InterAcct for Product Samples

Why InterAcct?

☑ Reporting

InterAcct allows for the recording of samples given to customers and the sales revenue resulting from such

☑ Modular

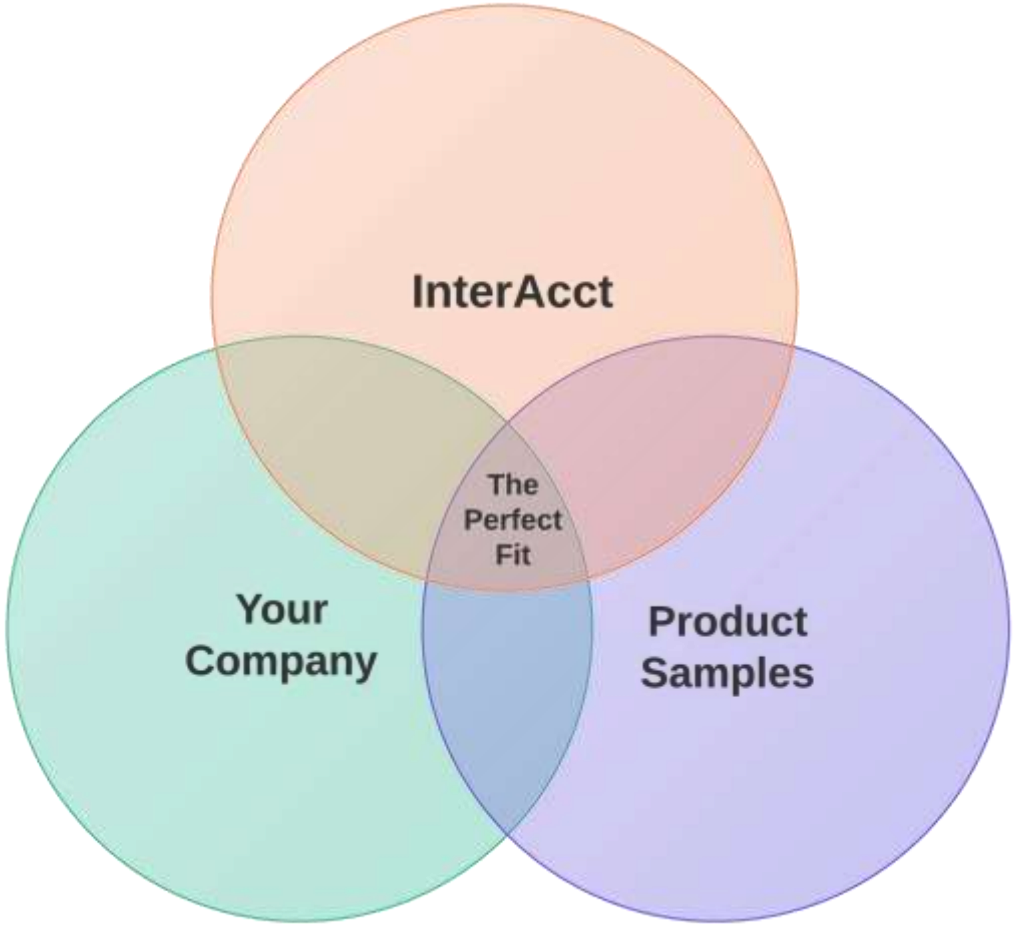
Given that InterAcct is modular by design, the Product Samples Database is an additional module which can be added to any InterAcct installation at any time

☑ History

The history of the Product Samples given are stored by Customer, and by Product

☑ Management

In some instances approval must be given for Product Samples, InterAcct provides a Samples Request Approval form for Samples Management



Samples Given Database

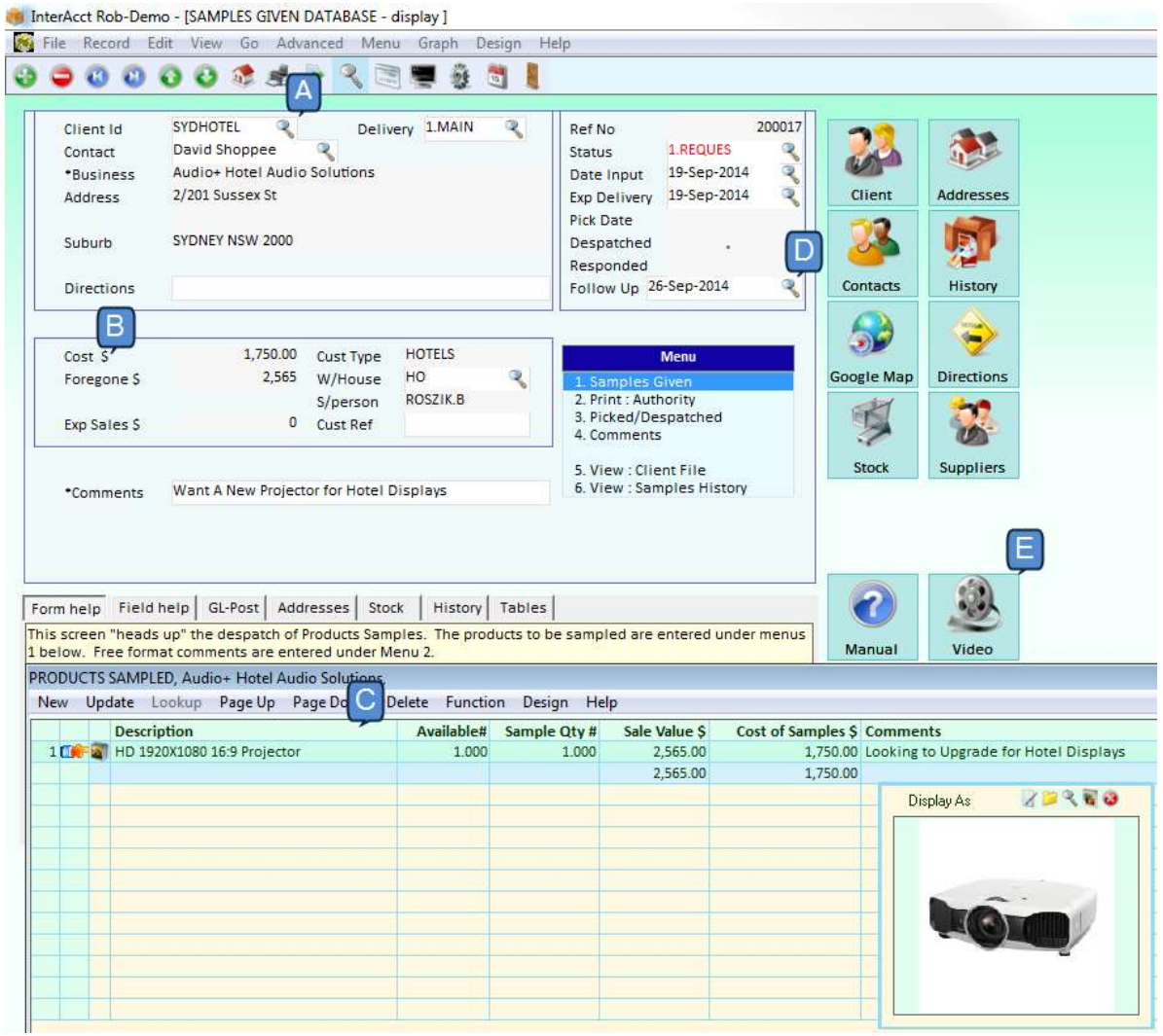
A **Client / Prospect** details are brought in automatically from the Business Names Database

B Cost to the business, and **Sales Revenue foregone** by sending the Sample Product

C **Any number** of Products can be requisitioned and added to the Customer for Sampling

D Follow up date's link into the **InterAcct Follow Up Diary**. What resulted from giving the sample product away?

E Easy access to a **Manual and Video Tutorial** for help at any point

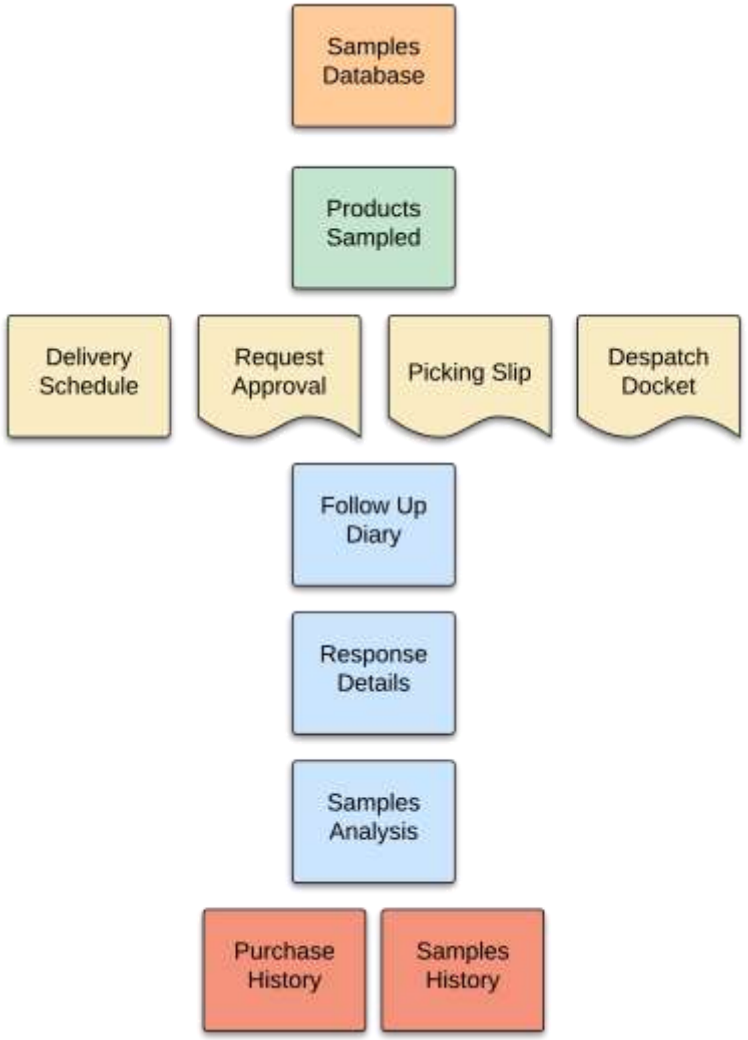


Samples Database Structure

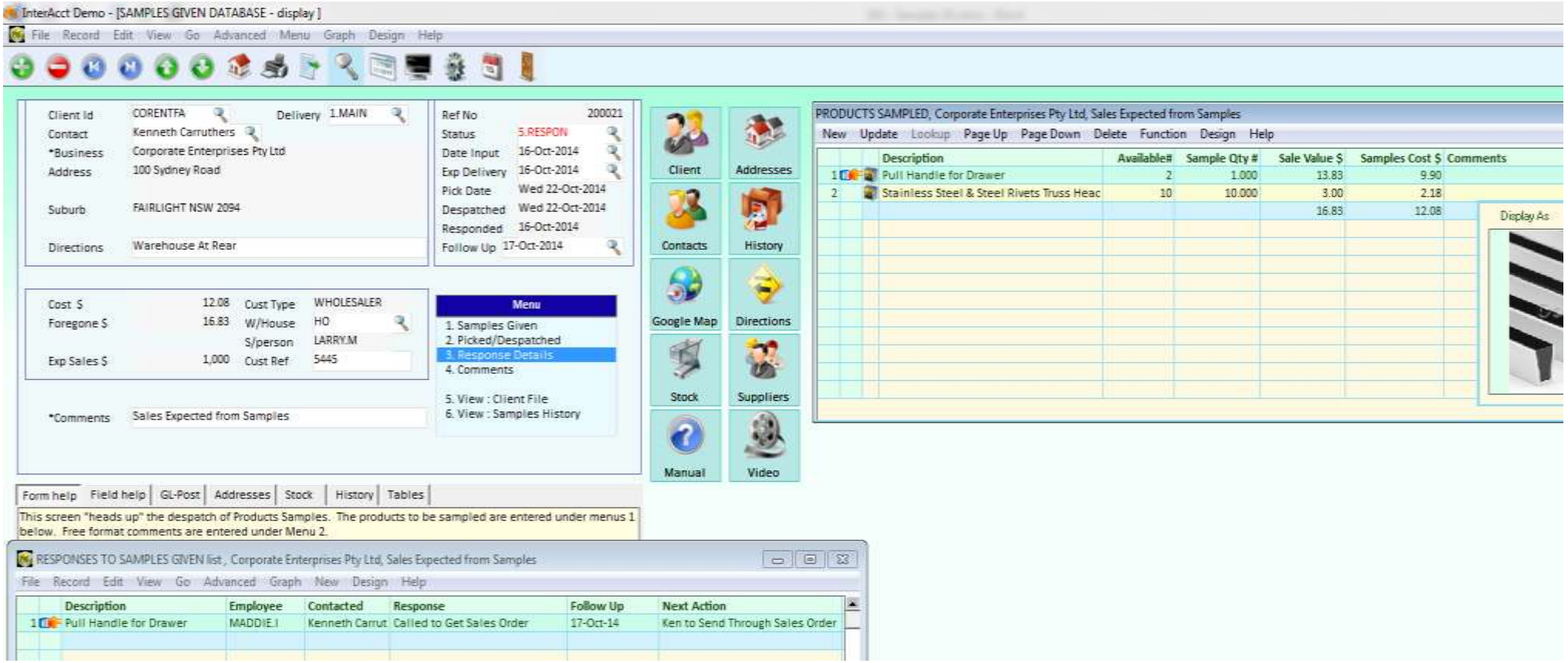
Ensure that "something for nothing" is not worth nothing

Product Samples Database:
The Product Samples Database is an optional 'C' Class module for InterAcct, it allows:

- ✓ Product Samples Requests
- ✓ Samples Request Approval Form
- ✓ Picking Slip / Despatch Docket
- ✓ Delivery Schedule Updates
- ✓ Product Sample History, by Customer & Product
- ✓ Analysis of Sales Revenue resulting from Samples
- ✓ Follow up Diary Integration
- ✓ Automatic General Ledger updating to an Expense Account



Samples Requested – and the Response



Key Features & Advantages

	Feature :	Advantage :	Base?
Accounting	Stock that is sent out to potential customers as samples is properly accounted for	The General Ledger Expense account shows the cost of samples given	Option
Approval	Before samples are given away, a proper management approval process is followed	Product is not given away before the potential for future sales revenue is assessed	Option
Customer	An enquiry file shows by customer the history of product samples given, and the sales revenue resulting from those samples	Customers cannot continue to request and receive product samples without providing Sales Orders	Option
Product	An enquiry file shows what customers received samples of a product, and the sales revenue produced from those samples	Just how effective is the idea of giving away samples of a particular product	Option
Diary	The Follow Up Diary is updated at the time of giving the sample to indicate when the salesperson should follow up to request a Sales Order	Make sure that you return is made from the cost of giving product samples and that they are not overlooked	Option
Response	Record what Sales Orders are received or expected from the samples given	A good basis for Post Promotional Analysis	Option

Screen 1: Authority Request Form / Picking Slip

Authority Request Form:
The Authority Request form enables Managers to approve samples being sent to a Customer / Prospect on behalf of staff



AUTHORITY REQUEST # 200021

Delivered To :
Corporate Enterprises Pty Ltd, Kenneth C
100 Sydney Road

FAIRLIGHT NSW 2094
Warehouse At Rear
Attention to : Kenneth Carruthers

Request Date	: 16/10/2014
Client Ref	:
Your Contact	: Larry Mellowes

InterAcct Software Pty Ltd
PO Box 786
Manly NSW 1655
Ph : 9975 4653 Fax : 9975 7269
ABN : 47 003 411 658

No.	Product/Service	Item Code	Batch	Units	To Ship	Cost $	Location Qty	Sug Pick Qty
1	Pull Handle for Drawer	DRAWER-PULL-HAND		UM	1.000	9.90	2	1.000
2	Stainless Steel & Steel Rivets Truss Head 4-2	RPT4542		EACH	10.000	2.18	10	10.000

Instructions :
Comments : Sales Expected from Samples

Requested By:
Full Name Larry Mellowes
Signature Date

Approved By :
Full Name
Signature Date

Total Items # 11
Value $ 12.08

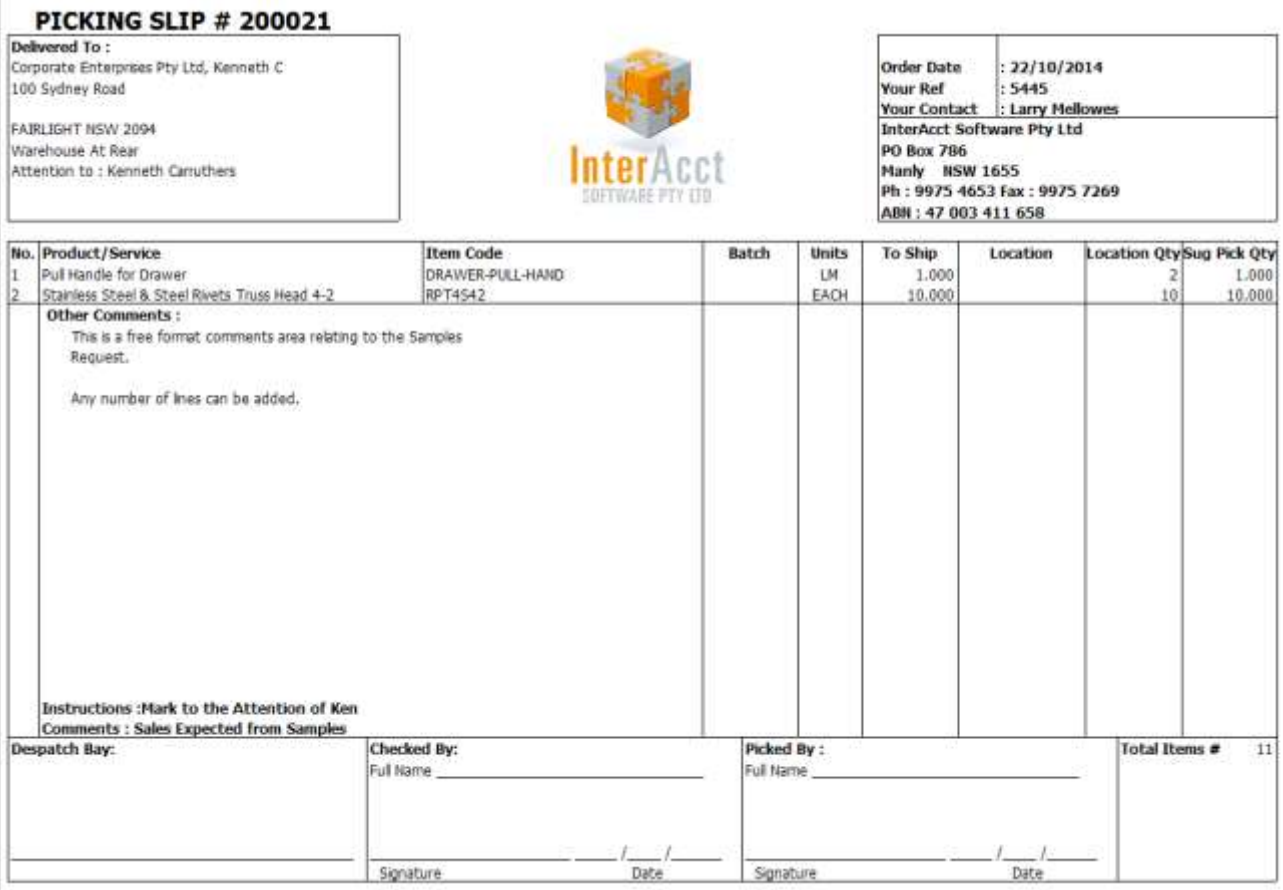
Screen 2: Picking Slip

Picking Slip

The Picking Slip for Samples is in the same format as the Authority Request, and also the Picking Slip throughout InterAcct software. It is used to instruct a warehouse employee to pickup an item in preperation for despatch.

Desptach Docket :

(similar print format to the Picking Slip)



PICKING SLIP # 200021

Delivered To :
Corporate Enterprises Pty Ltd, Kenneth C
100 Sydney Road

FAIRLIGHT NSW 2094
Warehouse At Rear
Attention to : Kenneth Carruthers

Order Date	**: 22/10/2014**
Your Ref	**: 5445**
Your Contact	**: Larry Mellowes**

InterAcct Software Pty Ltd
PO Box 786
Manly NSW 1655
Ph : 9975 4653 Fax : 9975 7269
ABN : 47 003 411 658

No.	Product/Service	Item Code	Batch	Units	To Ship	Location	Location Qty	Sug Pick Qty
1	Pull Handle for Drawer	DRAWER-PULL-HAND		LM	1.000		2	1.000
2	Stainless Steel & Steel Rivets Truss Head 4-2	RPT4S42		EACH	10.000		10	10.000

Other Comments :
This is a free format comments area relating to the Samples Request.

Any number of lines can be added.

Instructions :Mark to the Attention of Ken
Comments : Sales Expected from Samples

Despatch Bay:	**Checked By:**	**Picked By :**	**Total Items #** 11
	Full Name _____	Full Name _____	
	_____ ___/___/_____	_____ ___/___/_____	
	Signature Date	Signature Date	

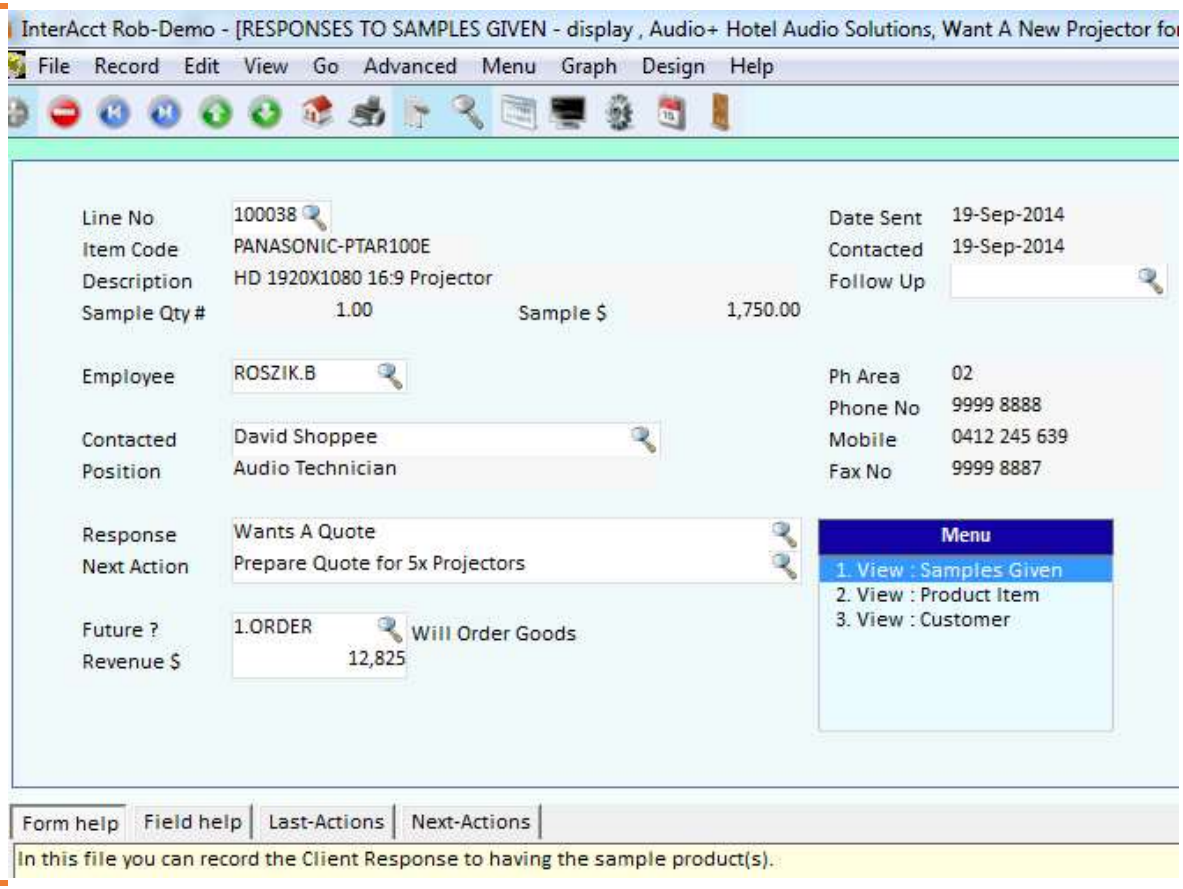
Screen 3: Responses to Samples Given

Response to Samples Given:

The Response to Samples Given Screen is where data relating to the follow up on requisitioned samples is recorded.

An Employee is assigned the task of following up on a Sample Product to see if the Client / Prospect likes the product and whether they are interested in receiving a quote or would like the product straight away.

Potential Revenue can be recorded for analysis in the future



InterAcct Pricing (Per User)

Users	Base InterAcct	MS-Outlook Interface (A)	Sales Order Distribution (B)	Product Samples Database (C)
1	$1,500 (15-25)	+ $500 (10)	+ $350 (5)	+ $250 (2-3)
2-3	$1,000 (20-30)	+ $500 (10)	+ $350 (5)	+ $250 (2-3)
4	$750 (20-30)	+ $375 (10)	+ $250 (5-8)	+ $188 (2-3)
5-9	$600 (25-35)	+ $300 (10-15)	+ $200 (5-8)	+ $150 (3-5)
10-19	$500 (30-40)	+ $275 (10-15)	+ $175 (5-8)	+ $125 (3-5)
20-49	$400 (40-60)	+ $250 (10-15)	+ $150 (10-15)	+ $100 (3-5)
50+	$350 (50-75)	+ $230 (15-25)	+ $130 (10-20)	+ $90 (5-10)

Software Pricing

Software Pricing is per Computer Network "User" as defined in the above table. The optional software modules (eg, Job Cost Estimating) require the Base InterAcct as well, and are purchased based on the number of base Network Users. Prices are all ex GST.

+ Annual Support Pricing

Yearly support is calculated at 20% of purchase price, with no CPI annual increases. Support is reduced by 30% after 3 years. For example a single User (with just the base InterAcct) would be ($1,500 x 20%) = $300

+ Implementation & Training Budget

The (Number) denotes the estimated min/max hours of Implementation & Training required in the budget per installation / module (not per User). Implementation / training "Advanced" is currently charged at the average rate of $160 per hour.

Modules

There is a wide variety of software modules available for purchase, talk to InterAcct staff about your specific software needs.

Request a Cost Estimate:

InterAcct Software Pty Ltd

Toll Free: 1300 66 26 26 **After Hours:** 0412 578 622
Email: sales@interacct.com.au **Web:** http://www.interacct.com.au