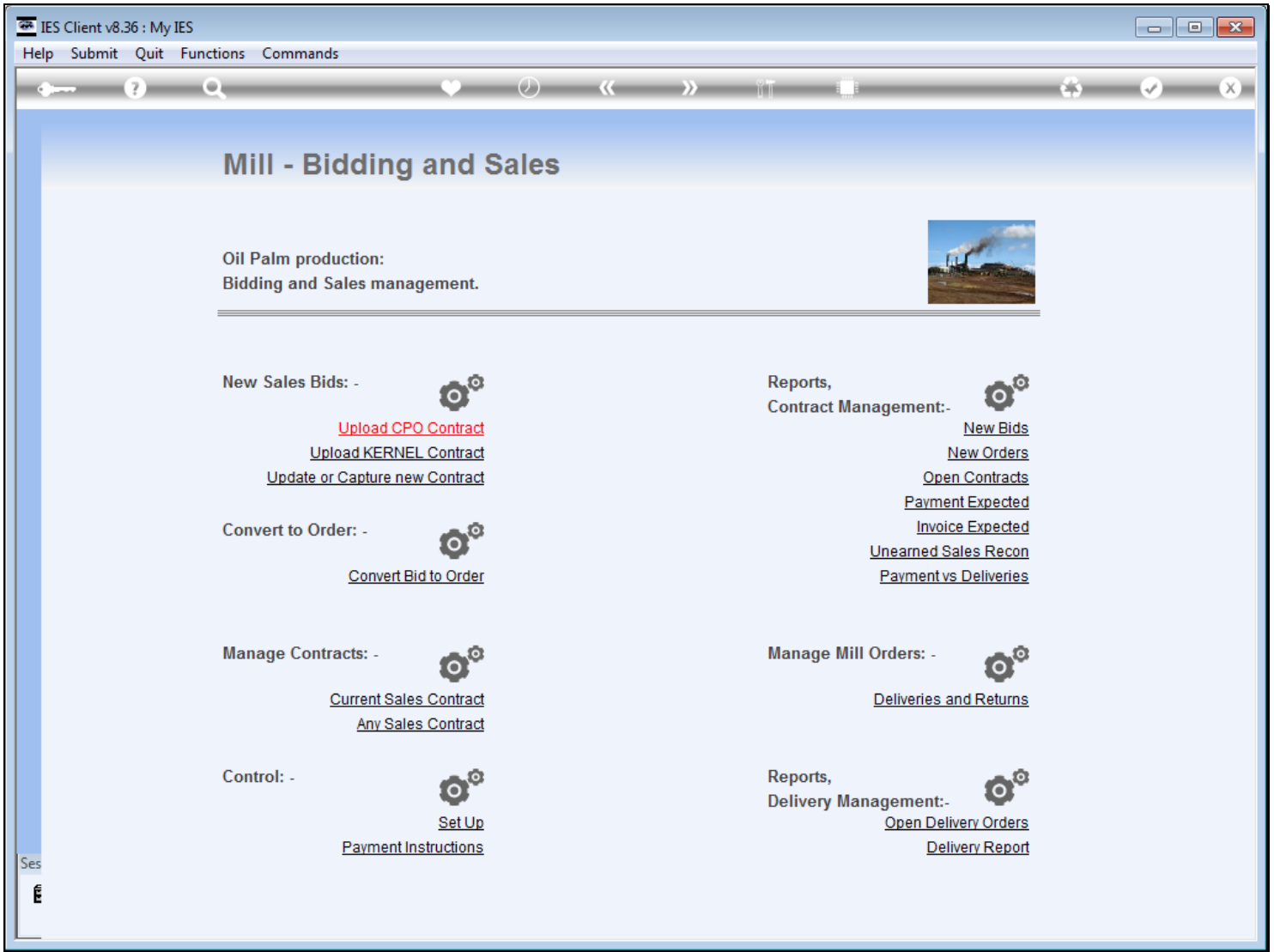


Slide 1 - Slide 1



Slide notes

A number of Report options are listed for Contract Management. We look at 'New Bids' first.

Slide 2 - Slide 2

PT CPO FARMS

Mill Sales: New Bids

Key	Contract Date	Product	Type	Unit	Quantity	Winning Bid
1658565229	28/05/2013	CPO		TON	20.00	01020 PT CPO Nusantara

		CPO			20.00	

Key	Contract Date	Product	Type	Unit	Quantity	Winning Bid
1658565194	28/05/2013	Shell		KILOGRAM	2,000.00	07306 PT Sampri Samori

		Shell			2,000.00	

[MILLBS-NEWBIDS / 28 MAY 2013 18:11]

Slide notes

New Bids are imported or captured bids, but not yet converted to Orders.

Slide 3 - Slide 3

The screenshot shows the IES Client v8.36: My IES application window. The title bar includes 'Help', 'Infolab', 'Connections', 'Logon', 'Logoff', 'Companion', 'Wizard', 'How do I', 'DataMarts', 'Business Modules', 'Action Focus', and 'Option Select'. The main content area is titled 'Mill - Bidding and Sales' and features a sub-section 'Oil Palm production: Bidding and Sales management.' with an image of a palm oil mill. Below this, there are several menu items, 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

Next we look at 'New Orders'.

Slide 4 - Slide 4

PT CPO FARMS

Mill Sales: New Orders

Key	Contract Date	Quantity	Winning Bid	Product Type	Unit ODP or OPD
1657075775	13/05/2013	100.00	07306 PT Sampri Samori CPO	TON	Order, Deliver, Pay ***** Order, Deliver, Pay

Key	Contract Date	Quantity	Winning Bid	Product Type	Unit ODP or OPD
1657846953	21/05/2013	1.00	07306 PT Sampri Samori CPO	TON	Order, Pay, Deliver

[MILLBS-NEWORDERS / 28 MAY 2013 18:13]

Slide notes

New Orders are those bids just converted to Order, but no further steps performed yet, no Invoice, no Mill Delivery Order.

Slide 5 - Slide 5

The screenshot shows the IES Client v8.36: My IES application window. The title bar includes 'Help', 'Infolab', 'Connections', 'Logon', 'Logoff', 'Companion', 'Wizard', 'How do I', 'DataMarts', 'Business Modules', 'Action Focus', and 'Option Select'. The main content area is titled 'Mill - Bidding and Sales' and features a sub-header 'Oil Palm production: Bidding and Sales management.' with an image of a mill. Below this, there are several menu sections, 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

Next is the 'Open Contracts' report.

Slide 6 - Slide 6

Firefox

IES Report

file:///127.0.0.1/Bridge/Q1658565693A.HTM

PT CPO FARMS

Mill Sales: Open Contracts

Key	Contract Date	ODP or OPD	Winning Bid	Product Type	Deliv Unit	Delivery Qty	Qty MDO	Qty Delivered	Qty Returned	Qty Cancelled	Qty Remaining	Qty Invoiced	Qty CRN
1657075775	13/05/2013	Order, Deliver, Pay	07306 PT Sampri Samori	CPO	KILOGRAM	100,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1657846981	21/05/2013	Order, Deliver, Pay	01020 PT CPO Nusantara	CPO	KILOGRAM	1,000.00	1,000.00	1,000.00	0.00	0.00	0.00	0.00	0.00
1657847005	21/05/2013	Order, Deliver, Pay	01020 PT CPO Nusantara	CPO	KILOGRAM	1,000.00	1,000.00	1,000.00	0.00	0.00	0.00	1,000.00	0.00

Order, Deliver, Pay													
Key	Contract Date	ODP or OPD	Winning Bid	Product Type	Deliv Unit	Delivery Qty	Qty MDO	Qty Delivered	Qty Returned	Qty Cancelled	Qty Remaining	Qty Invoiced	Qty CRN
1657838567	21/05/2013	Order, Pay, Deliver	07306 PT Sampri Samori	CPO	KILOGRAM	500.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00
1657844380	21/05/2013	Order, Pay, Deliver	07306 PT Sampri Samori	CPO	KILOGRAM	1,000.00	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00
1657844980	21/05/2013	Order, Pay, Deliver	01020 PT CPO Nusantara	CPO	KILOGRAM	1,000.00	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00
1657846953	21/05/2013	Order, Pay, Deliver	07306 PT Sampri Samori	CPO	KILOGRAM	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Order, Pay, Deliver													
Key	Contract Date	ODP or OPD	Winning Bid	Product Type	Deliv Unit	Delivery Qty	Qty MDO	Qty Delivered	Qty Returned	Qty Cancelled	Qty Remaining	Qty Invoiced	Qty CRN
1657947350	22/05/2013	Order, Deliver, Pay	01020 PT CPO Nusantara	CPO	KILOGRAM	1,000.00	1,000.00	500.00	0.00	500.00	0.00	500.00	0.00

Slide notes

This will include all currently active and open Sales Contracts.

Slide 7 - Slide 7

The screenshot shows the IES Client v8.36: My IES application window. The title bar includes 'Help', 'Infolab', 'Connections', 'Logon', 'Logoff', 'Companion', 'Wizard', 'How do I', 'DataMarts', 'Business Modules', 'Action Focus', and 'Option Select'. The main content area is titled 'Mill - Bidding and Sales' and features a sub-header 'Oil Palm production: Bidding and Sales management.' with an image of a mill. Below this, there are several sections, each with a gear icon and a list of links:

- 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

Next we look at the 'Payment Expected' report.

Slide 8 - Slide 8

PT CPO FARMS

Mill Sales: Payment Expected

Key	Contract No	Contract Date	Winning Bid	Product Type	Currency	Payment Expected
1657838567	034/SPK/XX-073/CPO/05/2013	21/05/2013	07306 PT Sampri Samori	CPO	LOCAL RP	3,500.00
1657844380	035/SPK/XX-073/CPO/05/2013	21/05/2013	07306 PT Sampri Samori	CPO	LOCAL RP	7,000.00
1658170452	042/SPK/XX-073/CPO/05/2013	24/05/2013	07306 PT Sampri Samori	CPO	LOCAL RP	7,700.00
1658438830	043/SPK/XX-073/CPO/05/2013	27/05/2013	07306 PT Sampri Samori	CPO	LOCAL RP	2,700.00

					LOCAL RP	20,900.00

Key	Contract No	Contract Date	Winning Bid	Product Type	Currency	Payment Expected
1658480295	046/SPK/XX-010/CPO/05/2013	27/05/2013	01020 PT CPO Nusantara	CPO	USD	69,300.00

					USD	69,300.00

[MILLBS-PMT-EXP / 28 MAY 2013 18:16]

Slide notes

This report will list all Contracts where we have an Invoice issued, but full payment is not received or matched.

Slide 9 - Slide 9

The screenshot shows the IES Client v8.36: My IES application window. The title bar includes 'Help', 'Infolab', 'Connections', 'Logon', 'Logoff', 'Companion', 'Wizard', 'How do I', 'DataMarts', 'Business Modules', 'Action Focus', and 'Option Select'. The main content area is titled 'Mill - Bidding and Sales' and features a sub-header 'Oil Palm production: Bidding and Sales management.' with an image of a mill. Below this, there are several sections, each with a gear icon and a list of links:

- 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

Next is the 'Invoice Expected' report.

Slide 10 - Slide 10

PT CPO FARMS

Mill Sales: Invoice Expected

Key	Contract Date	Winning Bid	ODP or OPD	Contract No	Qty MDO	Qty Remaining	Qty Invoiced
1657846981	21/05/2013	01020 PT CPO Nusantara	Order, Deliver, Pay	038/SPK/XX-010/CPO/05/2013	1,000.00	0.00	0.00
1657847005	21/05/2013	01020 PT CPO Nusantara	Order, Deliver, Pay	039/SPK/XX-010/CPO/05/2013	1,000.00	0.00	1,000.00
1657947350	22/05/2013	01020 PT CPO Nusantara	Order, Deliver, Pay	041/SPK/XX-010/CPO/05/2013	1,000.00	0.00	500.00
1658480295	27/05/2013	01020 PT CPO Nusantara	Order, Deliver, Pay	046/SPK/XX-010/CPO/05/2013	100,000.00	0.00	90,000.00

Order, Deliver, Pay							
Key	Contract Date	Winning Bid	ODP or OPD	Contract No	Qty MDO	Qty Remaining	Qty Invoiced
1657846953	21/05/2013	07306 PT Sampri Samori	Order, Pay, Deliver	037/SPK/XX-073/CPO/05/2013	0.00	0.00	0.00

[MILLBS-INV-EXP / 28 MAY 2013 18:17]

Slide notes

The report will list all Sales Contracts where the system senses that it is time to perform an Invoice.

Slide 11 - Slide 11

The screenshot shows the IES Client v8.36: My IES application window. The title bar includes 'Help', 'Infolab', 'Connections', 'Logon', 'Logoff', 'Companion', 'Wizard', 'How do I', 'DataMarts', 'Business Modules', 'Action Focus', and 'Option Select'. The main content area is titled 'Mill - Bidding and Sales' and features a sub-header 'Oil Palm production: Bidding and Sales management.' with a small image of a mill. Below this, there are several sections, each with a gear icon and a list of links:

- 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

The next report is called 'Unearned Sales Recon'.

Slide 12 - Slide 12

Firefox

IES Report

file:///127.0.0.1/Bridge/Q1658565913A.HTM

PT CPO FARMS

Mill Sales: Recon Unearned Sales

Customer	Pmt Term	Tax Invoice	Contract No	Contr Date	Contr Qty	Contr Unit	Invoice No	Inv Qty	Tax %	Amount FX	Currency	Amount Local	Price D/Unit	Deliv Unit	MDO No	MDO Date
PT Sampri Samori	ODP		033/SPK /XX-073 /CPO/05/2013	13/05/2013	100.00	ton		0.00	0.00	0.00		0.00	0.00	kg		
										**		0.00				
PT CPO Nusantara	ODP		038/SPK /XX-010 /CPO/05/2013	21/05/2013	1.00	ton		0.00	0.00	0.00	usd	0.00	0.00	kg	018/DO /XX-010 /CPO/05/2013	21/05/2013
PT CPO Nusantara	ODP	I/00031	039/SPK /XX-010 /CPO/05/2013	21/05/2013	1.00	ton	037/INV /CPO/XX /MAY/2013	1.00	10.00	772.20	usd	7,722.00	0.77	kg	017/DO /XX-010 /CPO/05/2013	21/05/2013
PT CPO Nusantara	ODP	I/00027	041/SPK /XX-010 /CPO/05/2013	22/05/2013	1.00	ton	033/INV /CPO/XX /MAY/2013	0.50	10.00	385.00	usd	3,850.00	0.77	kg	020/DO /XX-010 /CPO/05/2013	22/05/2013
PT CPO Nusantara	ODP	I/00033	046/SPK /XX-010 /CPO/05/2013	27/05/2013	100.00	ton	039/INV /CPO/XX /MAY/2013	90.00	10.00	69,300.00	usd	658,350,000.00	0.77	kg	026/DO /XX-010 /CPO/05/2013	27/05/2013
***	ODP									70,457.20		658,361,572.00				
										***		658,361,572.00				
										70,457.20	usd	658,361,572.00				
PT Sampri	ODP	I/00021	034/SPK /XX-073	21/05/2013	0.50	ton	028/INV /CPO/XX	0.50	10.00	0.00		3,500.00	7.00	kg	014/DO /XX-073	

Slide notes

The report is designed to provide the necessary detail to reconcile amounts in Unearned Income, Sales Accrual and Sales accounts for currently open Sales Contracts.

Slide 13 - Slide 13

Slide notes

The final report in this series is called 'Payment vs Deliveries'.

Slide 14 - Slide 14

Firefox

IES Report

file:///127.0.0.1/Bridge/Q1658565961A.HTM

PT CPO FARMS

Mill Sales: Delivery and Payment

No	Contr Date	Customer	Contract No	Inv Date	Pmt Term	Type	Contr Qty	Deliv Date	Prior Deliv	O/S Start Month	Deliv This Month	Remaining	Contr Unit Price	Pmts Prior Month	Currency	Pmts This Month	Pmt Remaining	A/P Pr Mo
1	13/05/2013	PT Sampri Samori	033/SPK /XX-073 /CPO/05/2013		ODP	CPO	100.00		0.00	100.00	0.00	100.00	6,500.00	0.00		0.00	650,000.00	C
	13/05/2013						100.00		0.00	100.00	0.00	100.00		0.00		0.00	650,000.00	C
2	21/05/2013	PT Sampri Samori	034/SPK /XX-073 /CPO/05/2013	21	MAY OPD	CPO	0.50		0.00	0.50	0.00	0.50	7,000.00	0.00		0.00	3,500.00	C
3	21/05/2013	PT Sampri Samori	035/SPK /XX-073 /CPO/05/2013	21	MAY OPD	CPO	1.00		0.00	1.00	0.00	1.00	7,000.00	0.00		0.00	7,000.00	C
4	21/05/2013	PT Sampri Samori	037/SPK /XX-073 /CPO/05/2013		OPD	CPO	1.00		0.00	1.00	0.00	1.00	7,700.00	0.00		0.00	7,700.00	C
	21/05/2013						2.50		0.00	2.50	0.00	2.50		0.00		0.00	18,200.00	C
5	24/05/2013	PT Sampri Samori	042/SPK /XX-073 /CPO/05/2013	24	MAY OPD	CPO	1.00		0.00	1.00	0.00	1.00	7,700.00	0.00		0.00	7,700.00	C
	24/05/2013						1.00		0.00	1.00	0.00	1.00		0.00		0.00	7,700.00	C

Slide notes

This report provides useful detail with regards to Payments and Deliveries for currently open Sales Contracts.