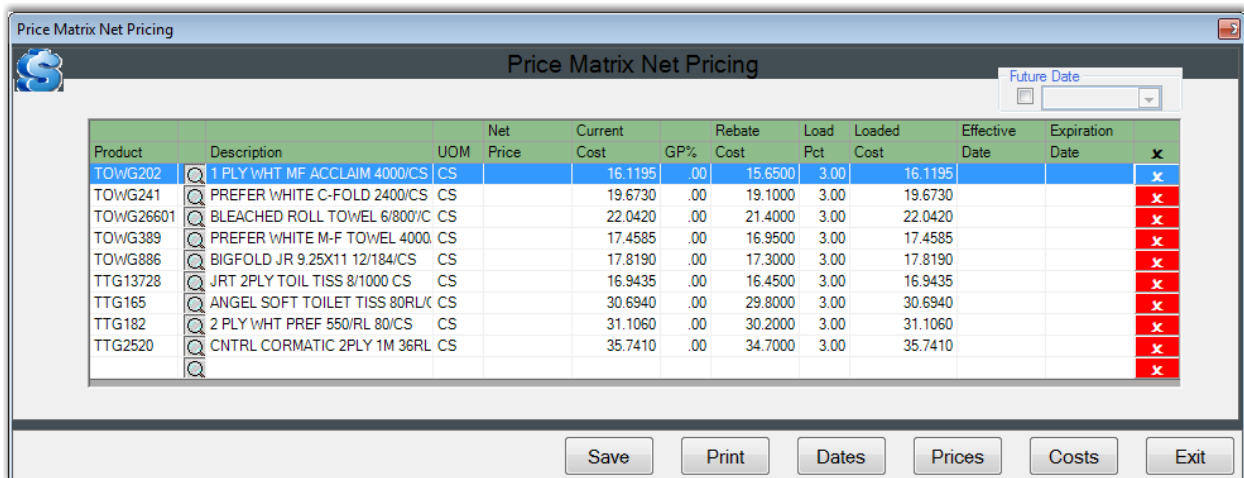


Inform Upgrade 3/11/2010 (Version 20.0.6.6)

New Features and Enhancements

Contract Pricing System

For users with cost contracts (deviated costs for vendor rebates or special pricing allowances (SPA)), new features in the price matrix support loads on top of the contract costs. The loads are entered in the form of a percentage or a loaded net cost. The loaded cost is carried through customer sales orders, invoices, and salesperson commissions.



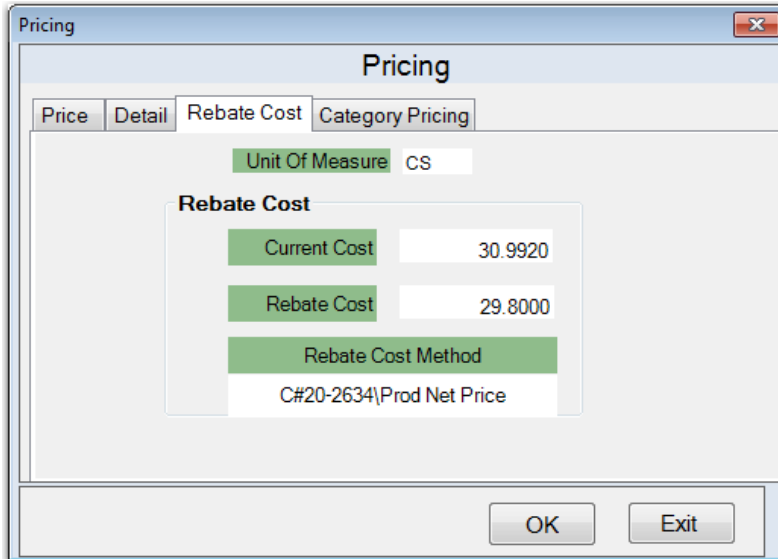
Product	Description	UOM	Net Price	Current Cost	GP%	Rebate Cost	Load Pct	Loaded Cost	Effective Date	Expiration Date	
TOWG202	1 PLY W/HT MF ACCLAIM 4000/CS	CS		16.1195	.00	15.6500	3.00	16.1195			x
TOWG241	PREFER WHITE C-FOLD 2400/CS	CS		19.6730	.00	19.1000	3.00	19.6730			x
TOWG26601	BLEACHED ROLL TOWEL 6/800/C	CS		22.0420	.00	21.4000	3.00	22.0420			x
TOWG389	PREFER WHITE M-F TOWEL 4000	CS		17.4585	.00	16.9500	3.00	17.4585			x
TOWG886	BIGFOLD JR 9.25X11 12/184/CS	CS		17.8190	.00	17.3000	3.00	17.8190			x
TTG13728	JRT 2PLY TOIL TISS 8/1000 CS	CS		16.9435	.00	16.4500	3.00	16.9435			x
TTG165	ANGEL SOFT TOILET TISS 80RL/C	CS		30.6940	.00	29.8000	3.00	30.6940			x
TTG182	2 PLY WHT PREF 550/RL 80/CS	CS		31.1060	.00	30.2000	3.00	31.1060			x
TTG2520	CNTRL CORMATIC 2PLY 1M 36RL CS	CS		35.7410	.00	34.7000	3.00	35.7410			x

Contract cost loads are created by entering a Load Percent or a net Loaded Cost.

There is an important distinction between a zero load percent and a blank or empty load percent.

- A zero load percent instructs the pricing system to pass the contract cost to the sales order. The sales order uses the exact contract cost as the item cost. This is how inform has worked until this upgrade.
- A blank load percent instructs the system to use the salesperson cost as defined in the Company Master File. The salesman cost is optionally calculated using the Price Rollup workflow. In this scenario, the cost in the sales order is loaded based on Product Line or Price Group price rollup, rather than a contact-specific price matrix load.

The sales order and invoice inquiry screens have new rebate cost detail in the Pricing dialog box



The new Rebate Cost tab reveals the Current Cost, which is used to calculate GP% and margin selling price. The Current Cost is a loaded contract cost, a price rollup calculation, or the actual rebate cost, depending on the Price Matrix structure you create.

The Rebate Cost tab also shows the true contract cost and the price matrix method that is the source of the rebate cost.

The Rebate Cost Tab is secured based on new and reorganized Access Levels under the Pricing/Costing tab in Company Access Levels

The Price Matrix Net Pricing report is modified to include the load percent information

Financial Reporting

G/L inquiry and Reports

As part of our ongoing Financial Reporting overhaul, the General Ledger Inquiry screen is reorganized. The updated screen includes the on-screen General Ledger Trial Balance Inquiry and Reports along with new tabs for Financial Reports. Sub-tabs enable convenient and easier to understand Financial Report configuration screens.

G/L Postings

In January we introduced restrictions to prevent posting transactions to a critical General Ledger accounts. These restrictions are important to avoid inadvertently making adjustments that create imbalances between sub-journals and general ledger accounts. Overrides to these restrictions is introduced in the Product Line screen, General Ledger tab. Assistance for this advanced topic is recommended, and is offered using our Professional Services consultation

Accounts Receivable

- Customer Ledger The user is offered a choice to use e-DOCS or Attachments in the Customer Ledger.
- Customer Statements Added new option to suppress printing of statements with negative balance.
- Cash Receipts Posting New 'Inter-Branch Reconciliation' report prints after the 'Cash Receipts Audit Trail' when cash receipts are posted to a different branch than original invoice.

Customer Margin Pricing Update

Alternate Margin Price Strategy.

This alternate strategy must first be enabled in the Company Master File, changing the Customer Margin Update option from 'H' (or blank) to 'P'

S/O Cost Matrix Overrides D/S P/O Cost (Y)es/(N)o	Y
Number of Days Not to Pay Commission	90
Allocated Landed Cost by (D)ollars/(V)olume	D
Override Cost on Inventory Adjustments	Y
Update Landed Cost as weighted (A)verage or (L)ast	A
Dflt Net Price Dec from GP% in P/M Nets Screen (0 to 4)	2
See Cost & GP on Commission Statement (Y/N)	Y
Update Average/Landed/Last Costs from Drop Ship P/O (Y)es/(N)o	N
Use Contract Costs for Customer Margin Updating (Y)es/(N)o	Y
Customer Margin Update Based on (H)istory cost or (P)roduct cost	H

Inform offers a Customer Margin Pricing Update screen that you run periodically to recalculate customer selling prices. (This differs from automatic 'Margin-of-last-sale' which automatically evaluates a customer's sell price in real-time.) The standard system uses the customer's last profit margin to calculate the new selling price. If the customer had a historical profit margin of 28% on an item, the system will apply a 28% margin to any item that had a cost increase.

The new alternate strategy is to use the percentage change in your cost. When a product has a 3% cost increase, then the customer sell price will be increased by 3%.

Under the alternate strategy, the system will preserve existing adjusted prices and apply the cost increase percentage to these adjusted prices

Assistance for this advanced topic is recommended, and is offered using our Professional Services consultation

Product Master Improved 'Warehouse Procurement' Stock field. A drop down box is provided for each warehouse, Yes No or Default (uses the Stock flag of the product). This replaces the previous Yes /No checkbox

Product Analysis Added attachments functionality.

Vendor Improved tab combines Attachments and e-DOCS

Sales Inquiry Screen
Sales Analysis Report The Sales Inquiry – Analysis tab report, also known as the Proforma, now shows warehouse by line number.

Customer Service New optimized routine makes Ship-to addresses load much faster.

Inform e-commerce
FastWeb Publish 'About Us' content on your inform e-commerce web site. A new tab on the FastWeb configuration screen (Contact Us) provides up to 1,000 characters for Contact Us and About Us content.

Invoice Archive Point of Sale details now print on archive invoice copies

6	4	4	ASJ/SSLO	6 IPS X 3FT FIBERGLASS COVERING 1" THK	Ea	16.9000	NET	\$67.60
7	3	3	SP*030496	ZESTON #18 45 ELBOW 1" THICK	Ea	14.9000	NET	\$44.70
8	28	28	SP*030497	PVC JACKETING OR 6" ASJ INSULATION	Ea	6.5000	NET	\$182.00
9	1	1	SP*029472	PERMAWELD ADHESIVE FOR PVC JACKETING 1 QT	Ea	31.4700	NET	\$31.47
			Credit Card....	ExpDt Name.....	Approval Code			Amount...
			Amx/\$ xxxx2008	03/13 JOHN J WHELAN	199492Y			\$814.78



Thank you for your business

Terms & Conditions
2% CASH DISCOUNT ALLOWED ON CURRENT ACCOUNTS ONLY
NO CASH DISCOUNT ON TAX OR FREIGHT

Merchandise	753.55
Freight	0.00
Misc Charges	0.00
Sub Total	753.55
Taxable	753.55
Tax (11)	61.23
TOTAL	\$814.78

Archive Copy Pay By 01/23/2010

Miscellaneous Corrections and Fixes

Accounts Payable

A/P Check Print	Corrected issue with returning remit-to invoices when this option was not selected.
A/P Invoice Entry	Corrected issue with e-DOCS not available for Invoices.

Accounts Receivable

Cash Receipts Posting	Corrected issue when using button to search for Adjustment G/L account.
Cash Receipts Posting	Corrected issue with the availability of attachments screen.
Cash Receipts Posting	Corrected issue with display prompt and calculation of Tax Debit.
Customer Ledger	Corrected issue with Payment History populating twice when user clicked on the tab.
Customer Statements	Disabled 'Overdue Accounts Only' option when running statement for a single customer.

Sales Orders

Customer Order Pad	Corrected issue with items marked as hidden.
Price Detail box	Removed redundant input field that calculates percent from the calculator button on the Price Detail screen
Price Detail box	Corrected issue double clicking Price columns that brought up Price dialog box for an empty row.
Sales Order	Corrected issue double clicking on empty row bringing up Backorder dialog.
Sales Order	Fixed issue with recalculating totals using screen calculator.
Sales Order Security	"UPDATE S/O AFTER CONFIRMED" access level now fully implemented.

Shipping Confirmation

Added error check to make sure drive is properly mapped for signatures.
 Corrected issue with CHANGE SHIPMENT CONFIRMATION access level.
 Corrected issue where save button was not enabled when all fields were filled in.

Invoice

Invoice Inquiry	Replaced 'View Salesman Cost' security with new 'View Rebate Cost'
Invoice Inquiry	Corrected issue with Finance Charge invoices displaying a hyperlink even though you cannot inquire on them.
Invoice Inquiry	Corrected issue with using spacebar to check or uncheck a row that did not having the same effect as clicking the checkbox.
Invoice Inquiry	Corrected issue with deleting Finance Charge invoices from this screen that would not work correctly.

Kit Production

Corrected issue with extension calculation.

Pricing

Margin Price Update	Corrected issue with report not printing according the choices specified by the user.
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Price Contract	Corrected issue with editing a matrix through the Net Pricing screen.
Price Matrix	Corrected issue with the Price Calculator button
Price Change Screen	Corrected issue with displaying Quantity UOM instead of Price UOM.
Price Change Screen	Corrected issue where sequence field was editable.
Price Change Screen	Corrected display issue related to an empty rollup dialog box, the screen incorrectly displayed a value in the first row.
Price Change Screen	Corrected issue with the column grid not populating when the screen initially loaded.

Product

Mass Change	Corrected issue with populating Web Category drop down in mass change
Master File	Corrected issue with storing Rollup History

Customer

Customer Master	Corrected issues for Canadian users in Customer Master file setup
Customer Master	Corrected issue in contacts where send-to user was getting unassigned when prompt to change was cancelled.
Customer Tax	Now shows the appropriate choices for tax columns for Canadian company.

Warehouse

Corrected screen display issue with 'Consigned To' warehouse box and warehouse grid jumping to the last row.

Inform e-commerce

Product Master	'Publish To Web' field now automatically displays "Y" if the field had been blank
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CRM

Salesperson Dashboard	A Salespersons events and tasks now show correctly from all sources.
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Commissions

Commissions Statement	Corrected issue with display of commission for credits.
Commissions Statement	Corrected issue with totals including non-commissionable amounts.

Purchase Order

Pricing	Corrected intermittent issues with Price recalculation.
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Projected Purchase Order	Now skips consignment warehouse(s).
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PO Delivery Confirmation	Corrected intermittent issue with writing Delivery Date to the wrong location.
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Stock Receipts

Fixed issue, the cursor was returning to row 1 and the grid would scroll upwards after an inquiry. Now stays on the current line.

Stock Transfers

Entry

Corrected issue of not storing assembly components for warehouse transfer. Corrected other minor issues.

Entry

When stock-transferring products that are 'Assemblies' (bundles of other products), the stock transfer system will offer to 'explode' the bundle so that the system actually requests the components.