

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: -
Sales Code 01 CPO Sales	Account D00002	Club	Cashier
Cust Ord# 02	Account 375,260.56	Expiry	Sale
Origination 01 CPO Sales	Credit Limit 544,899.74	Directive	Order
	Available Credit 169,639.18		Quotation

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) : -

Description
1 CPO Sales - Direct

Deal Status NEW

Tax Status Taxable

Operator Tim

Sys Ref# 1618651087A

Currency USD

Rate Book NO

Catalog	0.00	0.00	0.00
Direct	34,500.00	3,450.00	37,950.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	34,500.00	3,450.00	37,950.00

Excl Total	Tax	Incl Total
	Deposits	0.00
	Due	37,950.00

Deal Functions: [Warehouse Pre-Paid](#) [Functions](#)

Slide 1

Slide notes: In this example, we are preparing to sell CPO directly, without it being a Stock Item.

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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# 02 Account 375,260.56 Expiry Order
 Origination 01 CPO Sales Credit Limit 544,899.74 Directive Warehouse Pre-Paid
 Available Credit 169,639.18 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) :-

Description	Price	Tax	Incl Value
1 CPO Sales - Direct	34,500.00	3,450.00	37,950.00

Deal Status NEW
 Tax Status Taxable
 Operator Tim
 Sys Ref# 1618651087A
 Currency USD
 Rate Book NO

Catalog	0.00	0.00	0.00
Direct	34,500.00	3,450.00	37,950.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	34,500.00	3,450.00	37,950.00
Excl Total			
Tax			
Deposits			0.00
Due			37,950.00

Slide 2
 Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

this is a forex amount !!!
please use lookup for currency convertor
from the price field ...

Normal	USD	1,150.00	Excl Total	34,500.00
Discount %	0.00		Tax	3,450.00
Charge	1,150.00		Incl Total	37,950.00
			Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price 600.00

Quantity 30.00

Availability available

Income Acct 99-0-0-12030 CPO Sales

COS Acct 99-0-0-12055 CPO Cost of Sales

Tax Code 101 VAT OUT: VAT/PPN/GST/GCT

Inv Catg not analysed

Item Descr CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Ses
£

Slide 3
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

this is a forex amount !!!
please use lookup for currency convertor
from the price field ...

Normal	USD	Excl Total	34,500.00
Discount %	0.00	Tax	3,450.00
Charge	1,150.00	Incl Total	37,950.00
		Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price 600.00

Quantity 30.00

Availability available

Income Acct 99-0-0-12030 CPO Sales

COS Acct 99-0-0-12055 CPO Cost of Sales

Tax Code 101 VAT OUT: VAT/PPH/GST/GCT

Inv Catg not analysed

Item Descr CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Slide 4
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

Currency	USD	Excl Total	34,500.00
Normal	1.150	Tax	3,450.00
Discount %	0.00	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

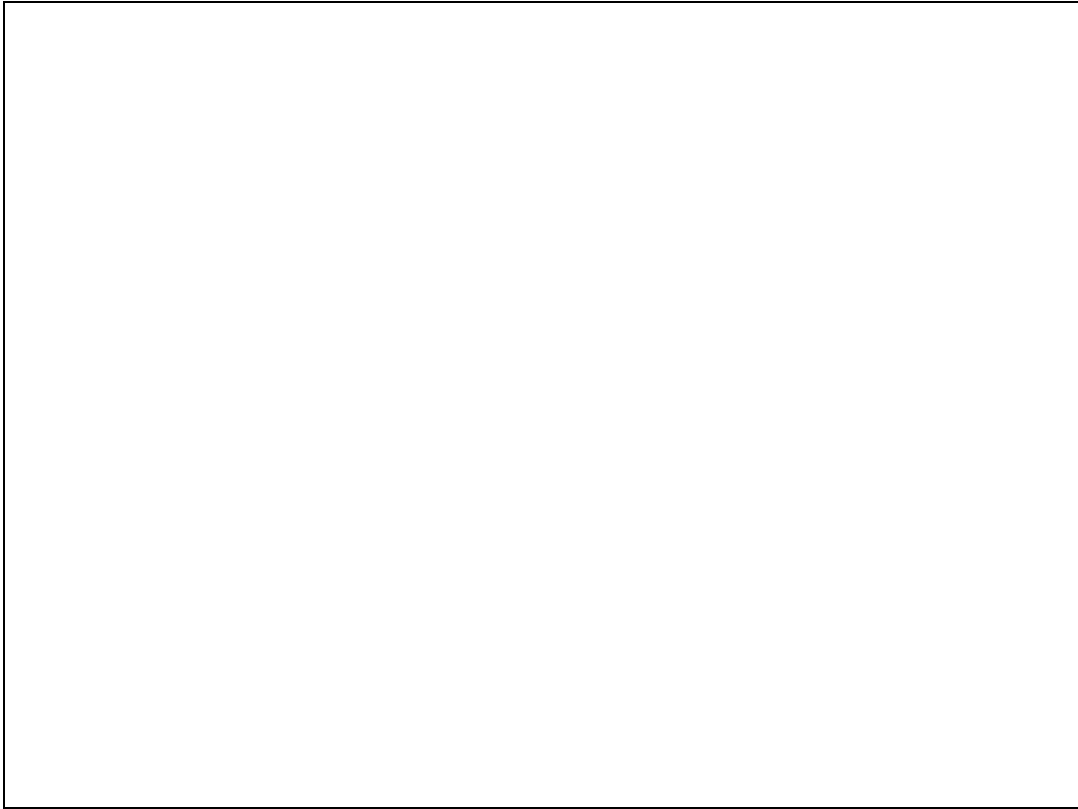
Cost Price	600.00
Quantity	30.00
Availability	available
Income Acct	99-0-0-12030 CPO Sales
COS Acct	99-0-0-12055 CPO Cost of Sales
Tax Code	101 VAT OUT: VAT/PPH/GST/GCT
Inv Catg	not analysed

Item Descr
CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Slide 5
Slide notes:



Slide 6
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

Currency	USD	Excl Total	34,500.00
Normal	1.150	Tax	3,450.00
Discount %	0.00	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price	600.00
Quantity	30.00
Availability	available
Income Acct	99-0-0-12030 CPO Sales
COS Acct	99-0-0-12055 CPO Cost of Sales
Tax Code	101 VAT OUT: VAT/PPH/GST/GCT
Inv Catg	not analysed

Item Descr
CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Slide 7
Slide notes:

The screenshot shows a web application window titled "IES Client v8.35 : My IES". The main content area is titled "DIRECT ITEM". It contains several input fields and a summary table.

Currency	USD	Excl Total	34,500.00
Normal	1,150.00	Tax	3,450.00
Discount %	0	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price: 600.00
Quantity: 30.00
Availability: available
Income Acct: 99-0-0-12030 CPO Sales
COS Acct: 99-0-0-12055 CPO Cost of Sales
Tax Code: 101 VAT OUT: VAT/PPH/GST/GCT
Inv Catg: not analysed

Item Descr: CPO Sales - Direct

Buttons: Spelling, Tax Setting, Quit, Accept

No more Direct Items? Then just QUIT ...

Slide 8

Slide notes: On the Direct Item, we list the Sale Price per unit, and also the Cost Price, which is based on our Standard Cost for a tonne of CPO for the month.

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

Currency	USD	Excl Total	34,500.00
Normal	1,150.00	Tax	3,450.00
Discount %	0	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price	600.00
Quantity	30.00
Availability	available
Income Acct	99-0-0-12030 CPO Sales
COS Acct	99-0-0-12055 CPO Cost of Sales
Tax Code	101 VAT OUT: VAT/PPH/GST/GCT
Inv Catg	not analysed

Item Descr
CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Slide 9
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

Currency	USD	Excl Total	34,500.00
Normal	1,150.00	Tax	3,450.00
Discount %	0	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price	600.00
Quantity	30.00
Availability	available
Income Acct	99-0-0-12030 CPO Sales
COS Acct	99-0-0-12055 CPO Cost of Sales
Tax Code	101 VAT OUT: VAT/PPH/GST/GCT
Inv Catg	not analysed

Item Descr
CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Slide 10

Slide notes: We specifically state the Sales account to use, and also the Cost of Sales. In the case of Direct selling, the Cost of Sales will be credited to effectively reduce some current asset account when the Credit is added to the Debit on the Current Asset account, for example current CPO Stock Value.

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

Currency	USD	Excl Total	34,500.00
Normal	1,150.00	Tax	3,450.00
Discount %	0	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price	600.00
Quantity	30.00
Availability	available
Income Acct	99-0-0-12030 CPO Sales
COS Acct	99-0-0-12055 CPO Cost of Sales
Tax Code	101 VAT OUT: VAT/PPH/GST/GCT
Inv Catg	not analysed

Item Descr
CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Slide 11
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

Currency	USD	Excl Total	34,500.00
Normal	1,150.00	Tax	3,450.00
Discount %	0	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price	600.00
Quantity	30.00
Availability	available
Income Acct	99-0-0-12030 CPO Sales
COS Acct	99-0-0-12055 CPO Cost of Sales
Tax Code	101 VAT OUT: VAT/PPH/GST/GCT
Inv Catg	not analysed

Item Descr
CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Slide 12
Slide notes:

IES Client v8.35 : My IES

Help Submit Quit Functions Commands

DIRECT ITEM

Currency	USD	Excl Total	34,500.00
Normal	1,150.00	Tax	3,450.00
Discount %	0.00	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price	600.00
Quantity	30.00
Availability	available
Income Acct	99-0-0-12030 CPO Sales
COS Acct	99-0-0-12055 CPO Cost of Sales
Tax Code	101 VAT OUT: VAT/PPH/GST/GCT
Inv Catg	not analysed

Item Descr
CPO Sales - Direct

Spelling Tax Setting Quit Accept

No more Direct Items? Then just QUIT ...

Slide 13
Slide notes:

The screenshot shows a web application window titled "IES Client v8.35 : My IES". The main content area is titled "DIRECT ITEM". It contains several input fields and a summary table.

Currency	USD	Excl Total	34,500.00
Normal	1,150.00	Tax	3,450.00
Discount %	0.00	Incl Total	37,950.00
Charge	1,150.00	Total Cost	18,000.00

Use Lookup on Price for Currency

Cost Price	600.00
Quantity	30.00

Availability: available

Income Acct: 99-0-0-12030 CPO Sales

COS Acct: 99-0-0-12055 CPO Cost of Sales

Tax Code: 101 VAT OUT: VAT/PPH/GST/GCT

Inv Catg: not analysed

Item Descr: CPO Sales - Direct

Buttons: Spelling, Tax Setting, Quit, Accept

No more Direct Items? Then just QUIT ...

Slide 14
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# 02 Account 375,260.56 Expiry [Order](#)
 Origination 01 CPO Sales Credit Limit 544,899.74 Directive [Quotation](#)
 Available Credit 169,639.18 [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) :-

>>> Status	Description	Deal Status	Tax Status	Operator	Sys Ref#	Currency	Rate Book
1 4001 direct	CPO Sales - Direct	NEW	Taxable	Tim	1618651087A	USD	NO


Catalog	0.00	0.00	0.00
Direct	34,500.00	3,450.00	37,950.00
Returns	0.00	0.00	0.00
Trade-Ins	0.00	0.00	0.00
Specials	0.00	0.00	0.00
Nett Total	34,500.00	3,450.00	37,950.00
Excl Total		Tax	Incl Total
		Deposits	0.00
		Due	37,950.00

Slide 15
 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# 02 Account 375,260.56 Expiry [Order](#)
 Origination 01 CPO Sales Credit Limit 544,899.74 Directive [Quotation](#)
 Available Credit 169,639.18  [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](#) Catalog 0.00 0.00 0.00
 [Trade In](#) Direct 34,500.00 3,450.00 37,950.00
 [Return](#) Returns 0.00 0.00 0.00
 Trade-Ins 0.00 0.00 0.00
 Specials 0.00 0.00 0.00
 Nett Total 34,500.00 3,450.00 37,950.00

>>> Status Description Deal Status NEW
 1 4001 direct CPO Sales - Direct Tax Status Taxable
 Operator Tim
 Sys Ref# 1618651087A
 Currency USD
 Rate Book NO

Excl Total Tax Incl Total
 Deposits 0.00
 Due 37,950.00

Slide 16
 Slide notes:

Transaction Description
Retail Inv # 005 : Buyer Of Cpo

System Key 1618651259

TRANSACTION VIEW

Accounting View

	actual
99-1-0-10005 Debtors Control USD	348,229,200.00
:ar D00002 Buyer of CPO	
99-1-0-18035 VAT OUT: VAT/PPN/GST/GCT	-31,657,200.00
99-0-0-12030 CPO Sales	-151,404,000.00
99-0-0-12055 CPO Cost of Sales	-165,168,000.00
	<hr/> 0.00

Further Transaction Drills

>>> Links	Debit	Amount	Credit
1 1618651259	99-0-0-18085 System Suspense: Reta	348,229,200.00	99-0-0-12030 CPO Sales
2 1618651259A	99-0-0-12030 CPO Sales	165,168,000.00	99-0-0-12055 CPO Cost of Sales
3 1618651259B	99-0-0-12030 CPO Sales	31,657,200.00	99-1-0-18035 VAT OUT: VAT/PPN/GST/
4 1618651262	D00002 Buyer of CPO	348,229,200.00	99-0-0-18085 System Suspense: Reta

Slide 17

Slide notes: After processing the Invoice, and drilling the detail, we can see the effect of this type of CPO Sale in the accounts. The Sales account value is effectively being reduced by the credit to the Cost of Sales account used for the sale.

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Help Submit Quit Functions Commands

1 Values 2 Detail

System Key 1618651259

FINANCIALS

Ordered	0.00
Committed	0.00
Actual	348,229,200.00
Trust	0.00
Invest	0.00
Memo	0.00

FOREX

Ordered	0.00
Committed	0.00
Actual	37,950.00
Forex Rate	9176
Currency	USD

PHYSICALS

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

Transaction Description
Retail Inv # 005 : Buyer Of Cpo

Accounting View

99-1-0-10005 Debtors Control USD	348,229,200.00	actual
:ar D00002 Buyer of CPO		
99-1-0-18035 VAT OUT: VAT/PPN/GST/GCT	-31,657,200.00	
99-0-0-12030 CPO Sales	-151,404,000.00	
99-0-0-12055 CPO Cost of Sales	-165,168,000.00	
	<u>0.00</u>	

Further Transaction Drills

>>> Links	Debit	Amount	Credit
1 1618651259	99-0-0-18085 System Suspense: Reta	348,229,200.00	99-0-0-12030 CPO Sales
2 1618651259A	99-0-0-12030 CPO Sales	165,168,000.00	99-0-0-12055 CPO Cost of Sales
3 1618651259B	99-0-0-12030 CPO Sales	31,657,200.00	99-1-0-18035 VAT OUT: VAT/PPN/GST/
4 1618651262	D00002 Buyer of CPO	348,229,200.00	99-0-0-18085 System Suspense: Reta

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

Print this Transaction

Slide 18
Slide notes: