



Commercials



IRIS Exchequer Commercials - delivering efficiency across the organisation

The IRIS Exchequer suite of commercial modules is designed to increase efficiency and productivity

Whether it is forecasting your stock requirements or streamlining your order processing, IRIS Exchequer takes care of complex and time-consuming tasks. You and your staff are free to focus on business-critical issues.

Each module within the commercial suite is integrated with other IRIS Exchequer modules. Working together, they create a solution that is flexible and easy to use, with exceptional levels of functionality and significant savings in time and costs.

The IRIS Exchequer Commercial suite includes:

- ✔ **Stock Control** - effectively manage your stock with insightful analysis
- ✔ **Stock Forecasting** - accurately forecast future stock requirements
- ✔ **Bill of Materials** - comprehensive management of your product assemblies
- ✔ **Sales & Purchase Order Processing** - flexible order processing with full traceability
- ✔ **Works Order Processing** - powerful control for the production of your finished goods
- ✔ **Returns** - track, trace and manage returns efficiently, identify return trends
- ✔ **Telesales** - improve customer service and increase sales with proactive selling
- ✔ **Trade Counter** - for busy trade environments; process customer orders quickly

Modules can be adopted individually or purchased as a complete suite, as best suits your business requirements.



“ The seamless integration between Stock Control and Sales & Purchase Order Processing within IRIS Exchequer means that we can easily keep track of the 2000 sales orders we receive each month. The system also gives the sales team accurate and up-to-date product availability and cost information when dealing with customer enquiries - this ultimately enables us to provide a better level of service to our customers.

Mettex Fasteners - stockist and distributor of engineering supplies

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Stock Control - maintain effective control of all stock at all times

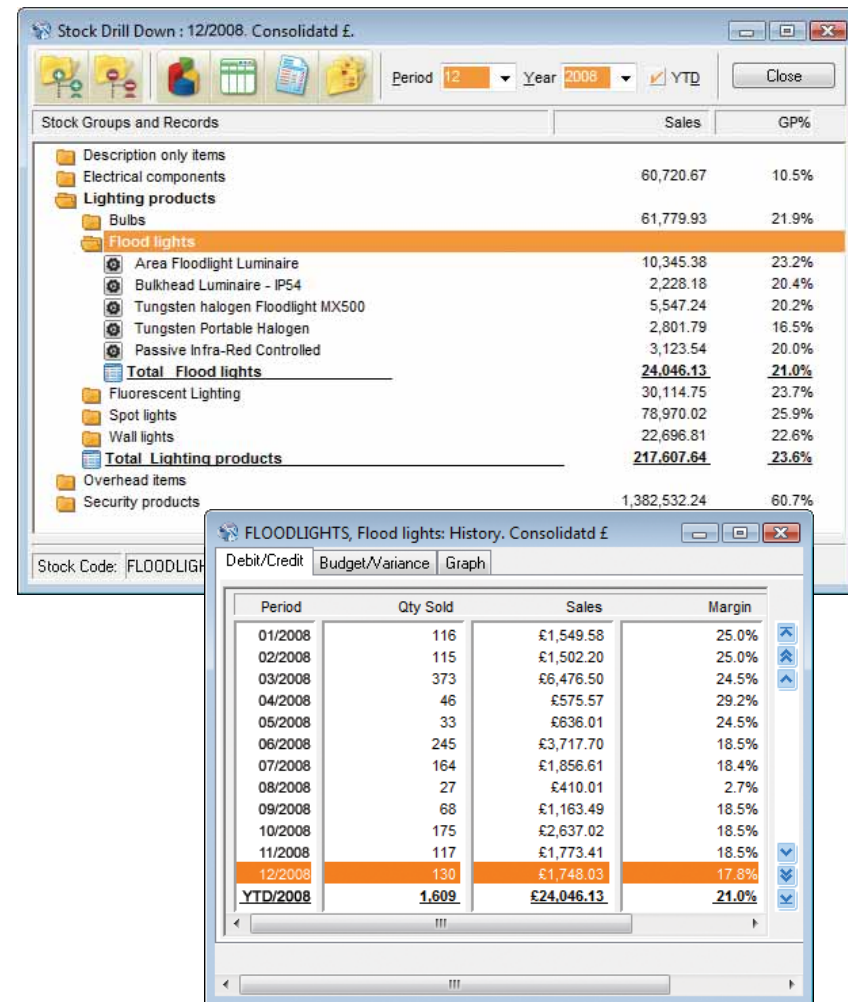
The IRIS Exchequer Stock Control module proactively manages all your stock requirements

This ensures you can fulfil customer expectations without incurring high inventory overheads.

The module also adds an extra dimension to your management information with an interactive stock drill-down function, providing unique views of your stock groups, sub-groups and stock items.

Key benefits

- Unlimited number of groups and sub-groups - to handle complex stock-holdings
- Sales and margin trends for any period and year by group and product level
- Analysis of product sales and margin trends by customer, period, year and currency
- Multiple on-screen views, delivering quick and flexible management reporting
- 'Look back and learn' facility with easy access to historical data in order to predict future demand
- Instant drill-down to the source transactions, delivering unrivalled access to original data
- Unlimited quantity break/discount/pricing matrices against any group or product
- Serial number and batch tracking with optional serial average valuation method
- Support for multiple warehouses and bin locations



In the past we had a tendency to over stock. With the Stock Control module we receive reorder triggers which means we have reduced the stock on site. This in turn saves on transport costs, storage overheads and packaging. Used in conjunction with the Returns module, we have a very impressive system for tracking and tracing stock.

T P Fay - heating element technology specialists and stockists of specialised heating elements and catering equipment spares



Stock Forecasting - accurately and efficiently forecasts stock requirements

The IRIS Exchequer Stock Forecasting module accurately forecasts stock requirements and increases your productivity

Without any need for complicated spreadsheets, this time-saving and innovative module prevents your business falling into the trap of carrying too much stock and restricting valuable cash flow - or carrying too little to meet customer demand promptly. It accurately forecasts stock requirements based on historical averages or trends, customer schedules, annual company growth and monthly factoring.



Key benefits

- Ability to plan future purchases to cover sales and usage based on min/max periodic cover system or min/max quantities
- Full support for lead times, ship times, minimum order quantities or minimum order multiples
- Powerful multiple trial build with the option to explode through all sub-assemblies
- Seamless integration with other modules to share stock, Bill of Materials and sales history information
- Powerful facility to handle forecasts and demands for new stock items which have never been sold or built previously
- Ability to use the demand from obsolete items to drive the forecast for new items
- Forecast views in terms of quantities, as well as monetary value
- View values of historical sales and values of predicted stock holdings throughout the year
- Automatically creates purchase orders and works orders based on demand
- Seasonal variance calculations

“

The business is incredibly reliant upon accurate stock information. We hold £10 million of stock - and can turn that around twice in 8 weeks. Any incidents of ghost stock or stock sold twice can cause significant problems. Using real time information from IRIS Exchequer, Star Global Trading can be confident that stock information is up to date and accurate.

Star Global Trading - one of Europe's leading distributors, importers and exporters of premium branded wholesale fragrances

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Bill of Materials - tight control of all in-house assembly and light manufacturing costs

The IRIS Exchequer Bill of Materials module provides comprehensive management of your product assemblies and kitting requirements

Simple and logical to set up, there is no limit to the number of nested levels of sub-assemblies. Options allow users to sell, purchase and produce items as either finished items or as kits.

Powerful back-to-back order facilities are also available when Bill of Materials is used with the Sales & Purchase Order Processing module.

This feature automatically allows users to generate purchase orders for the individual components required to manufacture a finished good. Low value components within an item can be marked as free issue to save time and a production time can also be recorded against each bill of material when used in conjunction with the Works Order Processing module.

Key benefits

- Unlimited nested levels of sub-assemblies
- Real time stock values, cost of sales and gross profit margins within the General Ledger
- Multi-level grouping with instant on-screen analysis of sales and margins
- Full integration with sales, purchase and works order processing functionality
- Option to explode kits onto sales and purchase documentation

Sales Order Record - SOR000853

Data Entry | Analysis | Qty/Pick | Job-View | Footer | Notes

A F Electrical Limited
56 Lower Brook Street
Windsor
Berkshire

A/C: AFEL01 | Per/Yr: 12/2008 | Our Ref: SOR000853 | DEMO

Date: 27/12/2008 | Your Ref: JW6262 | Currency: £ | Fixed

Del: 31/01/2009 | Alt. Ref: | Ex. Rate: 1.000000 | Deliv

| Stock Code | Qty | Description | Line Total | VAT |
|------------------|-----|--|------------|-----|
| ALARMSYS-DOM-1 | 20 | Domestic Alarm System, Model 1 | 6,505.63 | S |
| SL-1000W-50D-PH1 | 240 | Phillips Spotlight 1000W, 50 Degree screw fitting. | 7,474.74 | S |

OK | Cancel | Close | Add | Edit | Insert | Delete | Match | Find

| G/L Account | CC | Dept | Locn | £ | Net Total | VAT Content | Total |
|------------------|-----|------|------|---|-----------|-------------|-----------|
| Sales, Alarm Sys | DS1 | #01 | AAA | | 13,980.37 | 2,446.57 | 16,426.94 |

ObjectDrill

SOR000853

- Account
 - AFEL01, A F Electrical Limited
- Matching Information
 - WOR000060. 20 x ALARMSYS-DOM-1.
 - 20 x ALARMSYS-DOM-1, Domestic Alarm System, Model 1
 - ALARMSYS-DOM-1. Stock record
 - Cost ea. £144.87 . Issued : 0 . Built : 0 . 0.0% Complete
 - WOR000061. 1 x CAMERAKIT-ALL
 - 1 x CAMERAKIT-ALL, Camera Kit for all models
 - CAMERAKIT-ALL. Stock record
 - Cost ea. £27.03 . Issued : 1 . Built : 0 . 0.0% Complete
- Stock Details
 - ALARMSYS-DOM-1, Domestic Alarm System, Model 1
 - Location : AAA, Main Warehouse
 - Stock links to additional information
- General Ledger
 - 55040, Sales, Alarm Systems Complete
 - Department: #01, Sales Dept
 - Cost Centre: DS1, Branch 1

Close

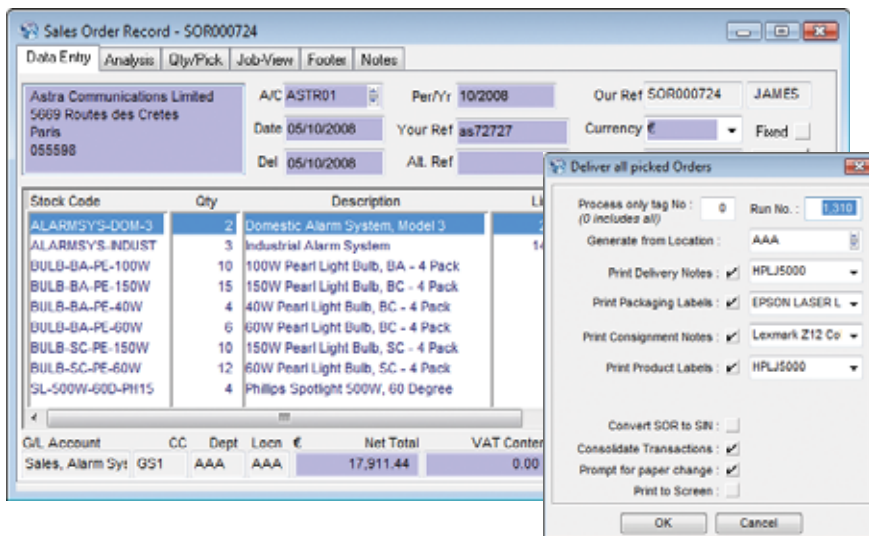
“ IRIS Exchequer is used to run purchase and sales order processing, plus stock control at Denmaur. We have a 50-user licence, typically with 45 users on at any one time. The ease with which you can find things on IRIS Exchequer is a major benefit, as is the ability to display multi-period data at General Ledger level. The modern technology links with Microsoft Excel make the whole process of reporting much easier, as does the feature to print reports to email. ”

Denmaur Papers Plc - independent paper merchant of papers and paper management solutions to publishers, printers and end users

Sales & Purchase Order Processing - flexibly handles simple or complex processes

The IRIS Exchequer Sales & Purchase Order Processing module provides total flexibility in fulfilling customer requirements while offering an unparalleled level of traceability and integration

Are your processes simple, involving order taking, picking, delivering and invoicing, or do you operate more complex procedures, with multiple locations, routing, packaging, labelling, serial number allocations and back-to-back ordering? In either scenario, the Sales & Purchase Order Processing module is designed to optimise your productivity throughout.



The module ensures your business has flexible order processing that can be tailored to suit the needs of your trading partners. Preferences for each customer and supplier include options for delivery and invoicing consolidation, preferred depot for despatch or even the design and content of the documentation.

Key benefits

- Ability to maximise customer service and increase sales potential by viewing other relevant stock items and complementary product suggestions on-screen while dealing with the customer
- Choose to consolidate deliveries or invoices by customer
- Ability to place orders on hold for multiple reasons
- Sophisticated customer and supplier discount system ensures you always use the correct price
- Interactive reorder screen increases the speed of processing orders for stock
- Full integration with online and eBusiness systems
- Scheduled and rush order processing



“ The seamless integration between the Report Writer and Stock modules within IRIS Exchequer means that we can easily keep track of our stock levels, providing us with an accurate and up-to-date view of product availability.

Caledonian Roofing Supplies Ltd - a family owned roofing business, providing an exceptional service to Scottish home owners, house builders and insurance companies

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Works Order Processing - fulfil orders on time every time

The IRIS Exchequer Works Order Processing module improves customer satisfaction by managing the production of your products so they are all ready to go on time

The module is ideally suited for both simple configuration of products to order or for managing the assembly of complex products over longer periods of time.

Works Order Processing works as part of an integrated solution. It can also be used in conjunction with the Sales & Purchase Order Processing module, if installed. This will provide many more useful features, such as being able to create a works order directly from a sales order, or the powerful back-to-back feature which brings dramatic savings in time and effort by automatically creating purchase orders for any components which are short on a works order, then issuing the stock once the goods are received, again automatically.



Key benefits

- Control and traceability to help you manage the supply of your products
- Ability to generate printed issue notes to accompany goods from stores
- Flexibility to swap component parts with alternatives and manage over/under usage easily
- Full integration with IRIS Exchequer Stock Control, Bill of Materials and Financial modules
- Easy to use wizards make multiple order creation a quick and simple task
- Ability to view the percentage of the works order issued and built by using the easily accessible bar chart that appears at the bottom of the screen of every works order
- Option to generate a works order directly from a sales order or generate back-to-back purchase orders for any component shortages from a works order (when used with Sales & Purchase Order Processing module)



IRIS Exchequer is a much more dynamic product than many others in the market and is suited to our business as wholesale distributors. I was actually shown the software by a customer and pretty much fell in love with it straight away!

VHS Hydraulic Components - offer complete hydraulic packages including full system design, manufacture and distribution



Returns - manage returns profitably and efficiently

All businesses dealing with stock have a proportion of returns for faulty, unwanted, duplicated or exchanged goods

Handling these returns properly, for example checking that goods are still under warranty and undamaged, can be very time-consuming but has a real impact on your bottom line.

The IRIS Exchequer Returns module enables you to respond quickly in a busy sales environment. It is designed to deal with the widest range of goods return scenarios - simplifying and managing the entire process. It helps you to maintain customer satisfaction without damaging your profitability.

Key benefits

- Processes all aspects of product returns
- Manages stock repairs
- Reduces costs by highlighting common trends and issues
- Provides complete traceability with full visibility of the exact status of the return, including support for the handling of expected returned stock against actual
- Improves customer service by identifying any potential product issues early
- Manages advance replacements
- Automatically manages credit notes
- Back-to-back supplier returns

Telesales - a proactive sales tool to help build your business

IRIS Exchequer Telesales gives you every help to capitalise on your contact with customers and to use the knowledge you acquire of their buying preferences

It provides invaluable support in taking and making calls in a busy telesales environment. In doing so, it maximises sales opportunities and customer satisfaction.

IRIS Exchequer Telesales is essential for any company looking to gain a competitive advantage and increase the volume of sales from their regular customer base.

Key benefits

- Utilise historical data to schedule calls to regular customers
- Display suggested sales order screens based on historical trends
- Encourage the use of special seasonal offers
- Provide an integrated workflow diary system for call scheduling
- Fully integrates with customer/stock sales analysis



The Telesales module saved us time immediately. Automatically listing a customer's previous purchases is impressive to the customer and saves staff trying to second guess their needs. The ability to produce quotes quickly and email them directly from IRIS Exchequer, convert quotes to orders and then create back-to-back purchase orders in seconds is invaluable.

Clayman Supplies Ltd - specialist suppliers of ceramic materials and equipment to the education, hobby and semi-professional market



Trade Counter - offer a fast, efficient service to your customers

IRIS Exchequer's Trade Counter module enables the front-office sales counter to trade goods quickly and simply to both account and cash customers in a trade or retail environment

As an integral part of your business, it links into back-office systems such as stock and finance, so you have an up-to-date picture at any time of how your retail/trade business is doing.

This fast, flexible and robust module allows users to generate invoices or orders and process cheques, cash, credit cards and account based transactions. It uses point-of-sale tools and technology such as barcode scanners, cash drawers and thermal receipt printers. It also enables remote workers to enter sales transactions using wide area networking technology, without needing to access the main financial modules.

Key benefits

- Real time integration with IRIS Exchequer modules for stock enquiries and credit checking
- Customisable invoice, collection note and receipt layouts
- Supports serial number and batch tracking
- End-of-day reconciliation reports
- Ability to sell non-stock items
- Foreign currency and change-rounding feature
- Supports up to 99 tills to grow with your business

Find out more today

The IRIS Exchequer Commercial suite works in perfect harmony with each other and with other IRIS Exchequer modules to save time, money and resources while increasing efficiency and profitability

You and your teams will achieve more with less effort and be free to focus on the strategic initiatives which take your organisation forwards.

For more information on the value which IRIS Exchequer Commercials could bring to your organisation, please contact us.



Because IRIS Exchequer ensures that there's a watertight flow of information from customer purchase to customer invoice, it has cut time, effort and human error. In short, it's drastically reduced unnecessary administration.

Westward Bound - thriving supplier of fetish goods





www.irissql.com

