

Sales and Cost Management System

Function Name	List of Functions	Description
Quotation Management	<ul style="list-style-type: none"> • Quotation preparation 	<ul style="list-style-type: none"> • To prepare a quotation in a designated form • To add or change search conditions within the range of table items. • To create this in a form of Excel form, and to supplement any individual information with Excel function.
Orders receiving Management	<ul style="list-style-type: none"> • Orders receiving registration • Orders receiving management • Quotation copy 	<ul style="list-style-type: none"> • To create an orders receiving form • To add or change search conditions within the range of table items
Manufacturing Number Management	<ul style="list-style-type: none"> • Serial number registration • Product number management • Order copy 	<ul style="list-style-type: none"> • To perform the numbering process with a serial numbering function. • To add or change search conditions within the range of table items

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Order management	<ul style="list-style-type: none"> • Order registration • Issuance of order form • Unit price management • EDI approval 	<ul style="list-style-type: none"> • To create order documents. • To support one ordering covering multiple parts per supplier and per delivery date • To place an purchase order manually • To confirm Inquiry and unit price by batch order. • To support an EDI approval function and to link the order information to the EDI system.
Arrival Management	<ul style="list-style-type: none"> • Registration • Scheduled arrival management • Harmonization with Manufacturing Management System 	<ul style="list-style-type: none"> • To input the arrival in a batch-wise • To create a tag. • To check the list of arrived and not-arrived items by using the search function. • To Input and output of arrival data to the production management system.
Accounts Payable Management	<ul style="list-style-type: none"> • Summation of Accounts payable • Payment schedule management • Transfer data creation • Payment notice 	<ul style="list-style-type: none"> • To display accounts payable summation for the specified accounting month • To calculate summation of accounts payable • To display accounts payable items for each supplier • To create bank transfer data. • To create a payment notice.

Function name	List of Functions	Description
Inventory Parts Management	<ul style="list-style-type: none"> • Temporary receiving/issuing • Designated receiving/issuing • Replenishment order • Inventory list • Inventory receipt / issue list • Retained inventory management • Stocktaking 	<ul style="list-style-type: none"> • To temporary receive/issue parts according to specified part codes. • To receive/issue parts according to specified order numbers. • To order parts for stock replenishment in real time. • To provide an inventory survey table (Excel) for stocktaking. • To input for the receipt correction of the arrival.
Parts Deployment Arrangement	<ul style="list-style-type: none"> • Arrangement input • Parts development • Arrangement for developed parts • Harmonization with manufacturing management system 	<ul style="list-style-type: none"> • To input parts/semi-assembled items/ subcontract processing corresponding to a type of ordering. • To link with a design BOM. • To arrange parts after development • To prepare the following document: ordering, inventory allocation, surplus product allocation, inventory movement, and production work information • To maintain the parts list after development.

Function name	List of Functions	Description
Parts Management	<ul style="list-style-type: none"> • Parts master management • BOM master management • OPTION master management • Inventory master management • Surplus parts master management 	<ul style="list-style-type: none"> • To maintain parts-related master files necessary for required for inventory management, parts development, and purchased product management . • To manage an unit price of parts, in particular, its history and the latest one.
Completion and Delivery Management	<ul style="list-style-type: none"> • Completion input • Payment input for monthly completion • Sales transfer 	<ul style="list-style-type: none"> • To input the completed delivery report, enabling the import of CSV files. • To input the settlement balance for the month. • To register the amount of monthly sales completed in a form of sales slip transferred to sales in the sales slip, and to register the accounts receivable information.
Sales Management	<ul style="list-style-type: none"> • Invoice issuance • Sales slip management 	<ul style="list-style-type: none"> • To issue invoices, if necessary, as a total bill for each client. • To display the information on invoice issues and sales slips.

Function name	List of Functions	Description
Accounts Receivable Management	<ul style="list-style-type: none"> • Payment slip input • Accounts receivable reconciliation • External accounting system interface 	<ul style="list-style-type: none"> • To input payment slips. • To reconcile receivables and to manage a receivables book. • To sum accounts receivable for each client. • To link payment slips to an external accounting system.
Labor Management	<ul style="list-style-type: none"> • Harmonization with manufacturing management system • Daily report management 	<ul style="list-style-type: none"> • To import (manually or automatically) man-hour data from a manufacturing management system. • To register and modify daily reports. • To import daily report data and monthly report data in a CSV file. • To sum operating hours and to output them to a report.
Cost Management	<ul style="list-style-type: none"> • Cost table by production number • Actual order cost 	<ul style="list-style-type: none"> • To sum and display costs in real time for each production number . • To sum costs by linking notified production serial numbers to main production serial numbers . • To display break down costs per serial number. • To sum and display costs in an order list .

Function name	List of Functions	Description
EDI order	EDI Ordering Coordination	<ul style="list-style-type: none"> • Register the order data in the EDI system.
Accounting	<ul style="list-style-type: none"> • Expense / transferring slip input • Cost list management • Creation of subsidiary ledger • Monthly processing 	<ul style="list-style-type: none"> • To input expense slips, transfer slips, and compound journal slips. • To create bank transfer data (expenses and accounts payable). • To close accounts payable, expenses, man-hours, and sales. • To create a cost list, cost ledger and accounts payable breakdown. • To create a work in process payment table. • To create inventory ledger. • To create external accounting system data. • To register general administrative expenses. • To create a subsidiary ledger. • To create a manufacturing cost statement.