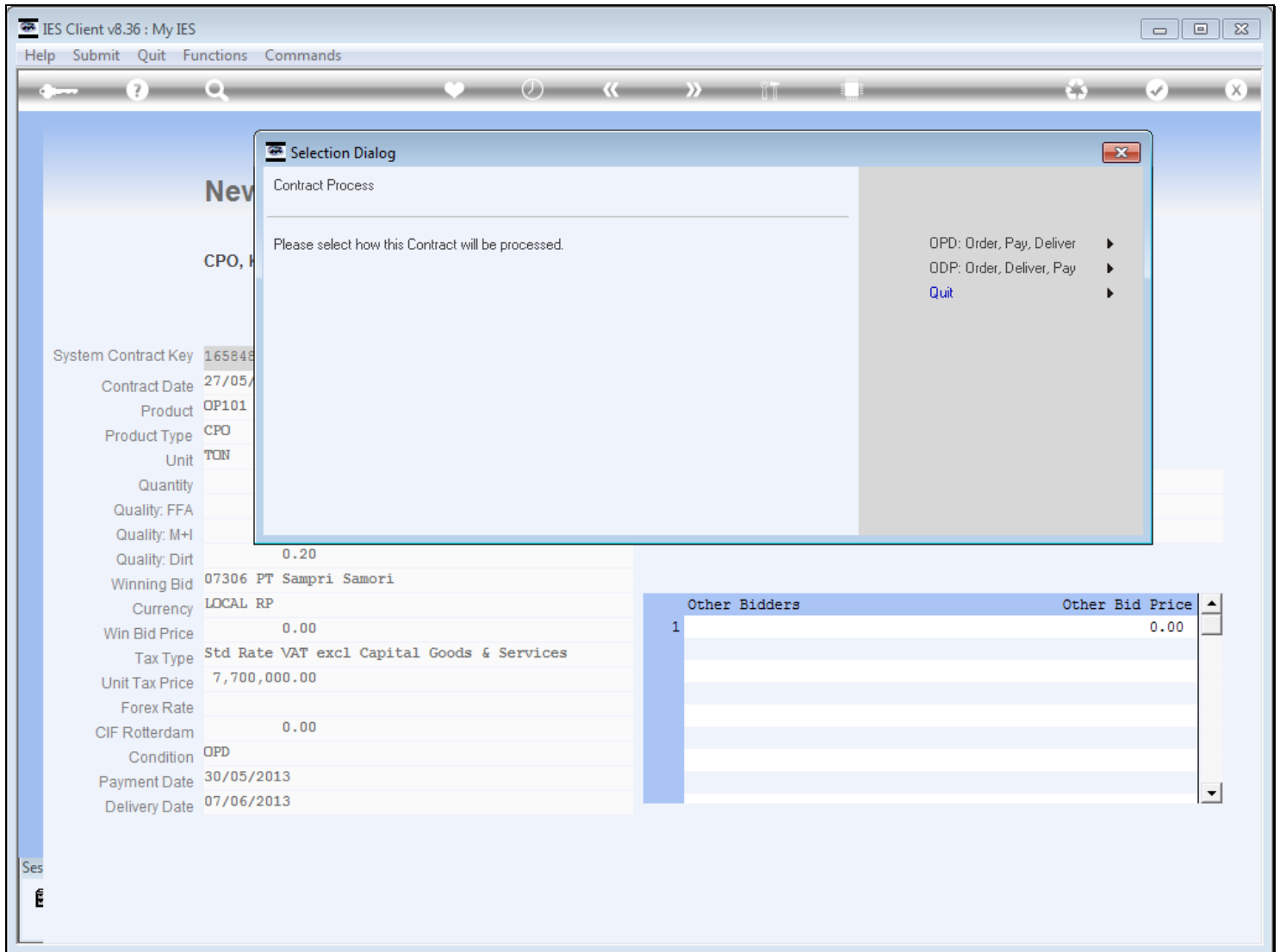
System Contract Key	1658480005
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Delivery Unit	KILOGRAM
Quantity	10.00
Delivery Qty	10,000.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	07306 PT Sampri Samori
Currency	LOCAL RP
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	7,700,000.00
Forex Rate	
CIF Rotterdam	0.00
Condition	OPD
Payment Date	30/05/2013
Delivery Date	07/06/2013

Other Bidders	Other Bid Price
1	0.00

Slide notes

When we choose "Convert", we have to select the primary payment sequence.

Slide 8 - Slide 8



Slide notes

In other words, is payment in advance or after delivery?

Slide 9 - Slide 9

The screenshot shows the IES Client v8.36: My IES application window. The main window displays a 'New Mill Sales Order' form for 'CPO, Kernel, Shell or Fibre'. The form includes fields for System Contract Key (1658480005), Contract Date (27/05/2013), Product (OP101 Palm Oil), Product Type (CPO), Unit (TON), Quantity (10.00), Quality (FFA: 0.20, M+I: 0.20, Dirt: 0.20), Winning Bid (07306 PT Sampri Samori), Currency (LOCAL RP), Win Bid Price (0.00), Tax Type (Std Rate VAT excl Capital Goods & Services), Unit Tax Price (7,700,000.00), Forex Rate, CIF Rotterdam (0.00), Condition (OPD), Payment Date (30/05/2013), and Delivery Date (07/06/2013). A modal dialog box titled 'IES Client' is open, displaying the message: 'New Contract number 045/SPK/XX-073/CPO/05/2013 is now in "Post Later" status.' with an 'OK' button. The background form also has buttons for 'Convert to Order' and 'Quit', and a 'Retrieve New Bidding record' link. A table titled 'Other Bidders' is visible at the bottom right of the form, with one row showing '1' and '0.00'.

Other Bidders	Other Bid Price
1	0.00

Slide notes

Conversion of the Bid is to Order, with a "Post Later" status, i.e. no Transactions are posted yet. At this time, the system issues and advises the new Contract Number.

Slide 10 - Slide 10

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Order

CPO, Kernel, Shell or Fibre

[Convert to Order](#)

[Retrieve New Bidding record](#)

[Quit](#)

System Contract Key 1658481452

Contract Date 27/05/2013

Product

Product Type

Unit

Quantity 0.00 Delivery Unit Delivery Qty 0.00

Quality: FFA

Quality: M+I

Quality: Dirt

Winning Bid

Currency LOCAL RP

Win Bid Price 0.00

Tax Type Std Rate VAT excl Capital Goods & Services

Unit Tax Price 0.00

Forex Rate

CIF Rotterdam 0.00

Condition

Payment Date

Delivery Date

Status New

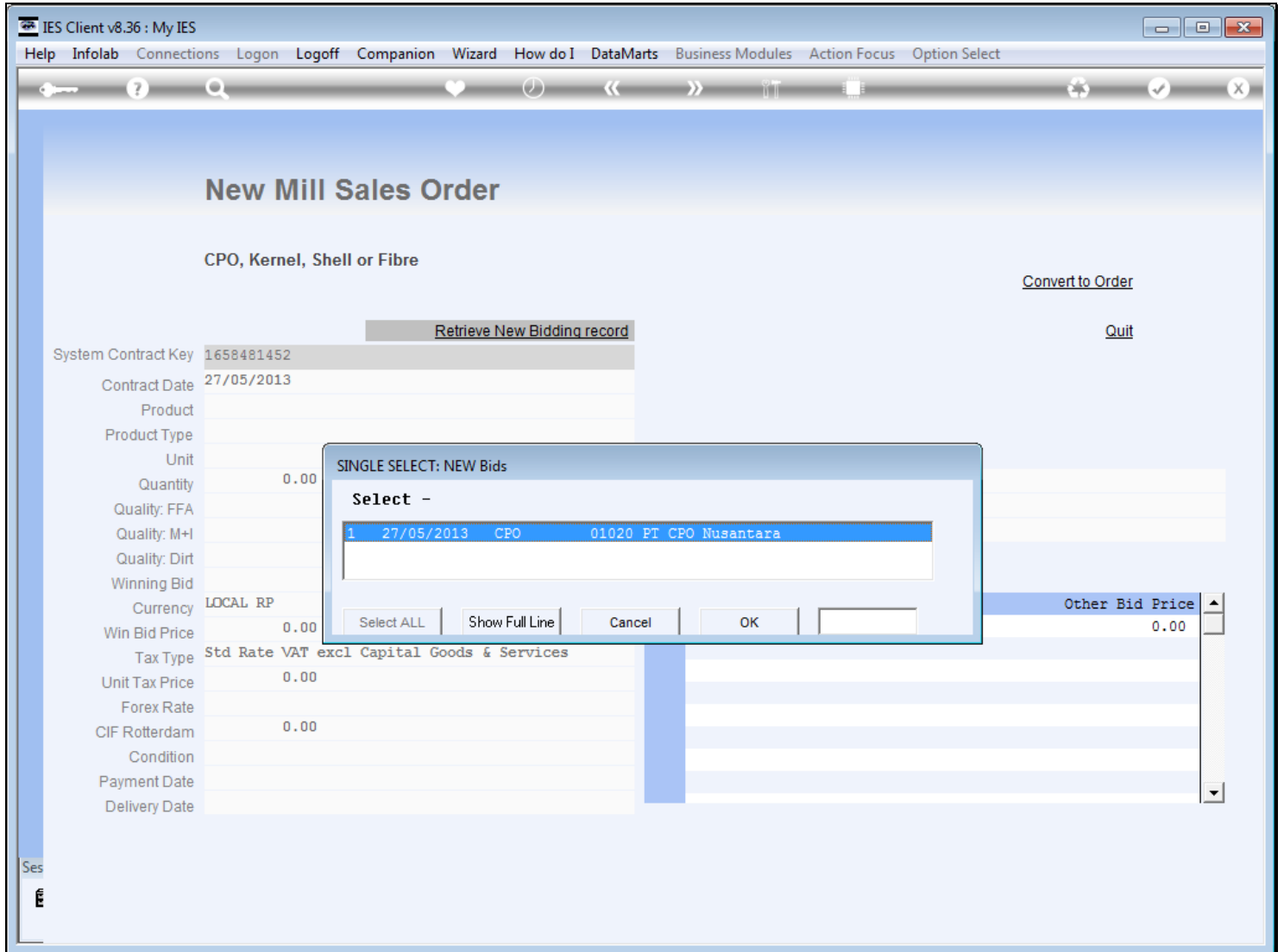
Created By Tim Tono

Created On 27/05/2013

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 11 - Slide 11



Slide notes

Slide 12 - Slide 12

The screenshot shows the IES Client v8.36: My IES application window. The main window title is "New Mill Sales Order" and the subtitle is "CPO, Kernel, Shell or Fibre". The interface includes a menu bar (Help, Infolab, Connections, Logon, Logoff, Companion, Wizard, How do I, DataMarts, Business Modules, Action Focus, Option Select) and a toolbar with various icons. A "Retrieve New Bidding record" button is visible. The main form contains fields for System Contract Key (1658481452), Contract Date (27/05/2013), Product, Product Type, Unit, Quantity (0.00), Quality: FFA, Quality: M+I, Quality: Dirt, Winning Bid, Currency (LOCAL RP), Win Bid Price (0.00), Tax Type (Std Rate VAT excl Capital Goods & Services), Unit Tax Price (0.00), Forex Rate, CIF Rotterdam (0.00), Condition, Payment Date, and Delivery Date. A "Convert to Order" button is on the right. A "SINGLE SELECT: NEW Bids" dialog box is overlaid, showing a list of bids with the first entry selected: "1 27/05/2013 CPO 01020 PI CPO Nusantara". The dialog box has buttons for "Select ALL", "Show Full Line", "Cancel", and "OK".

Slide notes

Slide 13 - Slide 13

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Order

CPO, Kernel, Shell or Fibre

[Convert to Order](#)

[Retrieve New Bidding record](#) [Quit](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Quantity	100.00
Delivery Unit	KILOGRAM
Delivery Qty	100,000.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	01020 PT CPO Nusantara
Currency	USD
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	770.00
Forex Rate	9500
CIF Rotterdam	0.00
Condition	OPD
Payment Date	28/05/2013
Delivery Date	07/06/2013

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 14 - Slide 14

The screenshot displays the 'Mill - Bidding and Sales' interface within the IES Client v8.36. The window title is 'My IES'. The menu bar includes: Help, Infolab, Connections, Logon, Logoff, Companion, Wizard, How do I, DataMarts, Business Modules, Action Focus, and Option Select. The toolbar contains icons for search, home, refresh, and other navigation functions. The main content area features a header 'Mill - Bidding and Sales' and a sub-header 'Oil Palm production: Bidding and Sales management.' with an image of a mill. Below this, there are several functional groups, each with a gear icon:

- New Sales Bids:**
 - [Upload CPO Contract](#)
 - [Upload KERNEL Contract](#)
 - [Update or Capture new Contract](#)
- Convert to Order:**
 - [Convert Bid to Order](#)
- Manage Contracts:**
 - [Current Sales Contract](#)
 - [Any Sales Contract](#)
- Control:**
 - [Set Up](#)
 - [Payment Instructions](#)
- Reports, Contract Management:**
 - [New Bids](#)
 - [New Orders](#)
 - [Open Contracts](#)
 - [Payment Expected](#)
 - [Invoice Expected](#)
 - [Unearned Sales Recon](#)
 - [Payment vs Deliveries](#)
- Manage Mill Orders:**
 - [Deliveries and Returns](#)
- Reports, Delivery Management:**
 - [Open Delivery Orders](#)
 - [Delivery Report](#)

Slide notes

Slide 15 - Slide 15

The screenshot displays the 'Mill - Bidding and Sales' interface within the IES Client v8.36. The window title is 'My IES'. The menu bar includes: Help, Infolab, Connections, Logon, Logoff, Companion, Wizard, How do I, DataMarts, Business Modules, Action Focus, and Option Select. The toolbar contains icons for search, home, refresh, and other navigation functions. The main content area features a header 'Mill - Bidding and Sales' and a sub-header 'Oil Palm production: Bidding and Sales management.' with an image of a mill. Below this, there are several functional groups, each with a gear icon:

- New Sales Bids:**
 - [Upload CPO Contract](#)
 - [Upload KERNEL Contract](#)
 - [Update or Capture new Contract](#)
- Convert to Order:**
 - [Convert Bid to Order](#)
- Manage Contracts:**
 - [Current Sales Contract](#)
 - [Any Sales Contract](#)
- Control:**
 - [Set Up](#)
 - [Payment Instructions](#)
- Reports, Contract Management:**
 - [New Bids](#)
 - [New Orders](#)
 - [Open Contracts](#)
 - [Payment Expected](#)
 - [Invoice Expected](#)
 - [Unearned Sales Recon](#)
 - [Payment vs Deliveries](#)
- Manage Mill Orders:**
 - [Deliveries and Returns](#)
- Reports, Delivery Management:**
 - [Open Delivery Orders](#)
 - [Delivery Report](#)

Slide notes