

Slide 1

Slide notes: We will perform a Sale of CPO by selling it as Stock. This is the recommended way to manage CPO Production and Sales, but it is also possible not to process the CPO as Stock and then sell it direct. We do that in another example.

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

Customer Sale, Order or Quotation

Find Cust?

Sales Code

Cust Ord#

Origination

Name

Account

Account 0.00

Credit Limit 0.00

Available Credit 0.00

CRM

Club

Expiry

Directive

Do Sale: - [Cashier](#)

[Sale](#)

[Order](#)

[Quotation](#)

[Warehouse Pre-Paid](#)

Deal Functions: [Functions](#)

ex Catalog: -

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1		0.00					0.00	0.00

Direct (non Catalog) :-

[Direct](#)

[Trade In](#)

[Return](#)

>>> Status	Description
1	

Deal Status **NEW**

Tax Status **Taxable**

Operator **Tim**

Sys Ref# **1618650752A**

Currency **LOCAL IDR**

Rate Book **NO**

Catalog	0.00	0.00	0.00
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	0.00	0.00	0.00
Excl Total			
Tax			
Incl Total			
Deposits			0.00
Due			0.00

Slide 2
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

Customer Sale, Order or Quotation

Find Cust? Name CRM Do Sale: - [Cashier](#)
 Sales Code Account Club [Sale](#)
 Cust Ord# Account 0.00 Expiry [Order](#)
 Origination Credit Limit 0.00 Directive [Quotation](#)
 Available Credit 0.00 [Warehouse Pre-Paid](#)
 Deal Functions: [Functions](#)

ex Catalog: -

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1		0.00					0.00	0.00

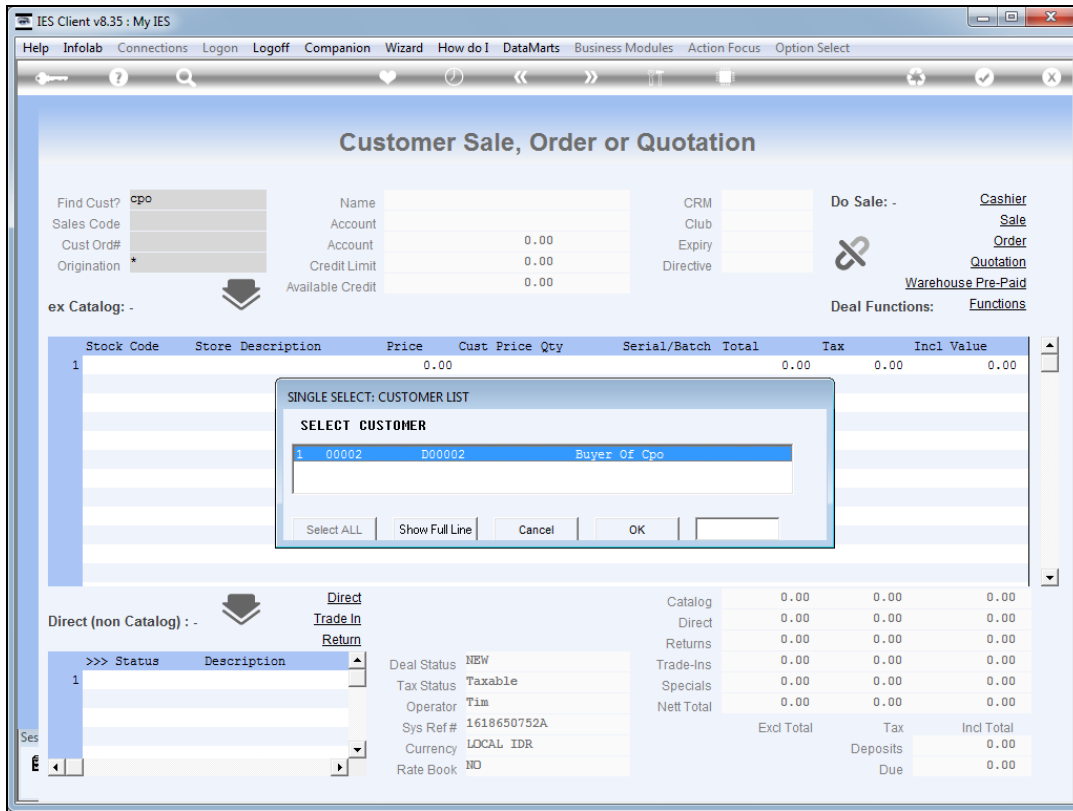
Direct (non Catalog) : -

[Direct](#)
[Trade In](#)
[Return](#)

>>> Status	Description	Deal Status	Tax Status	Operator	Sys Ref#	Currency	Rate Book
1		NEW	Taxable	Tim	1618650752A	LOCAL IDR	NO

Catalog	0.00	0.00	0.00
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	0.00	0.00	0.00
Excl Total		Tax	Incl Total
		Deposits	0.00
		Due	0.00

Slide 3
 Slide notes:



Slide 4
Slide notes:

The screenshot displays the 'Customer Sale, Order or Quotation' window in the IES Client v8.35. The interface includes a menu bar at the top with options like 'Help', 'Infobab', 'Connections', 'Logon', 'Logoff', 'Companion', 'Wizard', 'How do I', 'DataMarts', 'Business Modules', 'Action Focus', and 'Option Select'. Below the menu is a toolbar with various icons. The main area is titled 'Customer Sale, Order or Quotation' and contains several input fields and sections:

- Customer Information:** Find Cust? (cpo), Sales Code, Cust Ord#, and Origination.
- Name and Account:** Name, Account, Account (0.00), Credit Limit (0.00), and Available Credit (0.00).
- CRM and Club:** CRM, Club, Expiry, and Directive.
- Do Sale:** A dropdown menu with options: Cashier, Sale, Order, Quotation, Warehouse Pre-Paid, and Deal Functions: Functions.
- Table:** A table with columns: Stock Code, Store Description, Price, Cust Price, Qty, Serial/Batch, Total, Tax, and Incl Value. It contains one row with values: 1, (blank), 0.00, (blank), (blank), (blank), 0.00, 0.00, 0.00.
- Direct (non Catalog):** A section with buttons for Direct, Trade In, and Return.
- Deal Details:** Deal Status (NEW), Tax Status (Taxable), Operator (Tim), Sys Ref# (1618650752A), Currency (LOCAL IDR), and Rate Book (NO).
- Summary Table:** A table with columns: Catalog, Direct, Returns, Trade-Ins, Specials, Nett Total, Excl Total, Tax, and Incl Total. All values are 0.00.

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Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

Customer Sale, Order or Quotation

Find Cust? Name Buyer of CPO CRM 00002 Do Sale: - [Cashier](#)

Sales Code 01 CPO Sales Account D00002 Club [Sale](#)

Cust Ord# Account 248,764.96 Expiry [Order](#)

Origination * Credit Limit 544,899.74 Directive [Quotation](#)

ex Catalog: - Available Credit 296,134.78 [Warehouse Pre-Paid](#)

Deal Functions: [Functions](#)

Stock	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1	foreign currency deal - USD	00			0.00	0.00

Direct (non Catalog) :- [Direct](#)

[Trade In](#)

[Return](#)

>>> Status	Description	Deal Status	Tax Status	Operator	Sys Ref#	Currency	Rate Book
1		NEW	Taxable	Tim	1618650752A	USD	NO

Catalog	0.00	0.00	0.00
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	0.00	0.00	0.00
Excl Total		Tax	Incl Total
		Deposits	0.00
		Due	0.00

Slide 6
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

Customer Sale, Order or Quotation

Find Cust? Name Buyer of CPO CRM 00002 Do Sale: - [Cashier](#)

Sales Code 01 CPO Sales Account D00002 Club [Sale](#)

Cust Ord# 01 Account 248,764.96 Expiry [Order](#)

Origination Credit Limit 544,899.74 Directive [Quotation](#)

Available Credit 296,134.78 [Warehouse Pre-Paid](#)

ex Catalog: - Deal Functions: [Functions](#)

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1		0.00					0.00	0.00

Direct (non Catalog) :- [Direct](#) [Trade In](#) [Return](#)

Catalog	0.00	0.00	0.00
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	0.00	0.00	0.00

>>> Status Description Deal Status NEW

1 Tax Status Taxable Operator Tim

Sys Ref# 1618650752A

Currency USD

Rate Book NO

Excl Total Tax Incl Total

Deposits 0.00

Due 0.00

Slide 7
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

Customer Sale, Order or Quotation

Find Cust? Name Buyer of CPO CRM 00002 Do Sale: - [Cashier](#)

Sales Code 01 CPO Sales Account D00002 Club [Sale](#)

Cust Ord# 01 Account 248,764.96 Expiry [Order](#)

Origination 01 CPO Sales Credit Limit 544,899.74 Directive [Quotation](#)

ex Catalog: - Available Credit 296,134.78 Deal Functions: [Warehouse Pre-Paid](#) [Functions](#)

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1		0.00				0.00	0.00	0.00

Direct (non Catalog) : -

>>> Status	Description	Deal Status	Tax Status	Operator	Sys Ref#	Currency	Rate Book
1		NEW	Taxable	Tim	1618650752A	USD	NO

Catalog	0.00	0.00	0.00
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	0.00	0.00	0.00
Excl Total		Tax	Incl Total
		Deposits	0.00
		Due	0.00

Slide 8
Slide notes:

IES Client v8.35 : My IES

Help Lookup Back 1 Field Restart Line Edit Mini Menu Submit Field Quit Edit

Customer Sale, Order or Quotation

Find Cust? <input type="text"/>	Name Buyer of CPO	CRM 00002	Do Sale: -	Cashier
Sales Code 01 CPO Sales	Account D00002	Club		Sale
Cust Ord# 01	Account 248,764.96	Expiry		Order
Origination 01 CPO Sales	Credit Limit 544,899.74	Directive		Quotation
	Available Credit 296,134.78			Warehouse Pre-Paid

ex Catalog: -

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1		0.00				0.00	0.00	0.00

<p>Nex Pre Add Ins Ed Del</p> <p>Direct (non Catalog) : -</p> <p>>>> Status Description</p> <p>1</p>	<p>Direct</p> <p>Trade In</p> <p>Return</p>	<table border="0"> <tr><td>Catalog</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Direct</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Returns</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Trade-Ins</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Specials</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Nett Total</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> </table> <table border="0" style="margin-top: 5px;"> <tr><td>Excl Total</td><td>Tax</td><td>Incl Total</td></tr> <tr><td></td><td>Deposits</td><td>0.00</td></tr> <tr><td></td><td>Due</td><td>0.00</td></tr> </table>	Catalog	0.00	0.00	0.00	Direct	0.00	0.00	0.00	Returns	0.00	0.00	0.00	Trade-Ins	0.00	0.00	0.00	Specials	0.00	0.00	0.00	Nett Total	0.00	0.00	0.00	Excl Total	Tax	Incl Total		Deposits	0.00		Due	0.00
Catalog	0.00	0.00	0.00																																
Direct	0.00	0.00	0.00																																
Returns	0.00	0.00	0.00																																
Trade-Ins	0.00	0.00	0.00																																
Specials	0.00	0.00	0.00																																
Nett Total	0.00	0.00	0.00																																
Excl Total	Tax	Incl Total																																	
	Deposits	0.00																																	
	Due	0.00																																	

Deal Status NEW	Tax Status Taxable	Operator Tim	Sys Ref# 1618650752A	Currency USD	Rate Book NO
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Slide notes:

IES Client v8.35 : My IES

Help Lookup Back 1 Field Restart Line Edit Mini Menu Submit Field Quit Edit

Customer Sale, Order or Quotation

Find Cust? <input type="text"/>	Name Buyer of CPO	CRM 00002	Do Sale: -	Cashier
Sales Code 01 CPO Sales	Account D00002	Club		Sale
Cust Ord# 01	Account 248,764.96	Expiry		Order
Origination 01 CPO Sales	Credit Limit 544,899.74	Directive		Quotation
	Available Credit 296,134.78			Warehouse Pre-Paid

ex Catalog: -

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1		0.00				0.00	0.00	0.00

<p>Nex Pre Add Ins Ed Del</p> <p>Direct (non Catalog) : -</p> <p>>>> Status Description</p> <p>1</p>	<p>Direct</p> <p>Trade In</p> <p>Return</p>	<table border="0"> <tr><td>Catalog</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Direct</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Returns</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Trade-Ins</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Specials</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> <tr><td>Nett Total</td><td>0.00</td><td>0.00</td><td>0.00</td></tr> </table> <table border="0" style="margin-top: 5px;"> <tr> <td>Excl Total</td> <td>Tax</td> <td>Incl Total</td> </tr> <tr> <td></td> <td>Deposits</td> <td>0.00</td> </tr> <tr> <td></td> <td>Due</td> <td>0.00</td> </tr> </table>	Catalog	0.00	0.00	0.00	Direct	0.00	0.00	0.00	Returns	0.00	0.00	0.00	Trade-Ins	0.00	0.00	0.00	Specials	0.00	0.00	0.00	Nett Total	0.00	0.00	0.00	Excl Total	Tax	Incl Total		Deposits	0.00		Due	0.00
Catalog	0.00	0.00	0.00																																
Direct	0.00	0.00	0.00																																
Returns	0.00	0.00	0.00																																
Trade-Ins	0.00	0.00	0.00																																
Specials	0.00	0.00	0.00																																
Nett Total	0.00	0.00	0.00																																
Excl Total	Tax	Incl Total																																	
	Deposits	0.00																																	
	Due	0.00																																	

Deal Status NEW	Tax Status Taxable	
Operator Tim	Sys Ref# 1618650752A	
Currency USD	Rate Book NO	

Slide 10
Slide notes:

IES Client v8.35 : My IES

Help Infobase Connections Logon Logoff Companion Wizard How do I DataMarts Business Modules Action Focus Option Select

Customer Sale, Order or Quotation

Find Cust? Name Buyer of CPO CRM 00002 Do Sale: - [Cashier](#)

Sales Code 01 CPO Sales Account D00002 Club [Sale](#)

Cust Ord# 01 Account 248,764.96 Expiry [Order](#)

Origination 01 CPO Sales Credit Limit 544,899.74 Directive [Quotation](#)

ex Catalog: - Available Credit 296,134.78 Deal Functions: [Warehouse Pre-Paid](#) [Functions](#)

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1		0.00				0.00	0.00	0.00

SINGLE SELECT: values found ...

catalog item	price	oh	ohall	order
1 cpodirect CPO - Direct Sales	1,150.00	0	0	0
2 90001 CPO - Bowser 1	10,552,000.00	789	789	0

Select ALL Show Full Line Cancel OK

Nex Pre Add Ins Ed Del Direct Trade In Return

Direct (non Catalog) : -

>>> Status	Description	Deal Status	Tax Status	Operator	Sys Ref#	Currency	Rate Book
1		NEW	Taxable	Tim	1618650752A	USD	NO

Catalog	0.00	0.00	0.00
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	0.00	0.00	0.00
Excl Total		Tax	Incl Total
		Deposits	0.00
		Due	0.00

Slide 11

Slide notes: We select the CPO Stock Item to sell.

IES Client v8.35 : My IES

Help Infobase Connections Logon Logoff Companion Wizard How do I DataMarts Business Modules Action Focus Option Select

Customer Sale, Order or Quotation

Find Cust? Name Buyer of CPO CRM 00002 Do Sale: - [Cashier](#)

Sales Code 01 CPO Sales Account D00002 Club [Sale](#)

Cust Ord# 01 Account 248,764.96 Expiry [Order](#)

Origination 01 CPO Sales Credit Limit 544,899.74 Directive [Quotation](#)

Available Credit 296,134.78 [Warehouse Pre-Paid](#)

ex Catalog: - Deal Functions: [Functions](#)

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1		0.00				0.00	0.00	0.00

Nex Pre Add Ins Ed Del Direct Trade In Return

Direct (non Catalog) : -

>>> Status	Description	Deal Status	Tax Status	Operator	Sys Ref#	Currency	Rate Book
1		NEW	Taxable	Tim	1618650752A	USD	NO

Catalog	0.00	0.00	0.00
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	0.00	0.00	0.00
Excl Total		Tax	Incl Total
		Deposits	0.00
		Due	0.00

Slide 12
Slide notes:

IES Client v8.35 : My IES

Help Lookup Back 1 Field Restart Line Edit Mini Menu Submit Field Quit Edit

Customer Sale, Order or Quotation

Find Cust?

Sales Code 01 CPO Sales

Cust Ord# 01

Origination 01 CPO Sales

Name Buyer of CPO

Account D00002

Account 248,764.96

Credit Limit 544,899.74

Available Credit 296,134.78

CRM 00002

Club

Expiry

Directive

Do Sale: -

[Cashier](#)

[Sale](#)

[Order](#)

[Quotation](#)

[Warehouse Pre-Paid](#)

Deal Functions: [Functions](#)

ex Catalog: -

Stock Code	Store	Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1	90001	101 CPO - Bowser 1	1,149.96	1,149.96	100.00		114,996.00	11,499.60	126,495.60

Nex | Pre | Add | Ins | Ed | Del

Direct (non Catalog) : -

>>> Status Description

1

Direct

Trade In

Return

Deal Status NEW

Tax Status Taxable

Operator Tim

Sys Ref# 1618650752A

Currency USD

Rate Book NO

Catalog	0.00	0.00	0.00
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	0.00	0.00	0.00
Excl Total		Tax	Incl Total
		Deposits	0.00
		Due	0.00

Slide 13
Slide notes:

IES Client v8.35 : My IES

Help Lookup Back 1 Field Restart Line Edit Mini Menu Submit Field Quit Edit

Customer Sale, Order or Quotation

Find Cust?

Sales Code 01 CPO Sales

Cust Ord# 01

Origination 01 CPO Sales

Name Buyer of CPO

Account D00002

Account 248,764.96

Credit Limit 544,899.74

Available Credit 296,134.78

CRM 00002

Club

Expiry

Directive

Do Sale: -

[Cashier](#)

[Sale](#)

[Order](#)

[Quotation](#)

[Warehouse Pre-Paid](#)

Deal Functions: [Functions](#)

ex Catalog: -

Stock Code	Store	Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1	90001	101 CPO - Bowser 1	1,149.96	1,149.96	100.00		114,996.00	11,499.60	126,495.60
2			0.00				0.00	0.00	0.00

Nex Pre Add Ins Ed Del

Direct (non Catalog) : -

>>> Status Description

1

Direct

Trade In

Return

Deal Status NEW

Tax Status Taxable

Operator Tim

Sys Ref# 1618650752A

Currency USD

Rate Book NO

Catalog	114,996.00	11,499.60	126,495.60
Direct	0.00	0.00	0.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	114,996.00	11,499.60	126,495.60

Excl Total	Tax	Incl Total
	Deposits	0.00
	Due	126,495.60

Slide 14
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

RETAIL SALE: PAYMENT

Deal Status	new sale
Name	Buyer of CPO
CRM Number	00002
Account Number	D00002
Club Card Number	
Club Expiry	
Credit Status	Normal
Account Balance	248,764.96
Credit Limit	544,899.74
Available Credit	296,134.78
Balance After Deal	375,260.56
Ageing Current	248,764.96
30 Days	0.00
60 Days	0.00
90 Days	0.00

Telephone

E-Mail Addresses

Billing Address

More Steps

process invoice

Instructions

process invoice

type ok to process invoice ...

Fast Type

Tender Detail	126,495.60	deal total USD
	-126,495.60	charge account
	0.00	

Functions

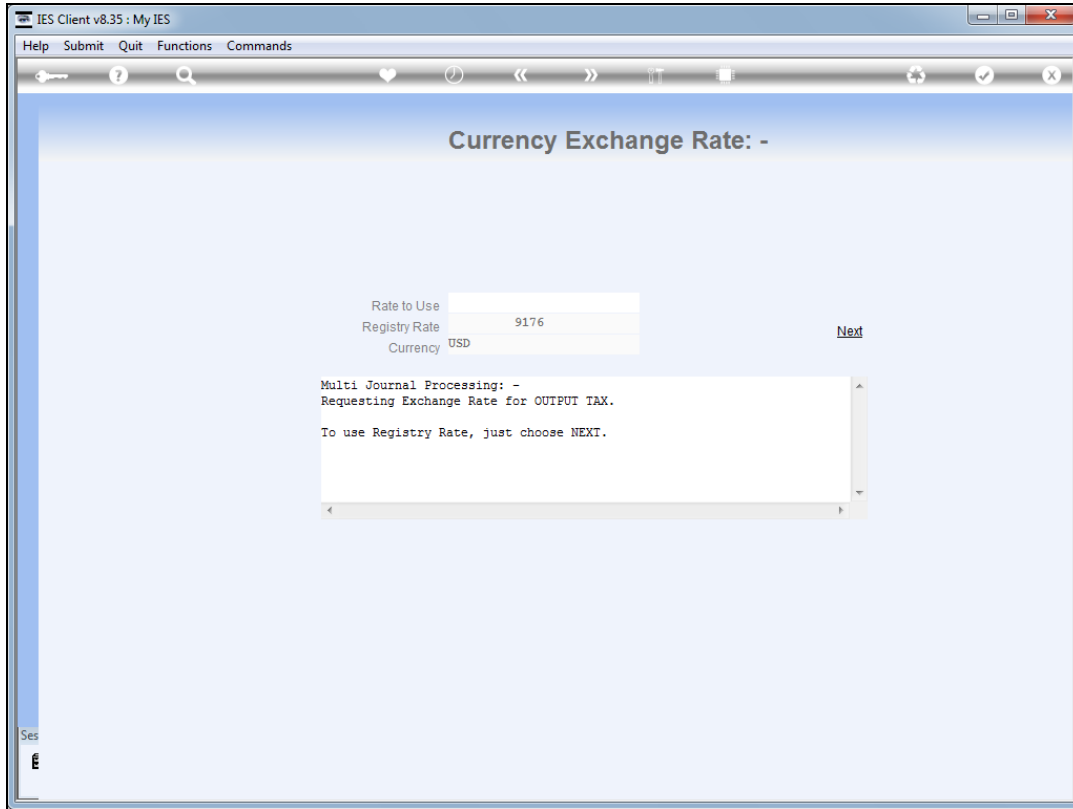
Exit / BackTrack

New Customer?

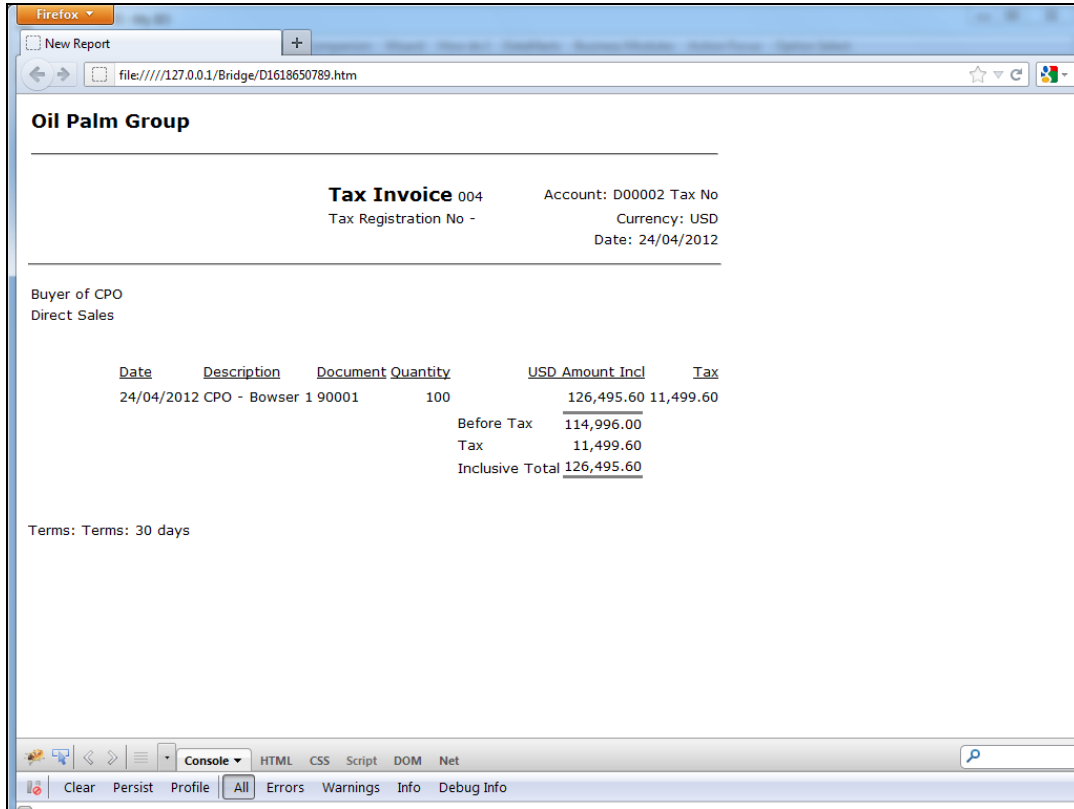
New Customer Name ?

Ship To

Slide 15
Slide notes:



Slide 16
Slide notes:



Slide 17

Slide notes: This is our Invoice, in this case a generic example.

Transaction Description
Retail Inv # 004 : Buyer Of Cpo

System Key 1618650785

FINANCIALS

Ordered	0.00
Committed	0.00
Actual	1,160,723,625.60
Trust	0.00
Invest	0.00
Memo	0.00

FOREX

Ordered	0.00
Committed	0.00
Actual	126,495.60
Forex Rate	9176
Currency	USD

PHYSICALS

Ord Qty	0.00
Com Qty	0.00
Act Qty	100.00
Trust Qty	0.00
Invest Qty	0.00

Accounting View

99-1-0-10005 Debtors Control USD	1,160,723,625.60	actual
:ar D00002 Buyer of CPO		
99-0-0-12055 CPO Cost of Sales	505,291,305.12	
99-1-0-18035 VAI OUT: VAI/PPN/GST/GCT	-105,520,329.60	
99-0-0-10030 Mill CPO Store	-505,291,305.12	
:iv 90001-101 CPO - Bowser 1		
99-0-0-12030 CPO Sales	-1,055,203,296.00	
	<u>0.00</u>	

Further Transaction Drills

>>> Links	Debit	Amount	Credit
1 1618650785	99-0-0-18085 System Suspense: Reta	1,160,723,625.60	99-0-0-12030 CPO Sales
2 1618650785A	99-0-0-12030 CPO Sales	105,520,329.60	99-1-0-18035 VAI OUT: VAI/PPN/GST/GCT
3 1618650788	99-0-0-12055 CPO Cost of Sales	505,291,305.12	90001-101 CPO - Bowser 1
4 1618650788A	D00002 Buyer of CPO	1,160,723,625.60	99-0-0-18085 System Suspense: Reta

Slide 18

Slide notes: When we drill the Invoice that we have just processed, we can see the effect in the Accounts. In this case, the Stock is credited based on the average cost method, and the Cost of Sales for CPO is being debited with the same value. The CPO Sales Account is credited with the Sale total, but reduced by the Tax amount.

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

1 Values 2 Detail

System Key 1618650785

Transaction Description
Retail Inv # 004 : Buyer Of Cpo

FINANCIALS

Ordered	0.00
Committed	0.00
Actual	1,160,723,625.60
Trust	0.00
Invest	0.00
Memo	0.00

FOREX

Ordered	0.00
Committed	0.00
Actual	126,495.60
Forex Rate	9176
Currency	USD

PHYSICALS

Ord Qty	0.00
Com Qty	0.00
Act Qty	100.00
Trust Qty	0.00
Invest Qty	0.00

Accounting View

99-1-0-10005 Debtors Control USD	1,160,723,625.60	actual
:ar D00002 Buyer of CPO		
99-0-0-12055 CPO Cost of Sales	505,291,305.12	
99-1-0-18035 VAT OUT: VAT/PPN/GST/GCT	-105,520,329.60	
99-0-0-10030 Mill CPO Store	-505,291,305.12	
:iv 90001-101 CPO - Bowser 1		
99-0-0-12030 CPO Sales	-1,055,203,296.00	
	<hr/>	
	0.00	

Further Transaction Drills

>>> Links	Debit	Amount	Credit
1 1618650785	99-0-0-18085 System Suspense: Reta	1,160,723,625.60	99-0-0-12030 CPO Sales
2 1618650785A	99-0-0-12030 CPO Sales	105,520,329.60	99-1-0-18035 VAT OUT: VAT/PPN/GST/
3 1618650788	99-0-0-12055 CPO Cost of Sales	505,291,305.12	90001-101 CPO - Bowser 1
4 1618650788A	D00002 Buyer of CPO	1,160,723,625.60	99-0-0-18085 System Suspense: Reta

Stack the Transaction
Key from here, for later retrieval ...

Print this Transaction

Slide 19
Slide notes: