
COUNTERPOINT®

SOFTWARE OVERVIEW

Introduction

The key to a jobber remaining or becoming profitable in today's market is the use of technology that will directly add dollars to the bottom line. This need has provided the focus for the development of the new functionality found in Version 2.03 of the *COUNTERPOINT* product, with specific emphasis on the streamlining of the inventory ordering and receiving process as well as continued improvements in the adoption of Bar Code technology.

Sales Counter

The revamped sales desk function provides a single point of entry for Sales Orders, Quotations, Special Orders, Returns and Warranties. In addition the system provides Single-Keystroke access to CARDEX inquiry, Product Search, Payment-on-account, Electronic Catalogue, Interchange, Price Book and Buyers Guide, all accessed from within the billing screen.

New functionality is the integration of a graphically enhanced Electronic Catalogue which includes belt routings, pictures and the powerful "Mouse Over Part Selection" capability. This is especially useful when dealing with complex diagrams such as exhaust systems. Simply pointing the mouse to the piece required and clicking will result in the part number in question being automatically added to the invoice.

Further enhancements to protect the bottom line have been provided by "Profit Watch", which delivers the ability to monitor and control profit margins in real-time during invoice creation. This allows the business owner to determine what the target margins are, on what product lines and who is allowed to sell product at margins outside of these boundaries.

Inventory

The system provides easy add and change capabilities with pricing supplied automatically from the electronic price book. The item is classified as belonging to a category or line code which provides for part number sequencing, customer pricing as well as standard pricing multipliers for both stocked and non-stocked product. In addition there is an expanded description capability for improved clarity upon invoice printing.

Bar Coding

The system now supports most standard bar codes, which can be scanned at both POS and product receiving. In addition, the system will produce shelf/bin, price and core labels, further automating the inventory tracking and control process. The effort to perform cyclic physical counts is now made significantly easier by the use of bar coded shelf or bin labels. Other advantages are found in the replenishment of floor product as offered by the new "Walk-a-bout" replenishment capability. This allows one-handed scanning of retail floor product or shelf labels for automatic inclusion on a suggested order.



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