

herbst Insight Products & Stock Control

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The nature of any business can vary greatly which is why in Insight, Herbst have made the products module as lenient and flexible as possible to support all business types. Products can be assigned a sales, purchasing or stock role or any combination of these roles.

Pictures or any other file types e.g. a catalogue text or word description can be attached to any product record so that all the data you need for a particular product is at your fingertips.



For those products you buy and sell you can choose to whether to update the cost price based on the most recent purchase invoice price of the product or leave it stand as per the manually inputted cost price.

Customer specific pricing

Have any customers that require special / non-standard pricing? If so, Insight can help you by enabling you to assign **customer specific prices** at product level which the system then applies when creating sales orders for that customer. **Quantity discounts** can also be easily assigned. Suggested minimum and maximum stock quantities can be input and applied in the stock reorder report.

Pricing rules / parameters

Insight permits even greater pricing flexibility by providing powerful **pricing parameters** capabilities, which allow extra pricing parameters to be configured according to a company's specific requirements. For instance, if the weight of a product influences the price at which it is sold. It also caters for goods made to order, or special offer time limits.

Name	Exclusive VAT	Inclusive VAT
Normal Price	100.00	120.00
Credit Price	110.00	132.00
Cash Price	95.00	114.00
Internal Price	90.00	108.00

With the user activity tracking functionality and complete security log, management can also keep an eye on any data changes made, who they were made by and when.

Record Maintenance

Maintaining your product data couldn't be easier with the flexible quick views and editing capability within Insight. All the data is presented in tab or grid format which can be easily customised to suit your user needs and information can be made readily available or concealed as required.

You can have stocks with multiple VAT rates, for instance, if you purchase your goods from UK and sell in Ireland, it will track both rates. Insight also supports manual, average or FIFO/LIFO valuation methods.

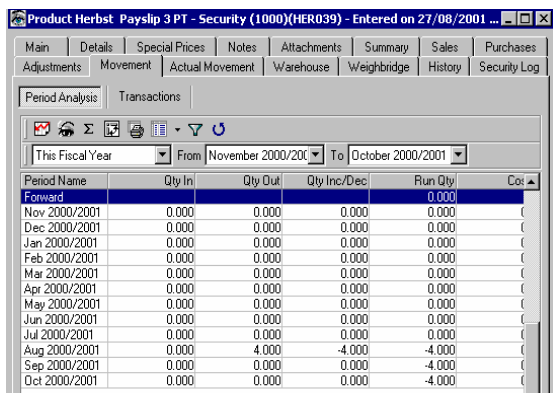
Name	Code	Name	Stock Qty
Products	SPR002	EXP-EL 5Ltr 2.5acre	26,000
1. Grain Business	SPI001	DIMETHOSECT 1L 3ACRS (Aph)	24,000
2. Computer Systems	FER031	24.2.5.10 Big 500 kg	20,000
3. Machinery	GAL002	GALLUP BIO-GRADE 5 LTR	20,000
4. Maintenance	FER007	18.8.12 Bag 50kg	19,900
5. Expenses	FEE009	CORN GLUTEN BULK	19,340
	SPW036	GUIDELINE IPU 5LTRS 2.5ACR	16,000
	FEE045	RYAN Horse Mineral Mix	16,000
	FEE034	MINERAL CAT RUMENCD	16,000
	FEE026	Mineral High Mag Bucket Cat Orar	16,000
	FEE031	RYAN General Mineral Mix kg	16,000
	FEE016	FLAKED MAIZE	15,470
	FEE042	Rumalick Sheep Bucket 15Kg	15,000
	MAR000	Mainure 20 Litres	13,000
	FEN013	TORNEDO STAPLES	13,000

Bill of Materials

Insight also supports a Bill of Material module, which enables you to configure and assemble BOMs as your business dictates from their core components. Raw materials are tracked and then one click to "assemble" your finished product. The system automatically changes the quantity in stock, and creates the proper documents. All finished goods will then be related to the various raw materials used to set them up in the first place. This module is ideal for manufacturing companies.

Stock Movement

Movement of your stocks is strictly monitored and all transactions relating to stocks are recorded and attached to a stock record, giving you a complete and accurate view of your stock status at all times.



Period Name	Qty In	Qty Out	Qty Inc/Dec	Run Qty	Cost
Forward				0.000	
Nov 2000/2001	0.000	0.000	0.000	0.000	(
Dec 2000/2001	0.000	0.000	0.000	0.000	(
Jan 2000/2001	0.000	0.000	0.000	0.000	(
Feb 2000/2001	0.000	0.000	0.000	0.000	(
Mar 2000/2001	0.000	0.000	0.000	0.000	(
Apr 2000/2001	0.000	0.000	0.000	0.000	(
May 2000/2001	0.000	0.000	0.000	0.000	(
Jun 2000/2001	0.000	0.000	0.000	0.000	(
Jul 2000/2001	0.000	0.000	0.000	0.000	(
Aug 2000/2001	0.000	4.000	-4.000	-4.000	(
Sep 2000/2001	0.000	0.000	0.000	-4.000	(
Oct 2000/2001	0.000	0.000	0.000	-4.000	(

You can view period analysis of the **stock movements** - quantity in and out, increase/decrease in quantity, running quantity, cost in and cost out etc and you can drill down to see more information about the period's transactions. You can also drill down on sales, purchases and stock adjustments.



In a summary sheet attached to a product, it will tell you who is your best supplier for a particular product - what standard cost price he charges including or excluding any additional charges such as delivery fees and who is your best customer regarding the selected product / products. Again ease and speed are incorporated here, where you can create a Purchase order direct from the product file.

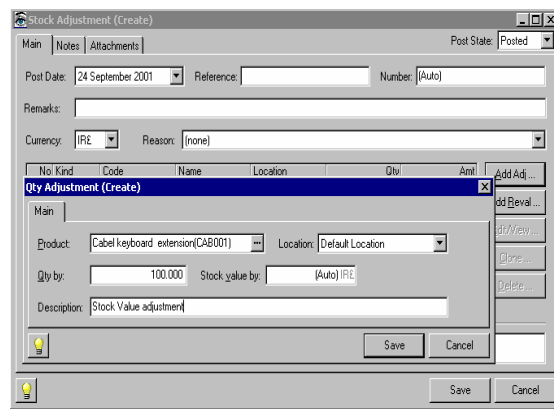
Stock Control

As the sales and purchases ledgers are tightly integrated with the product module, stock levels are easily maintained and tracked as the sales and purchases data feeds into the stock levels.

The stock reorder report facilitates stock control further by comparing the supply and demand for each product against the purchase and sales orders in the system, highlighting any current or potential shortfalls.

Stock Adjustments

Where it becomes apparent that the stock levels need to be adjusted in the system as a result of a non-system driven event e.g. a stock revaluation or fire damage a stock adjustment can be entered in Insight in terms of stock amount and / or stock value.



Locations and Stock Warehousing

Different locations can be created for each of your stock storage areas and the stock subsequently tracked by stock location. The warehousing functionality can also be used with the weighbridge module to assign stock to warehouse storage, which is particularly attractive for those with warehouses.

Using this facility you can track all products and to which customer they belong. You can then report on what you have in stock a particular location, and then invoice to your customers accordingly. All of this is available both online and there is of course, a full and extensive reporting facility regarding your products.

Other standard features include product groupings, sorting groups, report desktop and designer, form designer and exporting / importing capabilities to & from MS Excel, MS Word, ASCII files.