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# INTRODUCTION

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Stone Profit Systems (SPS) has been working alongside the stone and tile industry since 2002. It has been our goal to create easy to use web-based Enterprise Resource Planning (ERP) software that is capable of meeting the unique needs of the Industry.

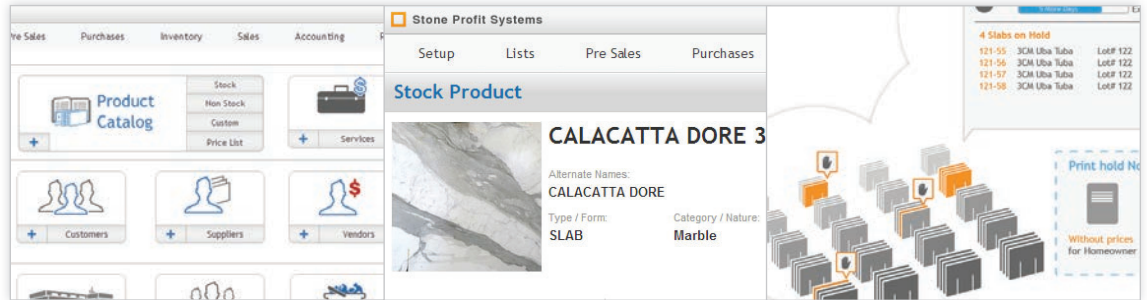
The stone and tile industry is unique and dynamic, and we pride ourselves on being at the center of it. We understand the needs of the industry, and can deliver the tools necessary for managing your business.

SPS offers a comprehensive web-based enterprise management solution that provides all the features required to manage your stone and tile business. Many distributors, fabricators, and manufactures alike already rely on SPS to optimize workflow and increase productivity. Features such as stream lined process flow charts, seamless navigation, and a sturdy database structure can help take your business to the next level.

The system is accessible anywhere there is an internet connection, and is operable from desktops, laptops, tablets, and smart phones. There are no installations required, and you don't have to rely on an expensive, and unsecured network server in your office. With SPS all you need is an ordinary computer and an internet connection.

You can sleep sound knowing that your data is safe and secure on protected servers that are accessible only by those you authorize. All data is backed up continuously and consistently; and software updates are integrated seamlessly and automatically.

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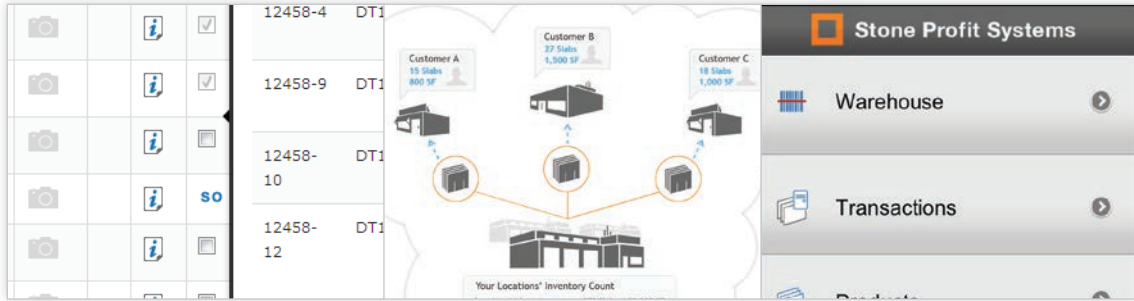
- We Know Your Business
- Exceptional Quality
- Best Overall Value
- No 3rd Party Software Cost
- Access Anytime, Anywhere
- Secure Data
- Multiple Access Levels
- IP Security
- Easy to Use
- Setup and Configuration
- Easy Implementation
- Customized Configurations
- Training
- Research and Development
- Support

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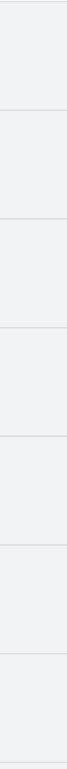
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# WHY SPS

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- We Know Your Business
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  - Training
  - Research and Development
  - Support
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## We Know Your Business.

SPS has been meeting the needs of some of the largest distributors, fabricators, and manufactures in the stone industry. With our experience we know the best practices in the trade.

### Exceptional Quality

Our leading knowledge of the industry brings relevant and easy to use solutions of the highest quality to stone and tile businesses.

### Best Overall Value

The value of SPS is demonstrated by an engaging user interface, exceptional quality, our continued commitment to service, and our corporate reliability and stability.

### Access Anytime, Anywhere

If you can access the internet you can access your data. That means you gain 24/7, anywhere on the planet, access to your information. You will always be up to date whether you're on the road, or not. This benefit alone will open new doors to the ways you do business, we guarantee it!

### Secure Data

When it comes to protecting your company be the anti-risk taker. With SPS you gain excess to some of the best managed dedicated hosting venders in the world. You can rest assured knowing your data and information will be safe and secure. Once the system is in place, you are able to control possible threats against your server such as: disgruntled employees, data destruction, break ins, environmental damages, failed backups, hackers, etc. Our dedicated hosting venders offer the following:

- 128 bit data encryption on all transactions
- Locked Server Cage with biometric access controls
- Fire and flood prevention systems
- Continuous system redundancy (Optional)
- Daily data backup
- Complete nightly out-of-state backup. (Optional)

SPS does not host your application and data, but helps you find the right vendor for managing your applications' server. We work closely with some of the best names in the business such as Rackspace, The Planet, Hostway, etc.

Further more, with SPS you can download your data anytime you like to make your own backup.

### Multiple Levels Of Access

The administrator controls which users have access to what functions/modules. Users can have access to multiple functions within the system depending on their access level and duties in the company.

### IP Security log-in Access

IP Security log-in access gives the administrator the ability to allow or deny access to specific users depending on their location. Some users require access outside of the office, such as managers, salesmen, and drivers. Other users can be restricted to only have access when at the office.

### Easy To Use

All of your data is organized into user friendly modules that allow you to search, review, and create transactions and data without breaking a sweat.

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### Setup And Configuration

Once your service order is complete, you will get access to your pre-configured system within days, not weeks. Each new account includes as a minimum:

- Setup of all warehouse, showroom, shop, and factory locations
- Complete set of pre-configured defaults
- Support for static data transfer of existing customers, suppliers and materials
- Support for dynamic data transfer of transactions and accounting components
- Training of various departments in your company

### Easy Implementation

To run SPS you need a Computer or tablet with an internet browser, and an internet connection.

Implementation can be accomplished, on average, in less than half the time required by competitive solutions.

### Customized Configurations

Because SPS is the most configurable solution on the market, you can rest assured that the system will work with your business the way you want it to.

### Training

Prior to any formal training, SPS works with managers to determine the best strategies to implement and support employee training.

SPS offers online web-based training with each implementation and to any new employees that join at a later date. We make it easy for your employees to learn the functionalities of the system that are required to perform the tasks in their job description.

### Research and Development

SPS is the largest IT company working with the stone and tile industry, so you can be sure your investment is protected. We continuously update our products and rollout new modules. SPS conducts feedback sessions to collect ideas that enhance the user's experience with the product and simultaneously provide SPS with more rich functionality.

### Support

The quality of technical support should be one of the primary considerations when selecting an enterprise software system. Calls to SPS's toll free telephone support lines are efficiently routed to the appropriate software or hardware specialist for expert assistance. Support calls are tracked to monitor the nature of the call as well as the response time.

SPS Remote Diagnostics reduces your support costs and enables immediate determination of the problem and an effective resolution for the client.



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# FEATURES

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Inventory Bar-coding



Multiple Locations



Accounting



Quotes & Sale Orders



Web-Based Software



Customer Management



Scheduling



Reports & Analysis



Security & User Privileges



Email & Faxing

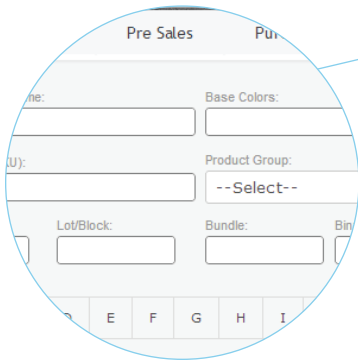
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# Inventory Bar-Coding

Stone Profit Systems, unlike any other inventory management system, tracks information at the slab/item level. Slabs can be tracked by square footage and number of slabs. This combined with bar-code labels and scanners can make the daunting task of managing a warehouse full of individually unique products almost effortless.

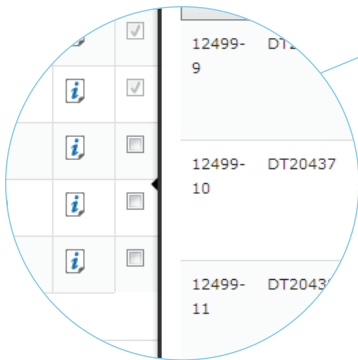


### Inventory Search

Search inventory by product name, SKU/product code, alternate name, lot number, supplier reference, bundle number, bar-code ID, etc.

### Bin Number Search

Search products based on the bin number or the A-frame number that corresponds with the location in the warehouse.

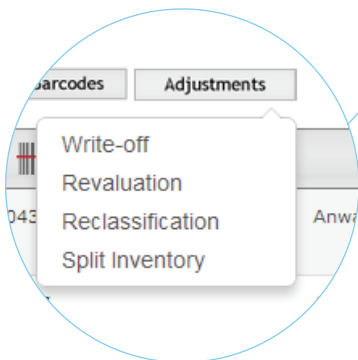


### Selections for Transactions

Select and group inventory in a virtual cart for various transactions such as: sale orders, holds, transfers, and update bin numbers.

### Sizes and Allowances

Record the purchased, received, sold, and return sizes for each and every slab, and enter allowances for blemishes. SPS will calculate the price automatically.



### Inventory Adjustments

Adjust inventory for broken, sold, or unwanted slabs or products. You can write off, revalue, reclassify, or split inventory.

### Multiple Units of Measure and Picking Units

Stone Profit Systems allows each product to have multiple or alternate units of measure, and picking units.



### Real Time Scan

Using the bar-code module, or a Bluetooth scanner paired with a tablet you can scan the inventory bar-codes and create any transaction or perform reconciliation live.

### Batch Scan

A great tool for inventory reconciliation, a batch scanner will allow you to scan all of the slabs/products at once and process them in the system by uploading the scans from the scanner to a computer when finished scanning.

### Bar-code Symbologies

SPS works with various barcode Symbologies such as Code39, Code 39 Extended, Code 128, etc.

### Bar-Code Labels

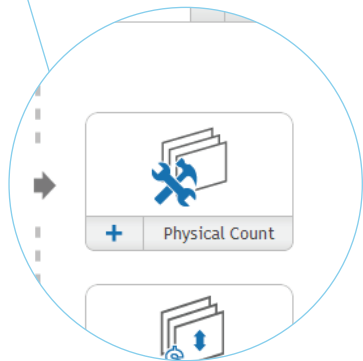
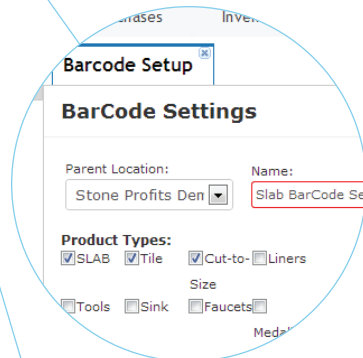
Label formats can be setup for different product types, and the information shown on each label can be configured.

### Cycle Counts

Perform cycle counts by bin number or product. Our cycle count tool can make periodic counting easier.

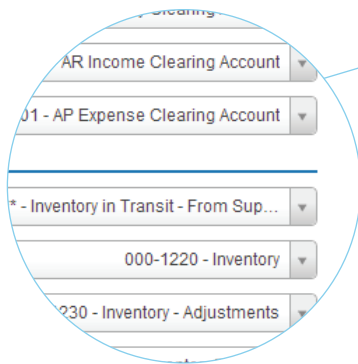
### Inventory Reconciliation

Inventory reconciliation sessions can be made so all the inventory can be scanned by multiple bar-code scanning teams, allowing them to combine their work and resulting in a report of missing products/slabs.



# AR AP Accounting

Stone Profit Systems has its own accounting module, making it easy on everyone by having everything in one place. Manage both accounts receivable and payable, along with your general ledger and financial statements. We have the tools to keep you on top of your finances.



### Default Link Accounts

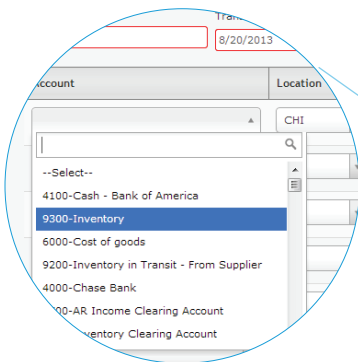
The default accounts to be affected for different transactions can be setup under default link accounts. This allows the system to automatically adjust the general ledger as transactions are completed.

### Accounts Receivable Management

View AR detail reports, AR summary, and AR flowchart showing all the different steps of the AR cycle.

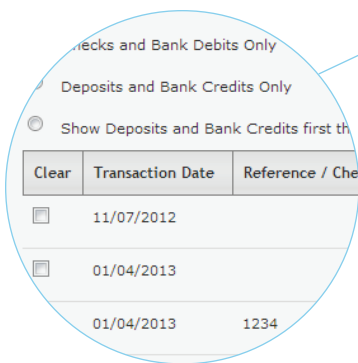
### Accounts Payable Management

View AP detail reports, AP summary and AP flowchart showing all the different steps of the AP cycle from POs to receiving inventory to supplier and vendor payments.



### Journal Entries

Enter journal entries by selecting accounts from your chart of accounts and specifying the customer or vendor if needed. This tool will help you stay up to date with all your journal entries.



### Bank Reconciliation

Make sure the system is in sync with your bank statements by selecting the cleared payments with the bank reconciliation tools.

AR AP

### Reverse Entries and Periodic Journals

Ability to reverse a previously entered journal entry as well as periodic journals where a duplicate journal entry is made.

### Non Inventory Vendor Management

Enter vendor bills and make payments on those bills. SPS keeps you organized by separating your vendors and inventory suppliers.

### Receive Deposits

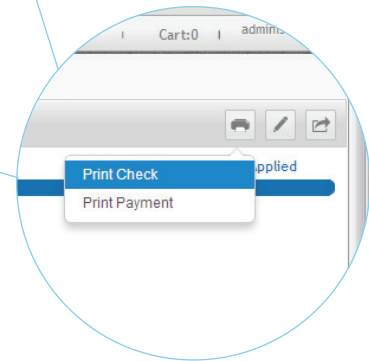
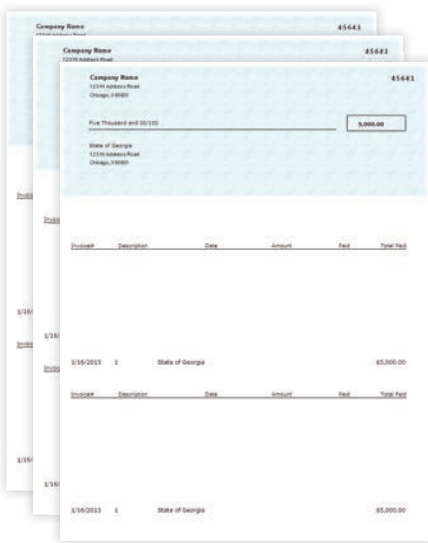
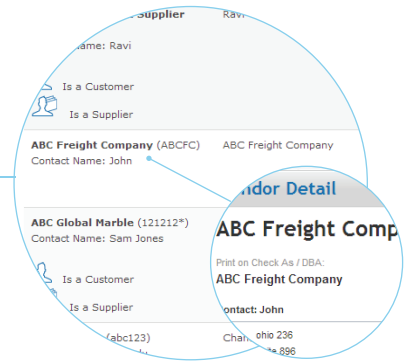
Receive deposits for sale orders before they are invoiced. Each deposit is entered as a credit for the customer on the specific sale order.

### Customer Payments

Have the ability to manage payments received from customers, and to split payments for the customer to pay in increments.

### Payments & Checks

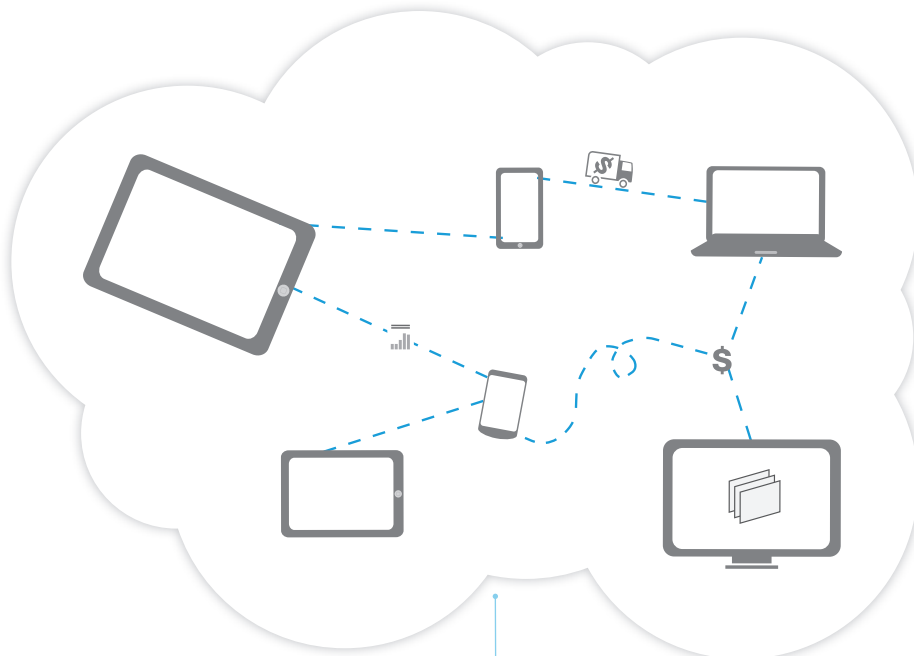
Make payments to inventory suppliers, non-inventory vendors, and customers; also apply payments to inventory purchases, bills and customer credit memos. The system can print checks in various check formats.



AR  
AP

## Web-Based Software

No installations required! Web-based applications are the ultimate way to take advantage of today's technology, and to enhance your organization's productivity & efficiency. Web-based applications give you an opportunity to access your business information from anywhere in the world at anytime. It also facilitates you to save time & money, and improve the interactivity with your customers.



### Mobility

Being web based, it is possible to use the system on tablets and laptops with no additional installations. Also available is a cell phone module that allows the use of the system on your smart phone. This makes SPS easy to use while you're on the go.

### Security

With SPS you can be mobile and secure. The system is password protected, so only your employees can access the information. There can also be IP address securities in place to prevent unknown computers from even accessing the log in page. In addition to the external security, there are user rights, privileges, and user logs that make internal security easy to maintain.

password:

- Password Must:**
- . be 5 to 8 characters in length
  - . have at least one number
  - . have at least one alphabet
  - . have at least one special character (@ # \$ etc)

Confirm Password:

## Scheduling

Whether you are a distributor scheduling deliveries, or a fabricator scheduling installs or templates, Stone Profit Systems can help. Depending on what your company does, SPS comes equipped to handle your scheduling needs.

### Delivery Calendar

Plan and view all the deliveries in the area. With a click you can easily access details for each delivery.

### Delivery Routes

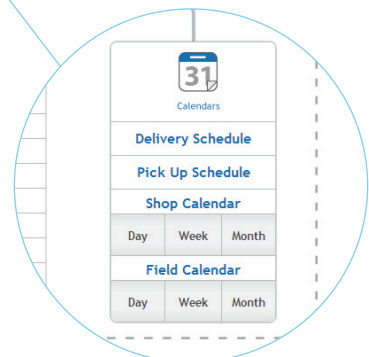
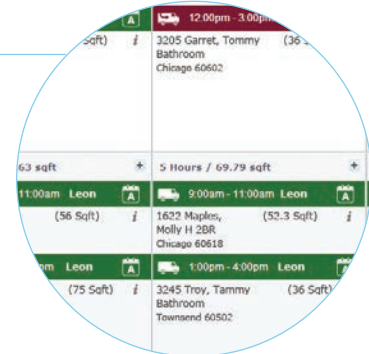
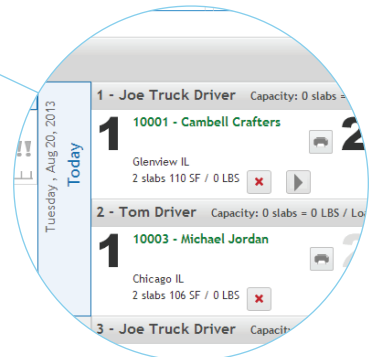
With the use of delivery zones it is easy to map out multiple deliveries to various customers. After selecting the deliveries that will go out on a truck the system will map out the best route for your driver to take, and produce a packing list that shows the products in the order they should be loaded.

### Job Scheduling

Schedule a resource, machine, truck or a template/install team to a job on a particular date or time. Limits can also be setup for each team or truck so you never over book.

### Field Calendar and Shop Calendar

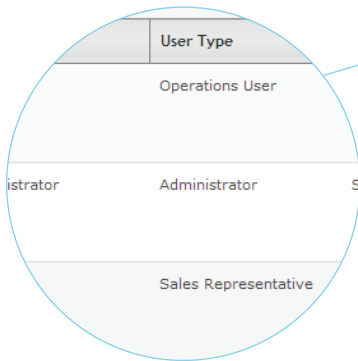
Two calendars are setup depending on the type of task needed for the job. The field calendar to show all your template and install appointments and the shop calendar for tasks such as digitizing, cutting, CNC machine work, polishing, etc.





## Security & User Privileges

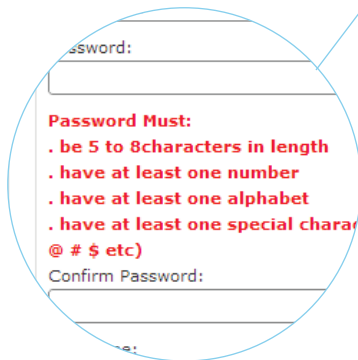
Not only is the system password protected for all your users, but it also offers internal security by limiting access to some users and granting permissions to others. This will help keep everyone on task and in the right place.



| User Type            |
|----------------------|
| Operations User      |
| Administrator        |
| Sales Representative |

### User Groups

Sort system users into user groups based on their access privileges and job description. Access can be restricted or granted to view information, edit information, and/or perform specific functionalities.



password:

**Password Must:**

- . be 5 to 8 characters in length
- . have at least one number
- . have at least one alphabet
- . have at least one special character (@ # \$ etc)

Confirm Password:

### Passwords

Setup and reset passwords for each user. Character requirements or count restrictions can also be setup.

### Session Time

Track every user's login session. The time and the IP address of the computer they used is recorded on every log in.



**Delivery Detail Page**

- SELECT ALL
- 1. Edit Delivery
- 2. Edit Invoice
- 3. Edit Delivery Product
- 4. Cancel Delivery
- 5. Add Dis

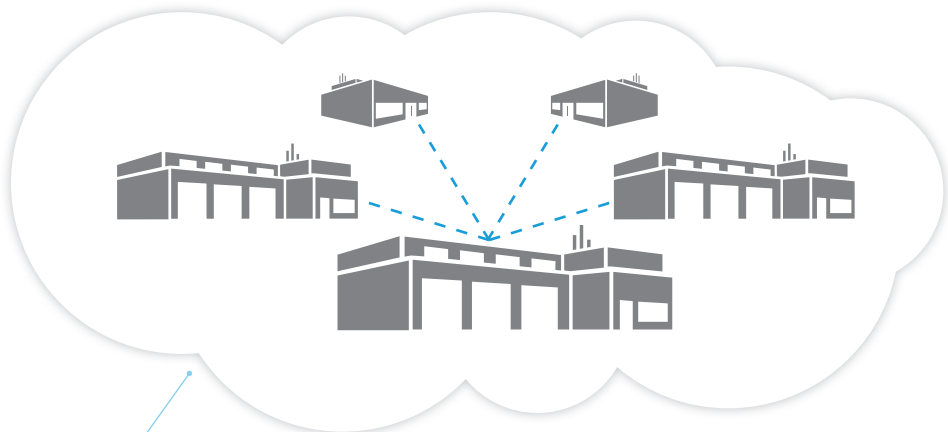
### Access Rights

Allocate more than 200 user access privileges to view or make changes to various information throughout the system.



## Multiple Locations

Stone Profit Systems can be setup to manage one or many locations. It's simple to track the progress of all your locations from one system.



### Multiple Locations

We have built in the ability to manage and control multiple locations including: warehouses, showrooms, shops, factories, and more.

### Parent Locations

Set a parent location for each customer to better manage the customer service and accounts receivables. A customer can also be set to be serviced by more than one location.

#### Location Info:

Parent Location:

Stone Profits Demo

--Select--

Stone Profits Demo

Stone Profits Demo2

--Select--

Info:

### Transfers

Create and manage inventory transfers from one location to another without a hassle.

### Location Access

Users can be set to have access to the business transaction data of a specific location or all the locations.



Transfers



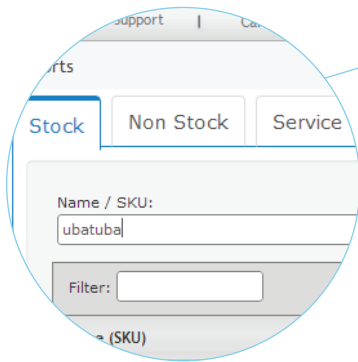
To be Transferred

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## “\$” Quotes & Sale Orders

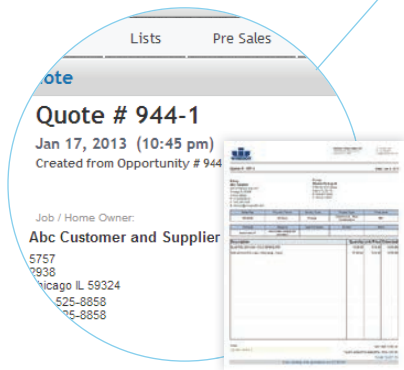
Whether you are a distributor, fabricator, or manufacturer SPS has what you need to track sales, deliveries, quotations, estimates, jobs, and installations. With everything linked, your company will save time and prevent costly errors from double entry, also saving you money.

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### Quote Entry

Quotes/estimates can be entered into the system so that a formal quotation can be submitted to the customer; print, email, or fax directly from the system. The format and language on the quote can be customized using the system setup.



### Quote Follow-up & Reminder Letters

Once you've followed-up with a customer, record the note to update the quote's status, and quickly send out reminder letters to your customers with the quote details.

### Conversion Reports

Conversion reports can be produced to review the number of quotes converting into jobs and the average number of days it is taking to convert a quote into a job. Also reports can be filtered by each sales rep or each location.

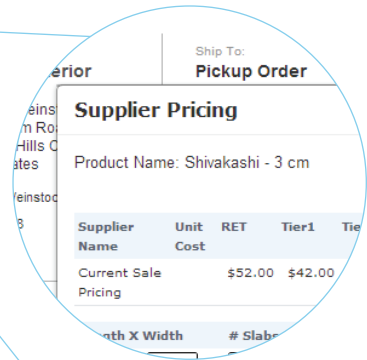
### Quote Attachments

Attachments such as DXF files or other scanned documents can be attached to each of the quotes.



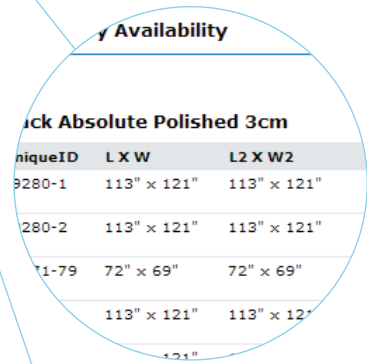
### Supplier Pricing

The quote page has quick access to supplier pricing so that various supplier pricing options can be explored before any price is given to the customer.



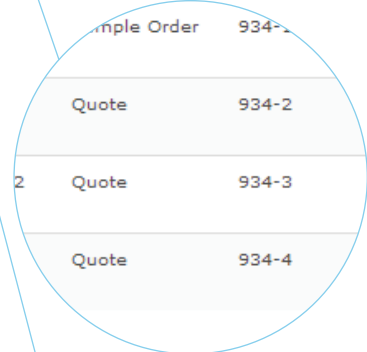
### Inventory Availability

The quote page has quick access to inventory that is either available, in stock, or in transit to review before completing the quotation.



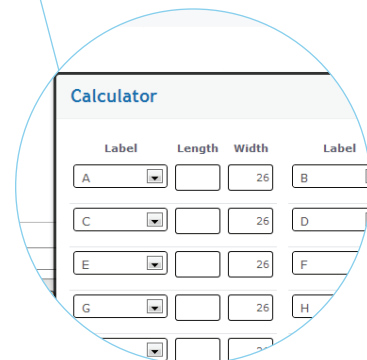
### Quote Revisions

Quotes can be revised by generating a copy of the existing quote and making minor modifications such as prices or product depending on customer requirements. Revisions can also be used to show customers multiple options and the prices associated with each.



### Total Measurement Calculator

An easy to use calculator that calculates the total square footage based on the dimensions entered for various kitchen and bathroom countertop shapes. It will also calculate linear footage for edges.

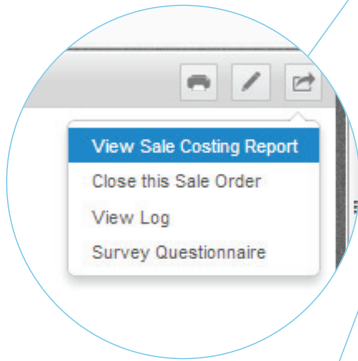


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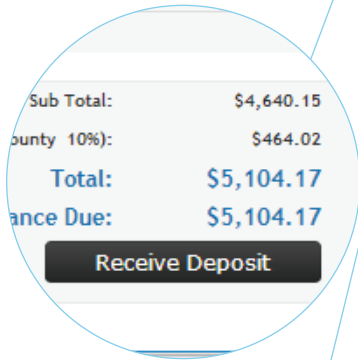
### Fulfillment Quantity

As sales orders are made the system automatically calculates the quantity you need to order/reorder, if any, to fulfill the sale order.



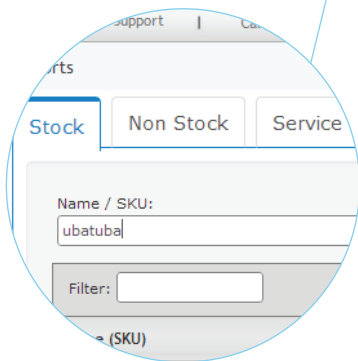
### Print Various SO Documents

Each sale order generates various customizable documents that can be printed, emailed, or faxed directly from the system.



### Receive Deposits

Receive a deposit on a hold or sale order from the customer as an advance or commitment to the product.



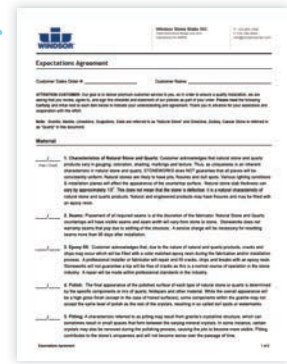
### Special Orders

While creating a sale order you have the ability to process non-inventory special orders where the product is ordered only after receiving an order from the customer.

“\$”

### Job Contracts

Print out legal contracts for the confirmed job to give to your customers. The language on the contracts can be setup with various options to print out based on the types of customers as well as the details you would like to show.

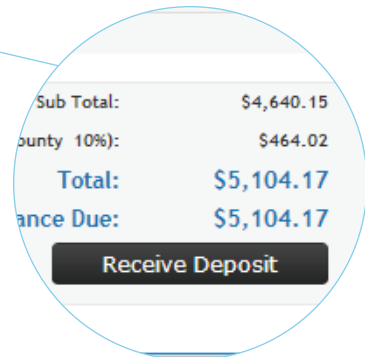


### Job Tickets

Print job tickets to show your shop employees the detail of the job; each ticket is bar-coded to update the system quickly on the status of the job.

### Deposits on tickets

Take deposits on a job contract and update the customer on their current balance.

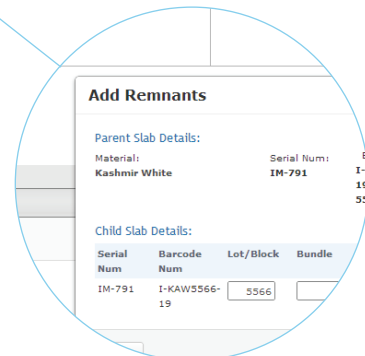


### Waste Factor Management

Ability to enter the waste factor percentage and get the waste cost added to the job cost.

### Remnant Entry

Enter Left L, Right L, Rectangle and Round Remnants back into the system and print barcode labels for them. You can also upload pictures of the remnants.

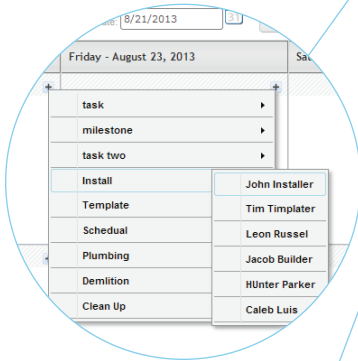


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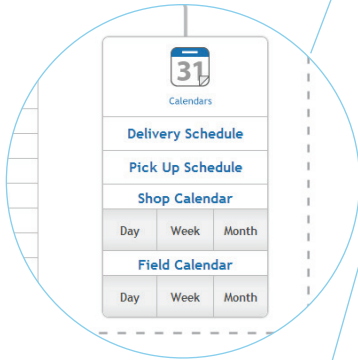
### Job Reports

Reports such as: job costing report, quote to job conversion reports; and conversion reports by sales rep help you know how efficient your team is working.



### Job Scheduling

Schedule a resource, machine, truck or a template/install team to a job on a particular date or time. Limits can be setup for each team or truck so you never over book.



### Field Calendar and Shop Calendar

Two calendars are setup depending on the type of task needed for the job. The field calendar to show all your template and install appointments and the shop calendar for tasks such as digitizing, cutting, CNC machine work, polishing, etc.

|           | Amount     | Cost              |
|-----------|------------|-------------------|
| 2.00 PCS  | \$383.28   | Avg. Cost: \$0.00 |
| 150.00 SF | \$1,123.50 | Avg. Cost: \$2.58 |
| 5.00 PCS  | \$1,249.95 | Avg. Cost: \$0.00 |
|           | \$2,756.73 | \$2.58            |
|           |            | 99.91 %           |

|          | Amount     | Cost   |
|----------|------------|--------|
| 10.00 EA | \$350.00   | \$0.00 |
| 1 EA     | \$1,250.00 |        |
|          | \$1,450.00 |        |

### Job Costing

The job costing report calculates the material cost and labor cost, thus showing the profit margin for each individual job.

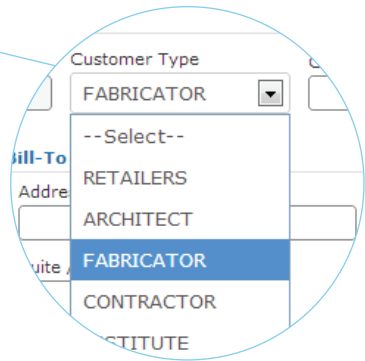
“\$”

# Customer Management

Customers come with a great deal of information that needs to be stored and accessible. With Stone Profit's customer management, it's easy to access, edit, and add information for each and every customer.

## Customer Types

Group customers based on their mode of operation: fabricator, homeowner, designer, etc.



## Inactive Customers

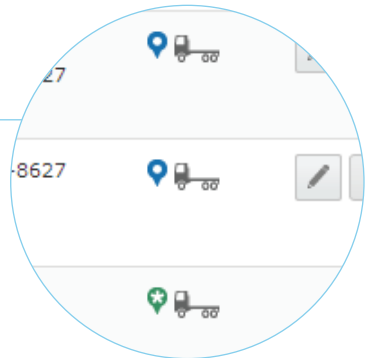
Change customers' status from active to inactive if you no longer do business with them. This will keep older records while preventing new transactions.

## Customer Notes

Maintain internal notes and common delivery instructions for each active customer.

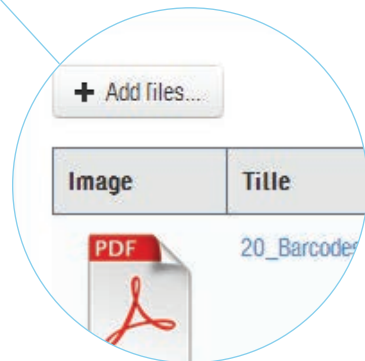
## Multiple Shipping Addresses

Enter and manage multiple shipping addresses for each customer.

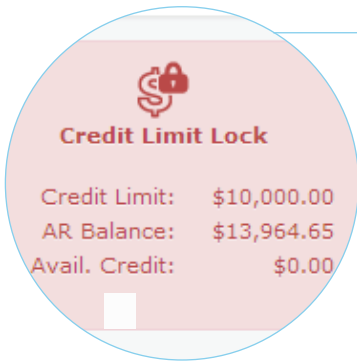


## Customer Attachments

Upload and manage documents such as contracts and tax forms for each customer.







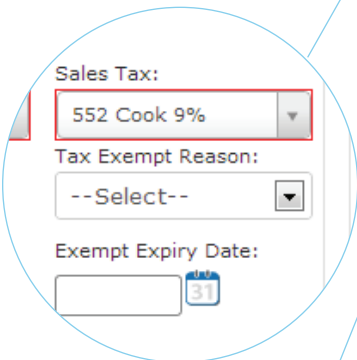
#### Credit Limits

Set and manage credit limits for each customer. If a customer exceeds the limit the next transaction will not go through without additional approval.



#### Past Due Locks

When creating a sale order, SPS alerts you and your sales team when a customer has over due payments.

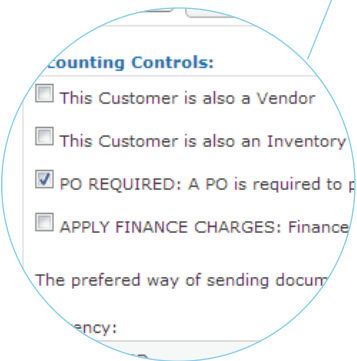


#### Tax IDs

Manage your customers' tax ID, tax exempt ID, and/or resale ID information.

#### Finance Charges

Ability to apply finance charges to overdue accounts.



#### PO Numbers

Mandate purchase order requirements for specific customers.

#### Hold Summary

Print a report that shows the materials on hold per customer. This will allow you to analyze each customer's holds to sales ratio.

# Reports & Analysis

Get specific information about your company that you need in seconds. Stone Profit Systems generates numerous reports that can help you in making informed decisions about your day to day activities.

## Customer Reports

View sales reports, customer profitability reports, top customers by sales value, export a customer list to excel, batch print customer statements, etc.

## Inventory Reports

Inventory valuation report, inventory aging analysis report, fast moving products, reorder quantity reports, etc.

## Sales Reports

Sales by sales rep. report, sales summary report, sales profitability report, sales commission report, etc.

## Accounting Reports

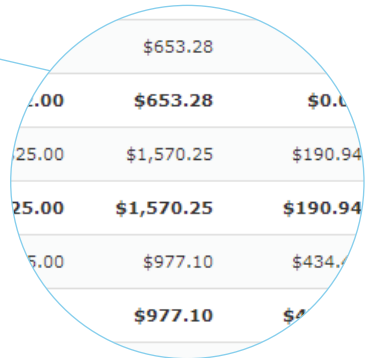
Accounts receivable reports, accounts payable reports, bank reconciliation reports, GL trail balance, sales tax reports, etc.

## Purchasing Reports

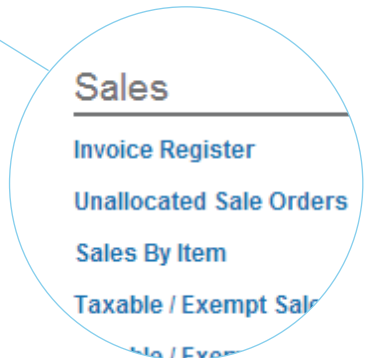
Purchases in transit, purchase history, accrued freight variance, etc.

## Financial Statements

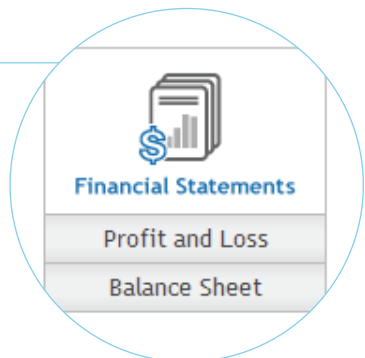
Balance sheet, income statement, cash flow statements, etc.




|       |                   |                 |
|-------|-------------------|-----------------|
|       | \$653.28          |                 |
| 25.00 | <b>\$653.28</b>   | <b>\$0.00</b>   |
| 25.00 | \$1,570.25        | \$190.94        |
| 25.00 | <b>\$1,570.25</b> | <b>\$190.94</b> |
| 5.00  | \$977.10          | \$434.00        |
|       | <b>\$977.10</b>   | <b>\$434.00</b> |



|                                |
|--------------------------------|
| <b>Sales</b>                   |
| <b>Invoice Register</b>        |
| <b>Unallocated Sale Orders</b> |
| <b>Sales By Item</b>           |
| <b>Taxable / Exempt Sales</b>  |
| <b>Taxable / Exempt Sales</b>  |



|   |
|---|
|  |
| <b>Financial Statements</b>   |
| <b>Profit and Loss</b>  |
| <b>Balance Sheet</b>  |

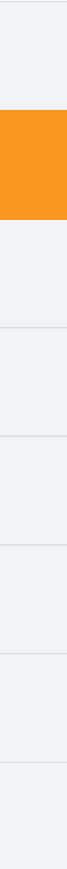
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## Email & Faxing

With Stone Profit Systems your company can save both time and money. The system allows you to email and fax all of your purchasing and sales documents straight from your computer. This includes notifications, terms and conditions, purchase orders, quotations, sale orders, invoices, and much more. You will be happy with the time and money you save, and your customers will be glad to do business with an up-to-date company that can email the documents they need in a quick and economically responsible manner.

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# SYSTEM MODULES

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 Master Lists

 Delivery Scheduling

 Purchasing

 Job Scheduling

 Inventory

 Accounting

 Pre-Sales

 Reports

 Sales



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## Master Lists

The master list module allows storage and organization of the entities that are involved in your business. This includes a list of products, services, customers, vendors, suppliers, employees, resources, chart of accounts, etc. With SPS it is easy to search and view existing entries, as well as enter new ones. This portion of SPS allows the creation of transactions in other modules effortless and precise. The information you're looking for will always be in reach.

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### Product Catalog

This is a listing of all the products that your company can sell. Record names, alternate names, origin, product type/category, unit of measure, selling prices/price levels, and supplier info. You can also upload an image for each product.

### Suppliers

This is a list of inventory suppliers. SPS allows you to store specific information such as name, contact, supplier type, port, markup multiplier, tax information, and more. Suppliers and vendors are kept separate for ease of access to the information you need.

### Customer

This is an organized list of all of your customers. Store their billing address, shipping address, tax codes, location access, price level assignment, credit limits, and more. Have all of the customer's information at the touch of a button.

### Employees

This is where employees can be listed, and made into users. Give each user specific access rights by assigning them to user groups.

### Locations

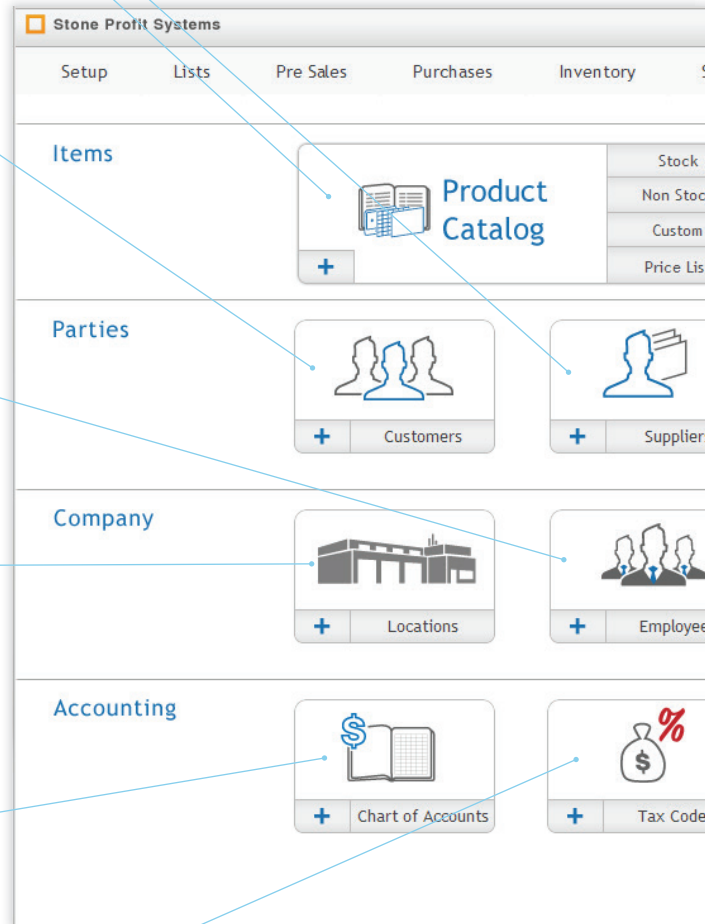
One or multiple. SPS can track information for every location your company has. The locations list makes it easy to track company performance per location, as well as do transfers and multi location sales.

### Chart of Accounts

Keep a detailed list of all of your company's accounts. Record account numbers, account name, account type, tax information, currency, and more.

### Tax Codes

Easily list and organize all of the tax codes for the authorities that you do business with. SPS helps you keep track of sales tax from state, city, county, etc.





### Services

This is where all of the services that your company provides to customers are recorded. This could include: delivery, installation, template making, plumbing, etc. A distributor might only need one or two, whereas fabricators can list out as many services as they offer.

### Packages

This feature is particularly handy to fabricators. Packages are combinations of product and services that are pre-determined at setup. Fabricators can set up a package for jobs that they often repeat, such as a standard kitchen, or bathroom.

### Vendors

Keep track of your vendors by storing the company name, contact information, tax information, etc. This will help keep your payables organized and stress free.

### Associates

Keep track of any third party company that might be involved in your customer's project(s).

### Resources

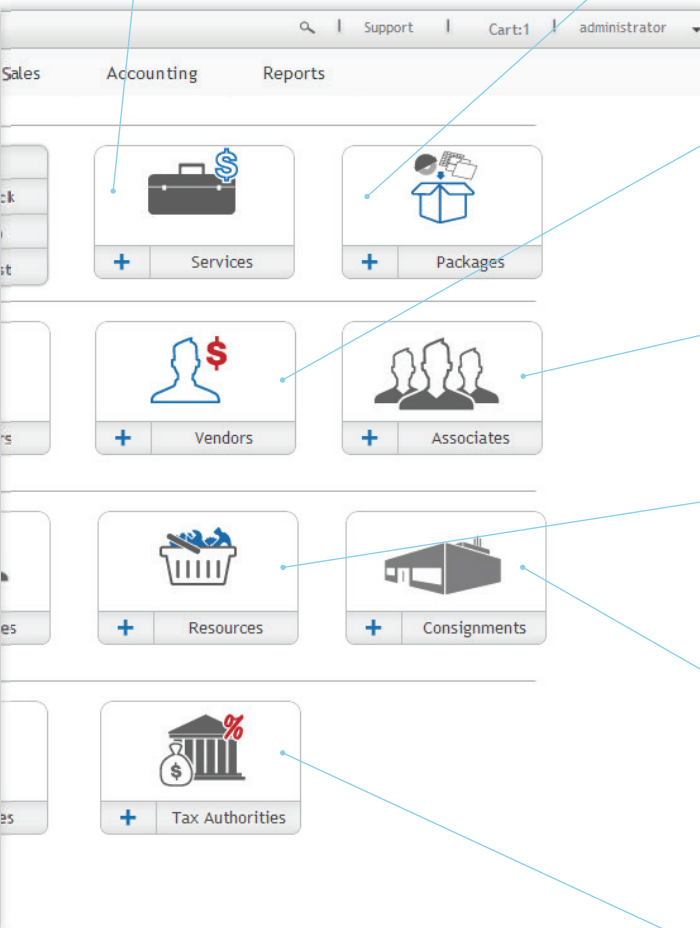
This refers to employees or contracted workers that perform specific tasks for various jobs. This could be truck drivers for distributors, and machinery operators for fabricators or manufacturers.

### Consignments

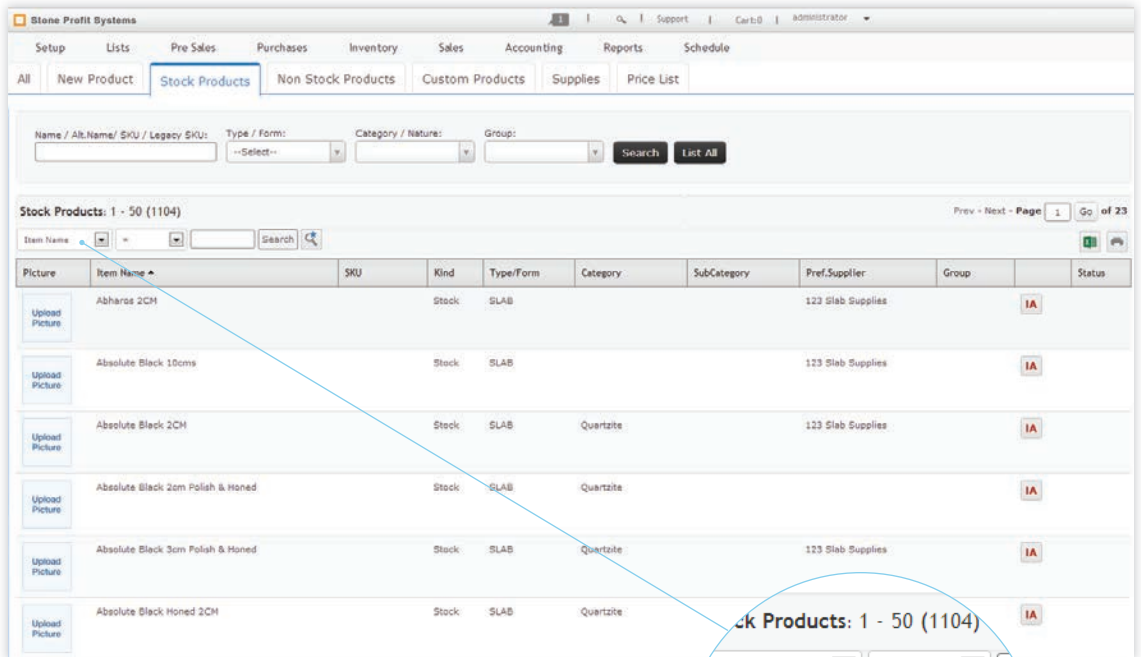
List out the companies that either hold your inventory at their location, or that supply consignment to your location. SPS does a great job of keeping consignment inventory organized.

### Tax Authorities

Keep track of all of the tax authorities your company is involved with.



# Product Catalog



## Accurate and Up-to-date Product List

SPS allows you to keep an organized, detailed, and current list of the products your company might sell. The information is easy to enter, easy to find, and easy to edit.

## Perform Accurate Searches

Search the products list by: item name, alternate name, SKU, product kind, product type, category, preferred supplier, group or status. Also perform advanced searches to search by multiple fields at the same time.



### Photo Archiving

Store pictures and easily create a library of images

### Price Levels

Record up to 100 price levels by dollar amount or percentage.

### Reorder Levels

Never run low. Enter a safety stock, and reorder level for each product.

**Stock Product**

## Alaska White 3cm

Type / Form: SLAB Category / Nature: Granite Group: Premium Base Color: White

Origin: Brazil

GL Inventory Link Account: 9300 - Inventory  
GL Income Account: 14700 - Sales - Granite Slabs  
GL Cost Of Goods Sold Account: 6000 - Cost of goods

Selling Prices for this Product:  
\$25.50 - RET - Retail  
\$24.00 - Price2 - Price2  
\$23.50 - Price3 - Price3  
\$23.25 - Price4 - Price4  
\$23.00 - Price5 - Price5  
\$22.50 - Price6 - Price6  
\$0.00 - Price7 - Price7

Avg. Cost: \$10.71 Last Cost: \$10.71

Reorder Levels:  
Safety Stock: 500 KM  
Reorder Qty: 1500 KM  
Preferred Supplier: Brazilia Quarries

Units:  
Purchasing Units: KM  
Selling Units: KM  
Sel. UOM per Pur. UOM: 1  
Weight: 0.00 LBS

Inventory Balance:  
In Stock: 38.00 Slabs / 2,147.50 KM

Packaging Details:  
Pkg. Unit Sel. Unit Pick Unit Weight

Notes:

Inventory Special Pricing Supplier PriceSheet Quotes Holds /SOs POs Web Info In Transit Files CRM

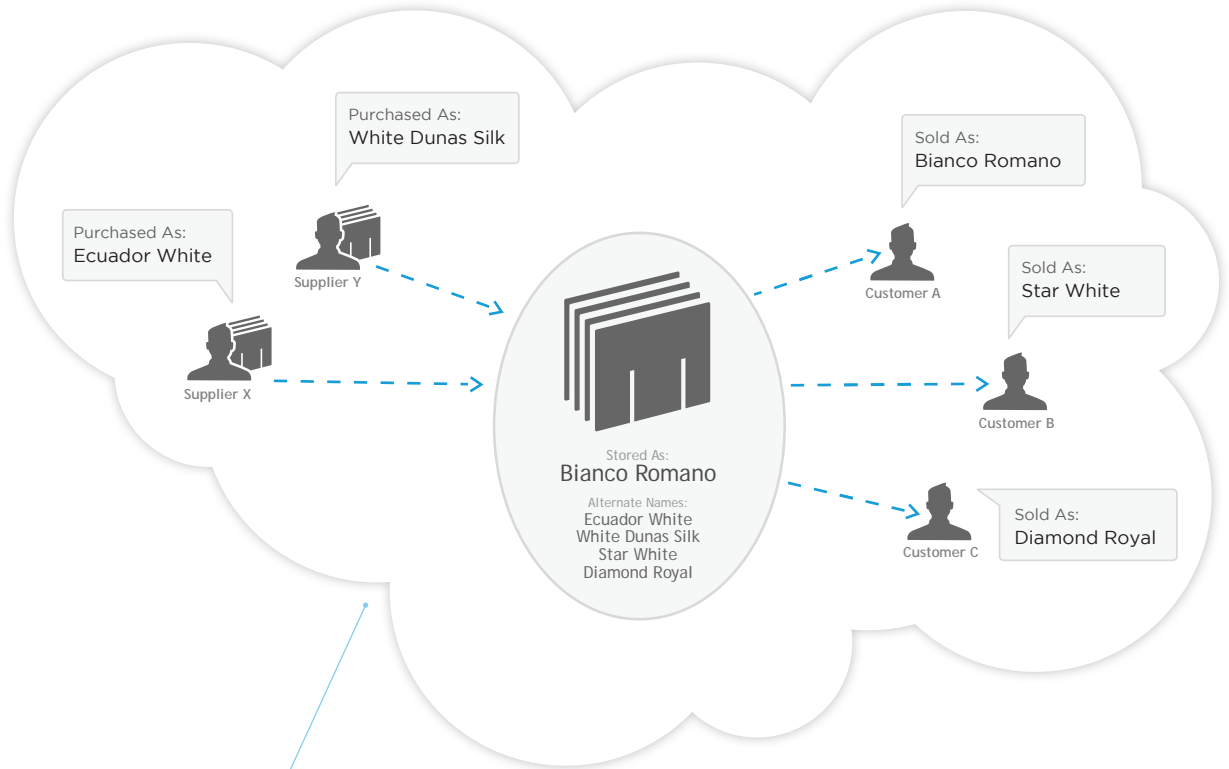
| Serial Num | Lot/Block | Bundle | Supp. Ref | Present Location   | Bin  | Quantity              | P | N | D |
|------------|-----------|--------|-----------|--------------------|------|-----------------------|---|---|---|
| 1-81       | DT92      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |   |
| 1-82       | DT93      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |   |
| 1-83       | DT94      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |   |

### Up-to-date Information

Quickly see information that involves the product. View holds, sale orders, and purchase orders that the product is attached to, and also see what is currently in stock.

### Units and Packaging Details

Update units of measure and packaging details for products other than slabs such as: tile, landscaping, and/or cladding.



### Alternate Names

In the stone industry everyone has a different name for the same product or color, and your company might have a specific name in order to gain an edge on competitors. With Stone Profit Systems you can store and organize all of the alternate names that you, your suppliers, and customers use for one product.



When purchasing inventory, avoid confusion by sending a purchase order with the product name that your supplier refers to, while keeping your records clean with the name you refer to.

When it is time to search through your Inventory, it is possible to search by the name you use or the alternate name to get the same result.

When selling to customers who demand a specific name, Stone Profit Systems allows you to mark it as a "sold as" name on their invoice in order to make the sale and keep your customer happy at the same time.

# Customer List

**Assign Payment Terms**

**Assign Price Levels**

**Store Tax Codes**

**Customer Detail: ABC Customer**

Primary Sales Person: Jerry Harrison

Payment Terms: 90 days

Price Level: RET - Retail

Sales Tax: ALACHUA -ALACHUA 6%

**Contact: Jerry Harrison**

Bill to: 411 Chicago Ave, Unit 28, Chicago IL 60644, United States

Ship to: 312-456-7894, 312-456-7896, 312-987-6545, info@abccustomer.com, abccustomer.net

**Sales and Location Info:** Parent Location: Stone Profits Demo, All Locations: No, Route Location: City East, Tax Exempt: No, Generic Customer: No

**Accounting Info:** Currency: USD

**Customer Balance:** Receivable Balance: \$2,527.62, Credit Balance: \$0.00, Unapplied Receipt: \$0.00, Total: \$2,527.62

**AR** Receipts Contacts Def. Charges Spl. Pricing Quotes Holds Sales Orders Invoices Pick Tcks Pkg. Lists Files CRM

**Aged Receivables as of 8/22/2013: 1 - 1 (1)**

| Customer  | Type    | Transactional | Invoice# | Sales Person  | Invoice Dt. | Due Dt.    | Days Pastdue | Current           | 31 - 60       | 61 - 90       | Over 90       | Balance Due       |
|---|---------|---------------|----------|---------------|-------------|------------|--------------|-------------------|---------------|---------------|---------------|-------------------|
| ABC Customer - (NONE)   | Invoice | 1             | 1        | administrator | 08/20/2013  | 11/18/2013 | 2            | \$2,527.62        |               |               |               | \$2,527.62        |
| <b>ABC Customer / 312-456-7894 / 90 days / Jerry Harrison</b> |         |               |          |               |             |            |              | <b>\$2,527.62</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$2,527.62</b> |

**Live Customer Balance**  
Always know how much your customer owes. Each customer page has a live running balance.

**Special Pricing**  
Each customer can be setup to have special pricing for specific products. SPS will let you know when you should use it.

**Add New Special Price**

Product:

Effective Date:

Expiry Date:

SOLD AS Name:

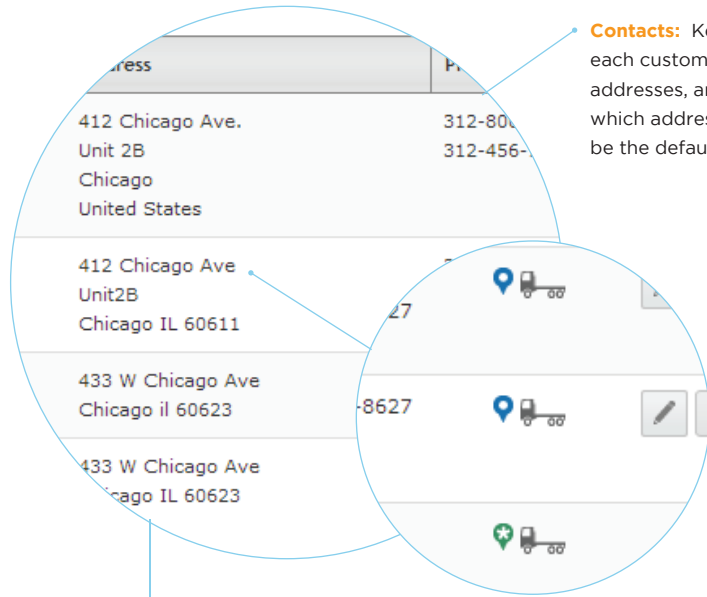
SOLD AS SKU:

| \$17,972.42  |            |              |              |              |            |              |               |                    |                   |                   |                    |               |                    |                    |
|--|------------|--------------|--------------|--------------|------------|--------------|---------------|--------------------|-------------------|-------------------|--------------------|---------------|--------------------|--------------------|
| AR   | Receipts   | Contacts     | Def. Charges | Spl. Pricing | Quotes     | Holds        | Sale Orders   | Invoices           | Pick Tkts         | Pkg. Lists        | Files              | CRM           |                    |                    |
| <b>Aged Receivables as of 2/22/2013: 1 - 7 (7)</b> |            |              |              |              |            |              |               |                    |                   |                   |                    |               |                    |                    |
| Party Name [v] = [v] [Search] [x]                  |            |              |              |              |            |              |               |                    |                   |                   |                    |               |                    |                    |
| Party Name   | Type       | Transaction# | Invoice#     | Invoice Dt.  | Due Dt.    | Days Pastdue | Current       | 1 - 30             | 31 - 61           | 62 - 90           | 91 - 180           | Over 180      | Balance Due        |                    |
| ABC Customer                                       | FABRICATOR | 27           | 223969 - R1  | 01/24/2013   |            | 29           |               | -\$1,029.03        |                   |                   |                    |               | -\$1,029.03        |                    |
| ABC Customer                                       | FABRICATOR | 3000000001   | 3000000001   | 01/29/2013   |            | 24           |               | -\$10.70           |                   |                   |                    |               | -\$10.70           |                    |
| ABC Customer                                       | FABRICATOR | 223950       | 223940       | 12/21/2012   | 02/10/2013 | 63           |               |                    |                   | \$1,586.43        |                    |               | \$1,586.43         |                    |
| ABC Customer                                       | FABRICATOR | 223981       | 223961       | 01/14/2013   | 02/28/2013 | 39           |               |                    | \$772.97          |                   |                    |               | \$772.97           |                    |
| ABC Customer                                       | FABRICATOR | 223991       | 223969       | 01/15/2013   | 03/01/2013 | 38           |               |                    | \$1,157.43        |                   |                    |               | \$1,157.43         |                    |
| ABC Customer                                       | FABRICATOR | 223451       | 223451       | 10/30/2012   | 12/14/2012 | 115          |               |                    |                   |                   | \$7,742.19         |               | \$7,742.19         |                    |
| ABC Customer                                       | FABRICATOR | 223554       | 223554       | 11/02/2012   | 12/17/2012 | 112          |               |                    |                   |                   | \$7,753.13         |               | \$7,753.13         |                    |
| <b>ABC Customer / 407-299-9394 / 45 Days/KEVIN</b> |            |              |              |              |            |              | <b>\$0.00</b> | <b>-\$1,039.73</b> | <b>\$1,930.40</b> | <b>\$1,586.43</b> | <b>\$15,495.32</b> | <b>\$0.00</b> | <b>\$17,972.42</b> |                    |
| <b>REPORT TOTALS</b>                               |            |              |              |              |            |              |               | <b>-\$1,039.73</b> | <b>\$1,930.40</b> | <b>\$1,586.43</b> | <b>\$15,495.32</b> |               |                    | <b>\$17,972.42</b> |

**Customer AR:** Easily access the opened aged receivables for each customer, complete with totals and due dates.

| \$367.98                    |            |          |              |   |                   |  |             |          |           |            |       |     |
|-----------------------------|------------|----------|--------------|---|-------------------|--|-------------|----------|-----------|------------|-------|-----|
| AR                          | Receipts   | Contacts | Def. Charges | Spl. Pricing                              | Quotes            | Holds  | Sale Orders | Invoices | Pick Tkts | Pkg. Lists | Files | CRM |
| <b>Receipts: 1 - 4 (4)</b>  |            |          |              |   |                   |  |             |          |           |            |       |     |
| Type [v] = [v] [Search] [x] |            |          |              |   |                   |  |             |          |           |            |       |     |
| Type                        | Date       | Days     | Customer     | Check/Ref No.                             | Amount            | Trx#-Applied   | Balance     |          |           |            |       |     |
| Receipt                     | 2/7/2013   | 15       | ABC Customer | Check # 123<br>Cash -- Chase Bank         | \$500.00          | Return Order 3000000004 -<br>\$-107.00<br>Return Order 23 - \$-24.61 | \$631.61    |          |           |            |       |     |
| Receipt                     | 12/31/2012 | 53       | ABC Customer | Ref. #<br>Cash -- Chase Bank              | -\$107.00         | Return Order 12 - \$-107.00  | \$0.00      |          |           |            |       |     |
| Deposit                     | 12/18/2012 | 66       | ABC Customer | Ref. #<br>Cash -- Chase Bank              | \$741.75          |  | \$741.75    |          |           |            |       |     |
| Deposit                     | 12/5/2012  | 79       | ABC Customer | Ref. # 458654862548<br>Cash -- Chase Bank | \$500.00          |  | \$500.00    |          |           |            |       |     |
| <b>TOTALS</b>               |            |          |              |   | <b>\$1,634.75</b> | <b>\$1,873.36</b>  |             |          |           |            |       |     |

**Customer Receipts:** Also, quickly see any payments the customer has made. SPS allows you to link directly to the information you want.



**Contacts:** Keep track of all the contacts associated with each customer. SPS allows you to record multiple names, addresses, and phone numbers. You can also specify which addresses are for shipping, and which one should be the default shipping address.

AR Receipts **Contacts** Def. Charges Spl. Pricing Quotes Holds Sale Orders Invoices Pick Tkts Pkg. Lists Files CRM

| Entered On(By)             | Assigned To   | Title(Description)   | Item(Price)                 | Type      | Sch.Date - Time |  |
|----------------------------|---------------|--|-----------------------------|-----------|-----------------|--|
| Feb 22, 2013 administrator |               | ProductQuestion<br>Customer called with questions about products durability  | CALACATTA DORE 3/4 POL SLAB | Message   | 10:30 am        |  |
| Feb 22, 2013 administrator | Administrator | follow up on Calacatta<br>Questions answered about Product. Need to check availability for large project. 1000sqft | CALACATTA DORE 3/4 POL SLAB | Follow Up |                 |  |
| Feb 22, 2013 administrator | Administrator | Price Negotiation<br>Wants 20% gave him 15%  | CALACATTA DORE 3/4 POL SLAB |           |                 |  |

**Add New Event**

Entered On  
Feb 22, 2013

Title:

Description:

Item:

Price: \$

Assigned To:

**Customer Relationship Management:** If the CRM Add-On Module is installed, you can record notes and conversations in the CRM tab. Your customers will be impressed with the things you and your team will remember.



Stone Profit Systems | 1 | Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports | Schedule

Customers | **New Customer** | Profile Change Requests

---

Customer Name:  Customer ID / Code:  Customer Type:  Contact Name:  Referred By:

**Contact Information:**

Primary Phone:  Secondary Phone:

Mobile:  Fax:

Email Address:

Website:

**Bill-To Address:**

Address:

Suite / Unit#:

City:  State:  Zip:

Country:  Country:

**Shipping Address:**

Address:  Same as Address

Suite / Unit#:

City:  State:  Zip:

Country:  Country:

**Location Info:**

Parent Location:

Multi Location Customer  Generic Customer

Route Location:

**Accounting Controls:**

This Customer is also a Vendor

This Customer is also an Inventory Supplier

PO REQUIRED: A PO is required to process any Sales Orders for this customer.

APPLY FINANCE CHARGES: Finance charges will be applied for late payments from this customer.

The preferred way of sending documents to this customer is:

**Sales Info:**

Primary Sales Person:

Price Level:

Payment Terms:

Tax Exempt

Exempt Certificate #:

Sales Tax:

Tax Exempt Reason:

Exempt Expiry Date:

**Currency:**

EIN Number:

**Credit Controls:**

Credit Limit:

Sales Lock Note:

Customer Since:

Language Selection:

**Customer Login:**  Allow access to Customer Login Module

Username:

Password:

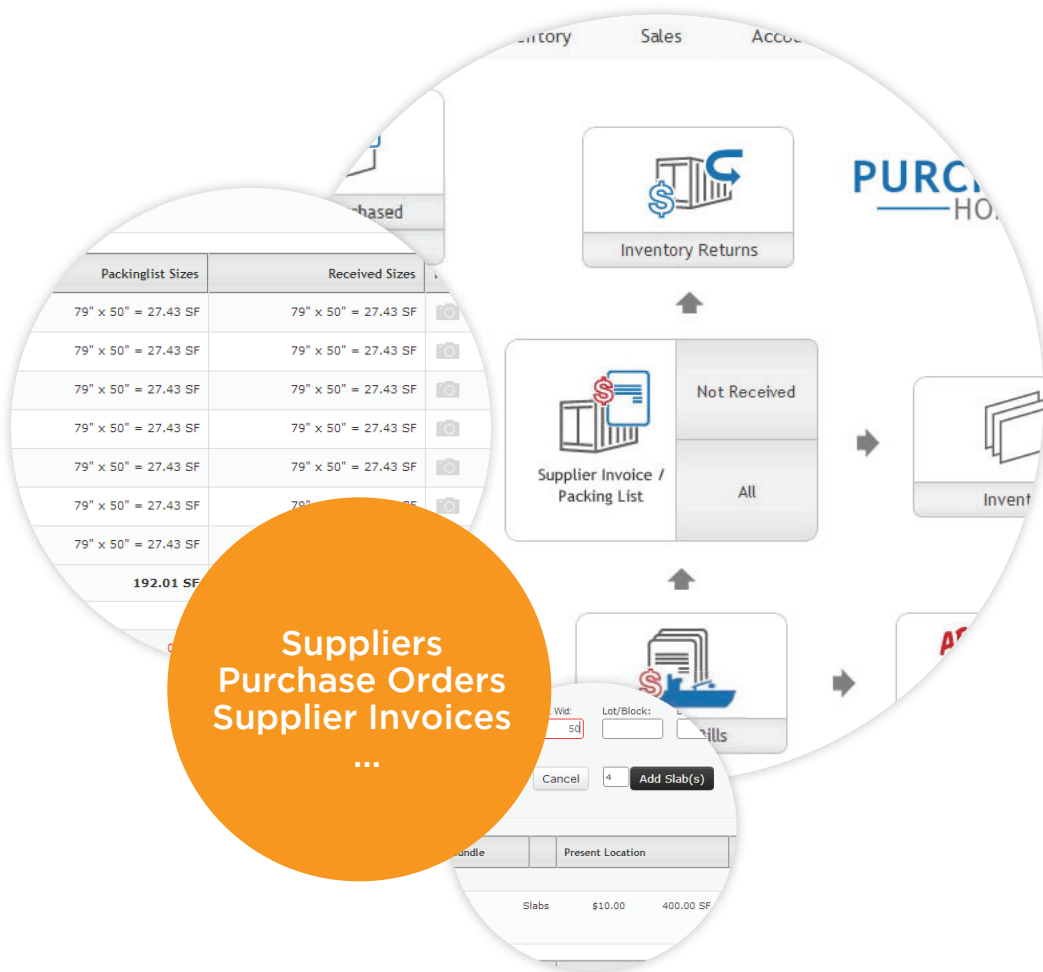
**Adding New Customers:** SPS makes it easy to quickly and effectively add new customers or edit existing ones. In one page you can record the addresses, assign payment terms, set credit limits, etc.





## Purchasing

Keep your warehouse/store in stock with the products you need. Stone Profit Systems generates reports to let you know what you need and how much! It remembers past orders and the best supplier prices so you don't have to. The SPS purchasing module was designed specifically for the stone industry. It allows for the entry of multiple dimensions, and will calculate landed cost automatically.



| Packinglist Sizes    | Received Sizes       |
|----------------------|----------------------|
| 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |
| 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |
| 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |
| 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |
| 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |
| 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |
| 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |
| 192.01 SF            |                      |

**Suppliers  
Purchase Orders  
Supplier Invoices  
...**

| Wid: | Lot/Block: |
|------|------------|
| 54   |            |

Cancel 4 Add Slab(s)

| Slabs | Price   | Quantity  |
|-------|---------|-----------|
|       | \$10.00 | 400.00 SF |

### Pre-Purchase Request

This feature allows you to check with your suppliers to see if the product you need is available without creating excessive purchase orders that might never be fulfilled.

### To be Purchased/Allocated

This section acts as a staging area for material that needs to be ordered due to either low quantities or sale order requirements. From here you can easily start a purchase order.

### Purchase Orders

This is where you will find all of the POs you have ever created, and also where you can create new ones. SPS makes it easy for you to find, add, and edit all of your POs.

### Inventory Suppliers

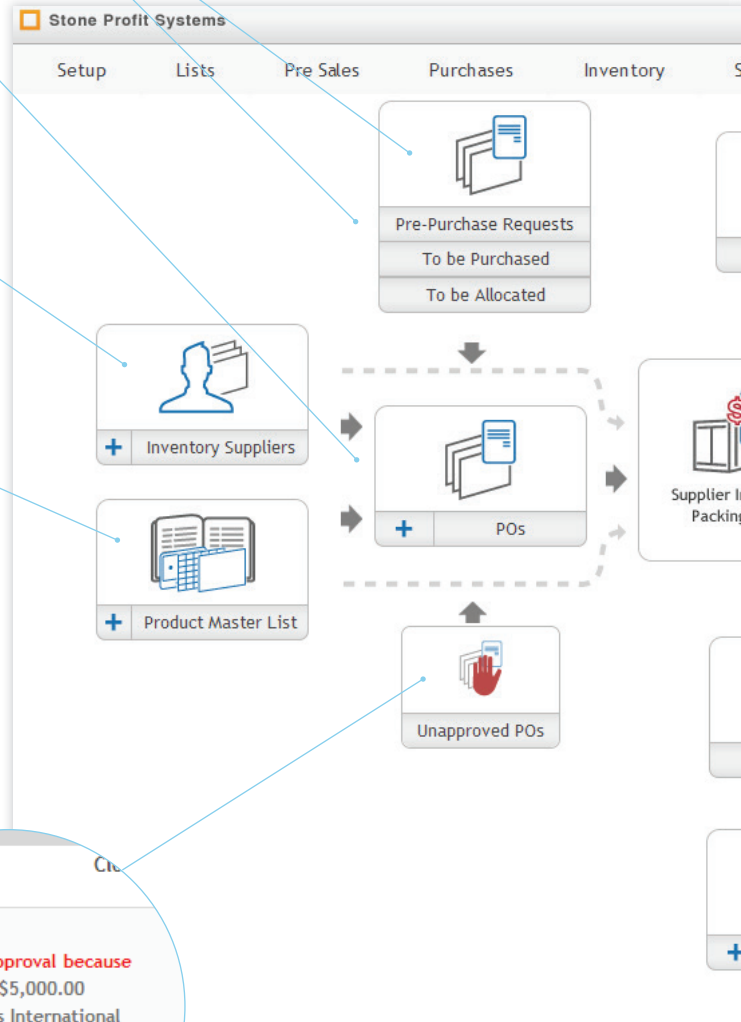
This is quick and easy access back to the master list of your suppliers. When purchasing material it is important to have quick access to the information you need.

### Product Master List

Another quick link back to the master list, this time for the products.

### Unapproved POs

SPS can be configured so that POs have to be approved if they are over a certain amount, or if they are domestic or international. All of the unapproved POs go here until they are approved. If your company does not do this, it can be turned off.

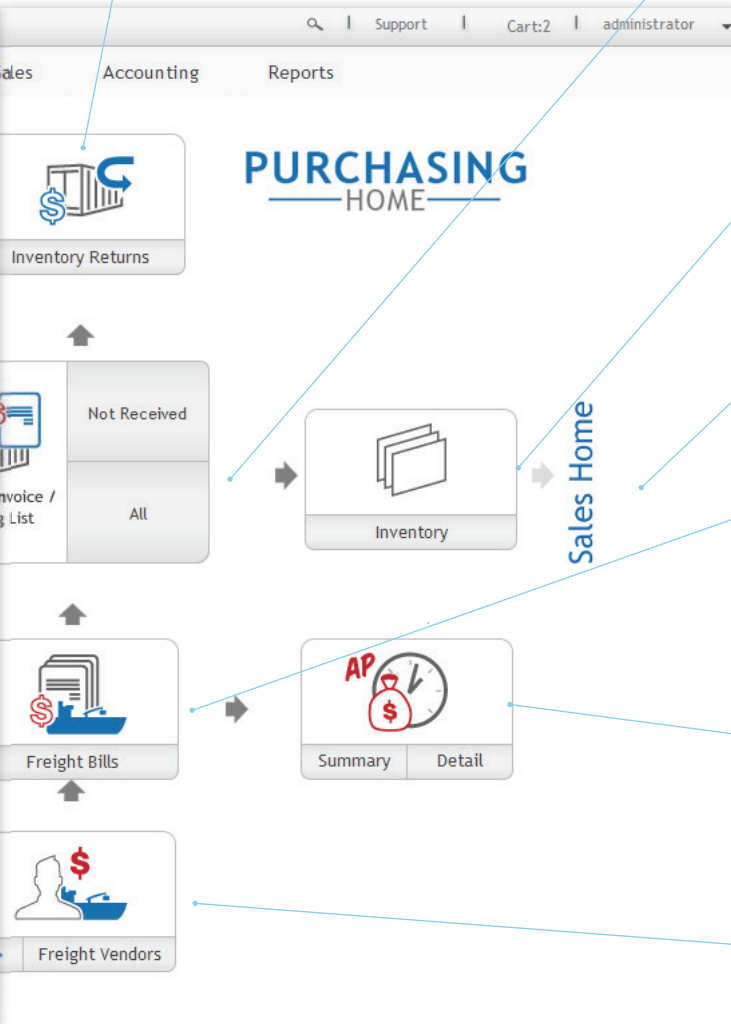


### Inventory Returns

On occasion there is the need to return the product you purchased to the supplier. With SPS, purchase returns are no problem. This section lists out all of the returns that you have made and creates a credit memo so you don't forget. The returned amount can be applied to other invoices.

### Supplier Invoice/Packing List

Once the deal is made, SPS allows you to enter the packing list your supplier sends. Once the product arrives you are able to update the packing list with what was actually sent. If the product is slab material you can enter the dimensions for each slab in the container.



### Inventory

After you receive the product from the purchase it becomes your inventory. This is a quick link to the inventory list/details.

### Sales home

This is a quick link to the sales home so that you can immediately start selling your new inventory.

### Freight Bills

Within each supplier invoice/packing list you will enter the freight bills associated with that order. With this information SPS will calculate the landed cost for each item so that you can show an accurate profit margin.

### Accounts Payable

This is fast access to your Accounts Payable list so you can be quick and efficient in paying your vendors and suppliers.

### Freight Vendors

This is a quick way to see your master list of vendors. Specifically those associated with freight.



# Suppliers & Purchase Orders

**Record Print Name for Checks**

**Keep Track of Payment Terms**

Stone Profit Systems | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports | Schedule

## Inventory Supplier

### ABC Supplier (ABC)

Type: Domestic

Print Name / DBA: ABC Supplier

Parent Location: Stone Profits Demo

Payment Terms: 60 Days

Shipment Terms: Next Truck

Contact: Jack

Accounting Info:

A. 132 South Bend Road  
E139  
Chicago IL 60553  
United States

P. 822-505-6000  
822-505-6601

E. jack@abcsuppliers.com

Currency: USD - USD  
Tax Number: 123-889  
Language: ENGLISH  
Supplier Since: Aug 01, 2013  
Purchase Tax: LAKE -LAKE 7%

**Supplier Balance**

|                     |                     |
|---------------------|---------------------|
| Payable Balance:    | \$149,750.00        |
| Credit Balance:     | \$0.00              |
| Unapplied Payments: | \$0.00              |
| <b>Total:</b>       | <b>\$149,750.00</b> |

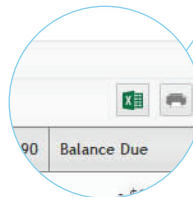
AP | Payments | Priceshet | Contacts | POs | On PO | In Transit | Pur.History | Invoices | Wiring Instr | Files | CRM

**Aged Payables as of 8/22/2013: 1 - 2 (2)**

| Party Name           | Transaction# | Invoice# | Invoice Dt. | Due Dt.    | DaysDue | Current             | 1 - 30        | 31 - 60       | 61 - 90       | Over 90       | Balance Due         |
|----------------------|--------------|----------|-------------|------------|---------|---------------------|---------------|---------------|---------------|---------------|---------------------|
| ABC Supplier         | 1            |          | 08/19/2013  | 10/18/2013 |         | \$64,250.00         |               |               |               |               | \$64,250.00         |
| ABC Supplier         | 1B           |          | 08/20/2013  | 10/19/2013 |         | \$85,500.00         |               |               |               |               | \$85,500.00         |
| <b>ABC Supplier</b>  |              |          |             |            |         | <b>\$149,750.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$149,750.00</b> |
| <b>REPORT TOTALS</b> |              |          |             |            |         | <b>\$149,750.00</b> |               |               |               |               | <b>\$149,750.00</b> |

## Supplier Details

Record and access the important information relevant to all of your inventory suppliers. Easily access live data that lets you know current orders, outstanding payments, and past dealings/purchase history. Don't rely on your supplier to keep things straight. SPS gives you the tools to be organized.



## Export and Print

Click these icons to export the current list to a spreadsheet or print. Within the print options you can choose to email or fax.

**Email PO to Supplier**

SPS makes it possible to send the PO in an email or fax directly to your supplier

**Special Orders**

If the purchase order was created to fulfill a sale order, it will be clearly marked with customer info and SO number.

The screenshot displays the 'Purchase Order Detail' interface for 'Purchase Order # 5' dated 'Aug 22, 2013'. The interface includes a navigation menu (Setup, Lists, Pre Sales, Purchases, Inv), a main header with 'Purchase Order # 5' and 'Aug 22, 2013', and a detailed view of the order. A callout for 'Email PO to Supplier' points to 'Print' and 'Email' buttons. A callout for 'Special Orders' points to a customer reference box showing 'Janis Interiors Sniderman, Linda' and 'SO #: 1152'. A callout for 'Purchase Orders and Order Permissions' points to a table of supplier invoices. A callout for 'Create Supplier Invoice/Packing list' points to an 'Add Supplier Invoice / Packing List' button. A callout for 'Material Quantities' points to a table of products with columns for 'Product', 'Slabs', 'Qty', 'Fullfilled', 'Balance', 'Unit Price', 'Extended', and 'Tax'.

| Supplier Invoice / Packing Lists | Date         | Transaction              | Invoice # | Total      | ETA Date | Received Date | Container # |
|----------------------------------|--------------|--------------------------|-----------|------------|----------|---------------|-------------|
|                                  | Jan 21, 2013 | SupplierInvoice # 12497  |           | \$3,008.40 |          |               |             |
|                                  | Jan 21, 2013 | SupplierInvoice # 12497B |           | \$0.00     |          |               |             |

| Product                     | Slabs | Qty          | Fullfilled  | Balance     | Unit Price | Extended     | Tax |
|-----------------------------|-------|--------------|-------------|-------------|------------|--------------|-----|
| Absolute Black Polished 3CM | IA SP | 10,000.00 SF | 6,500.00 SF | 3,500.00 SF | \$10.00    | \$100,000.00 |     |
| Uba Tuba 3CM                | IA SP | 5,000.00 SF  | 5,000.00 SF | 0.00 SF     | \$9.50     | \$47,500.00  |     |
| Alaska White 3cm            | IA SP | 2,000.00 SF  | 2,000.00 SF | 0.00 SF     | \$11.50    | \$23,000.00  |     |

**Purchase Orders and Order Permissions**

Effortlessly combine supplier and products to create a PO to send to your supplier. Limitations on cost or supplier type can be set that holds the PO until an administrative user approves the order.

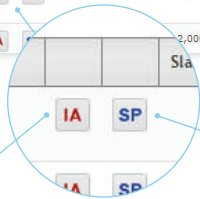
**Create Supplier Invoice/Packing list**

From the PO click the add supplier invoice button to turn the PO into a packing list for the next step in the purchasing flow.

**Material Quantities**

Add material, quantity, and prices so your supplier can send you what you need.

| Product                     | Slabs | Qty          | Fulfilled   | Balance     | Unit Price | Extended     | Tax |
|-----------------------------|-------|--------------|-------------|-------------|------------|--------------|-----|
| Absolute Black Polished 3CM | IA SP | 10,000.00 SF | 6,500.00 SF | 3,500.00 SF | \$10.00    | \$100,000.00 |     |
| Uba Tuba 3CM                | IA SP | 5,000.00 SF  | 5,000.00 SF | 0.00 SF     | \$9.50     | \$47,500.00  |     |
| Alaska White 3cm            | IA SP | 2,000.00 SF  | 2,000.00 SF | 0.00 SF     | \$11.50    | \$23,000.00  |     |



**Inventory Availability**

**Inventory Availability for this Absolute Black Polished 3CM**

In Stock: 850.00 SF

In Transit: 3160.00 SF

On P.O.: 2050.00 SF

Close

### Inventory Availability

Quickly see what is in stock, in transit, or on another PO. This button will help reduce mistakes and increase productivity by preventing double orders for the same product.

**Supplier Pricing**

**Supplier Pricing for Absolute Black Polished 3CM**

Preferred Supplier:

**Supplier Priceshheet:**

| Supplier   | Phone | Cost |
|--|-------|------|
| There is no supplier pricing records for this product No results found!! |       |      |

**Purchase Cost History:**

| Date       | Packing List# | Supplier                  | Cost    |
|------------|---------------|---------------------------|---------|
| 10/15/2012 | 12362         | Supplier 123              | \$4.56  |
| 10/16/2012 | 12366         | Abc Customer and Supplier | \$12.00 |
| 01/21/2013 | 12497         | Supplier 123              | \$12.53 |
| 01/21/2013 | 12496         | Abc Customer and Supplier | \$8.00  |

**Sale Price:**

| RET    | CON    | WS     | HD     | EMP    | F      | Price7 |
|--------|--------|--------|--------|--------|--------|--------|
| \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |

Close

### Supplier Pricing

In one click view all the suppliers and their pricing from past purchases for the product in question. This feature will help make decisions quick and precise.



# Supplier Invoices/Packing List

## Quick Links and Reminders

Follow the steps to receive the order into inventory.

## Important Information

Always see important dates, terms, and amounts at a glance.

**Supplier Invoice # 12509**  
 Feb 23, 2013  
 Created from PO #: 12509  
 Not Received

Supplier:  
**ABC Supplier**  
 445 E Prescott Ave  
 345  
 Chicago IL 60596  
 United States

Ship to:  
**Stone Profits Demo**  
 445 E Ohio Street  
 360  
 Chicago IL 33172  
 United States

Ship(Bill) Date:  
**Feb 23, 2013**  
 Inv. Date:  
**Feb 23, 2013**  
 Due Date:  
**Apr 24, 2013**  
 Payment Terms:  
**60 Days**

Summary  
 Invoice Total: \$9,250.00  
 Applied Payments: \$0.00  
 Balance Due: \$9,250.00

| Product          | Pick. Qty | Unit Cost | Billed Qty | Packinglist Qty | Received Qty | Unit Freight | Landed Unit Cost | Total Cost |
|------------------|-----------|-----------|------------|-----------------|--------------|--------------|------------------|------------|
| Alaska White 3cm | 200.00    | \$15.00   | 200.00 SF  | 0.00 SF         | 0.00 SF      | \$0.00       | \$15.00          | \$3,000.00 |
| Uba Tuba 3CM     | 400.00    | \$10.00   | 400.00 SF  | 0.00 SF         | 0.00 SF      | \$0.00       | \$10.00          | \$4,000.00 |
| AZUL PLATINO STD | 150.00    | \$15.00   | 150.00 SF  | 0.00 SF         | 0.00 SF      | \$0.00       | \$15.00          | \$2,250.00 |

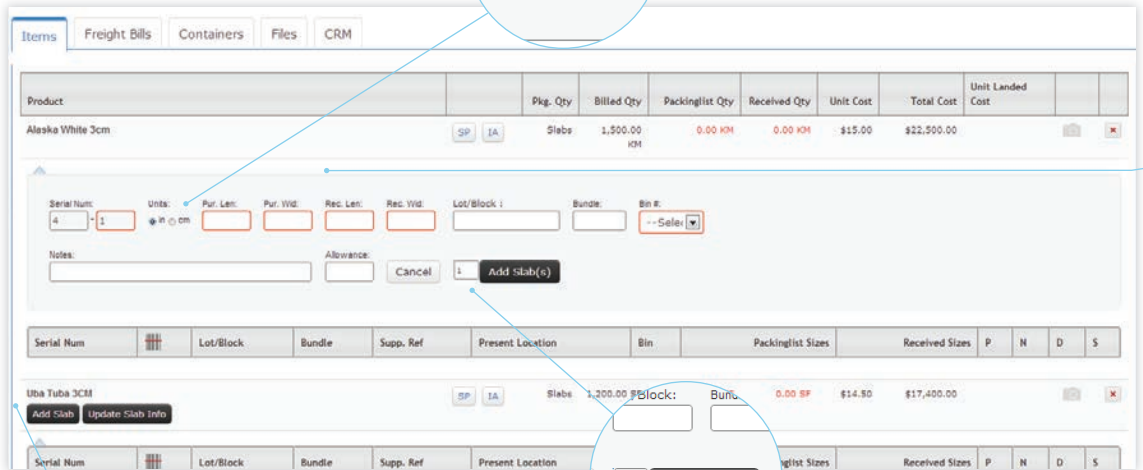
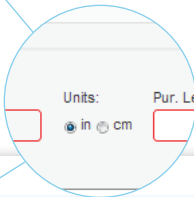
Sub Total: \$9,250.00  
 Tax: \$0.00  
 Total: \$9,250.00  
 Balance Due: \$9,250.00  
 Make Payment

## Supplier Invoice

When your supplier confirms an order, and sends an invoice, SPS allows you to enter it into the system, and allows you to list out the products and quantities that they are sending.

### Convert Centimeters to Inches

Enter the packing list measurements in Centimeters or inches. SPS will convert the centimeters to Inches.



### Enter Packing List

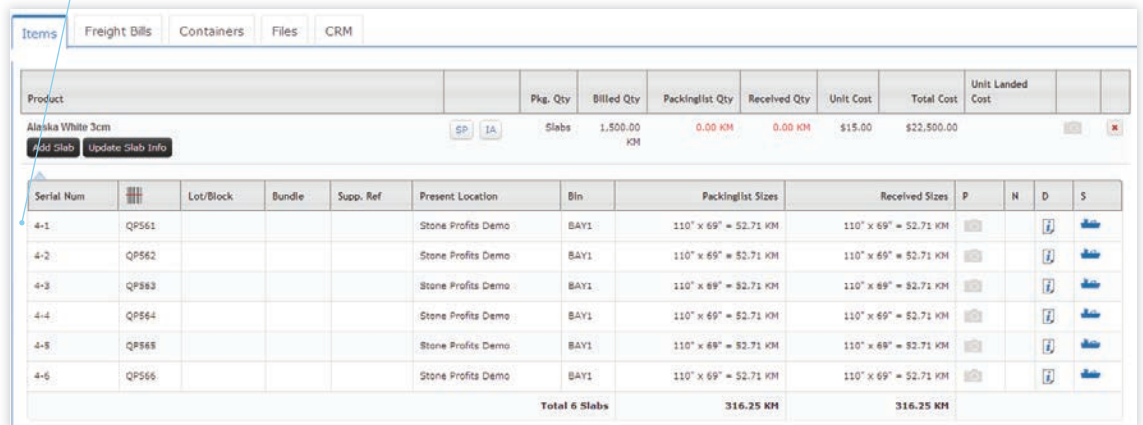
When a packing list is received from your supplier, open the previously entered invoice and enter the slab information by selecting add slab.

### Enter Multiple Slabs at Once

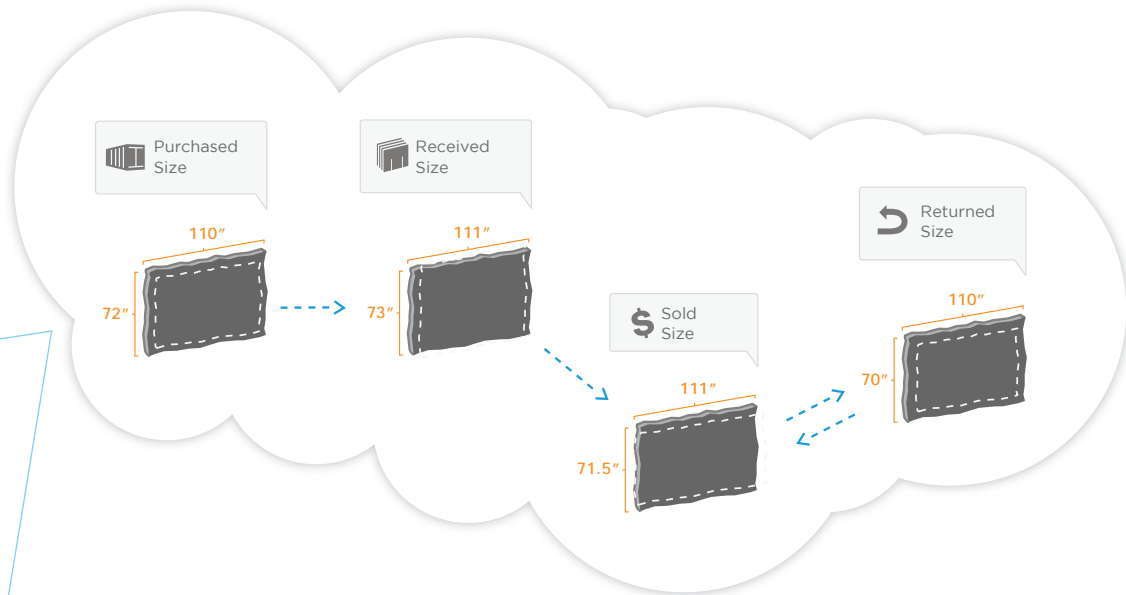
Using the field beside the "add slabs" button you may enter the number of slabs that might have the same information.

### After Entry

As the slab's info is entered SPS generates a unique serial number and a bar-code number.







**Enter Dimensions**

Stone Profit Systems gives you the ability to track the ever changing slab size each time the slab changes hands.

When receiving, Stone Profit Systems will generate a receiving worksheet so your warehouse employees can easily record the size of the slabs when they are unloaded. Instead of replacing the purchased sizes, the received sizes are recorded separately so you have a clear record of the changes in your order.

The system will also allow you to record new dimensions when the slabs are sold, and even if the slabs are returned.



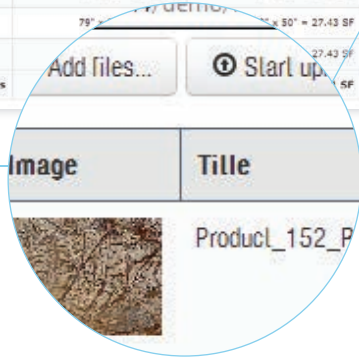
| Product                           | Pick. Qty | Unit Cost | Billed Qty | Packinglst Qty | Received Qty | Unit Freight | Landed Unit Cost | Total Cost |
|-----------------------------------|-----------|-----------|------------|----------------|--------------|--------------|------------------|------------|
| SLAB POL 3CM G181 COLD SPRING STD | Slabs     | \$15.00   | 200.00 SF  | 0.00 SF        | 0.00 SF      | \$0.00       | \$15.00          | \$3,000.00 |

| Serial Num | Lot/Block | Bundle | Present Location | Bin | Packinglst Sizes     | Received Sizes       | P | N | D | S |
|------------|-----------|--------|------------------|-----|----------------------|----------------------|---|---|---|---|
| 12509-1    | DT21756   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-2    | DT21757   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-3    | DT21758   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-4    | DT21759   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-5    | DT21760   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-6    | DT21761   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-7    | DT21762   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |

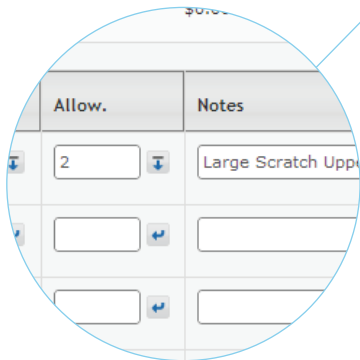
### Upload Pictures

Take pictures of the received slabs. You can have an image for each slab or choose to upload one to represent an entire lot.



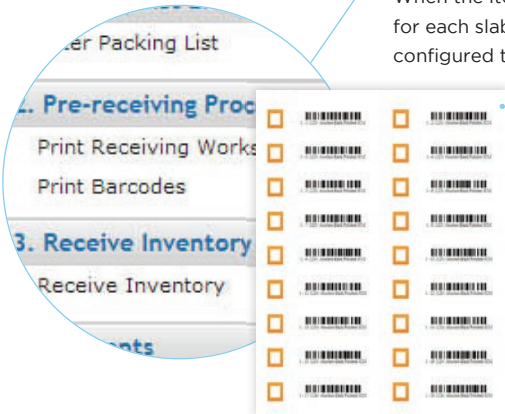
### Allowances and Notes

Enter in allowances and notes for defects on an individual slab. The allowance and notes entered will stay with the slab while it is inventory and when it is attached to a sale.



### Print Bar-Codes

When the items are received, print bar-codes for each slab/item on the list. Bar-codes can be configured to show the information you need.



### Bar-Code Information

- Material Name
- Slab Sizes
- Lot Number
- Unique ID
- Quantity
- SKU
- Bar-Code ID
- Company Logo
- Supplier Code
- Supplier Reference
- Picking Units
- Bundle Number
- Packaging Details

Items | **Freight Bills** | Containers | Files | CRM

**Freight Bills** Add New Freight Bill

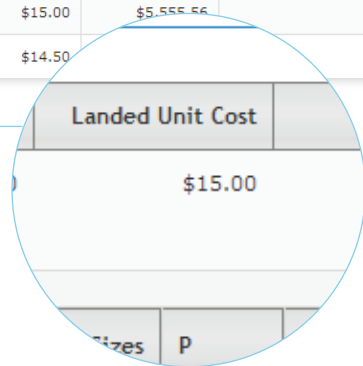
| Invoice # | Invoice Date | Freight Vendor | Amount      |
|-----------|--------------|----------------|-------------|
| 5113      | Aug 22, 2013 | 123 Courier    | \$10,000.00 |

| Item             | Billed Qty  | Unit Weight | Total Weight | Unit Cost | Apply Value | Apply Unit Freight |
|------------------|-------------|-------------|--------------|-----------|-------------|--------------------|
| Alaska White 3cm | 1,500.00 KM | 0.00 LBS    | 0.00 LBS     | \$15.00   | \$5,555.56  | \$3.70             |
| Uba Tuba 3CM     | 1,200.00 SF | 0.00 LBS    | 0.00 LBS     | \$14.50   |             | \$3.70             |

**Freight Bills & Landed Cost**

Enter in freight bills specific to the purchased materials. After all have been entered, SPS will automatically calculate the landed cost for each item/slab in the order. This will give you insight for your selling price, as well as provide you with an accurate profit margin.



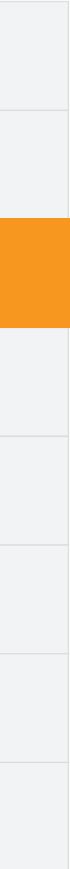
Items | **Freight Bills** | Containers | Files | CRM

| Product                           | Pick. Qty | Unit Cost | Billed Qty | Packinglist Qty | Received Qty | Unit Freight | Landed Unit Cost | Total Cost |
|-----------------------------------|-----------|-----------|------------|-----------------|--------------|--------------|------------------|------------|
| SLAB POL 3CM G161 COLD SPRING STD | Slabs     | \$15.00   | 200.00 SF  | 0.00 SF         | 0.00 SF      | \$0.00       | \$15.00          | \$3,000.00 |

Add Slab | Update Slab Info

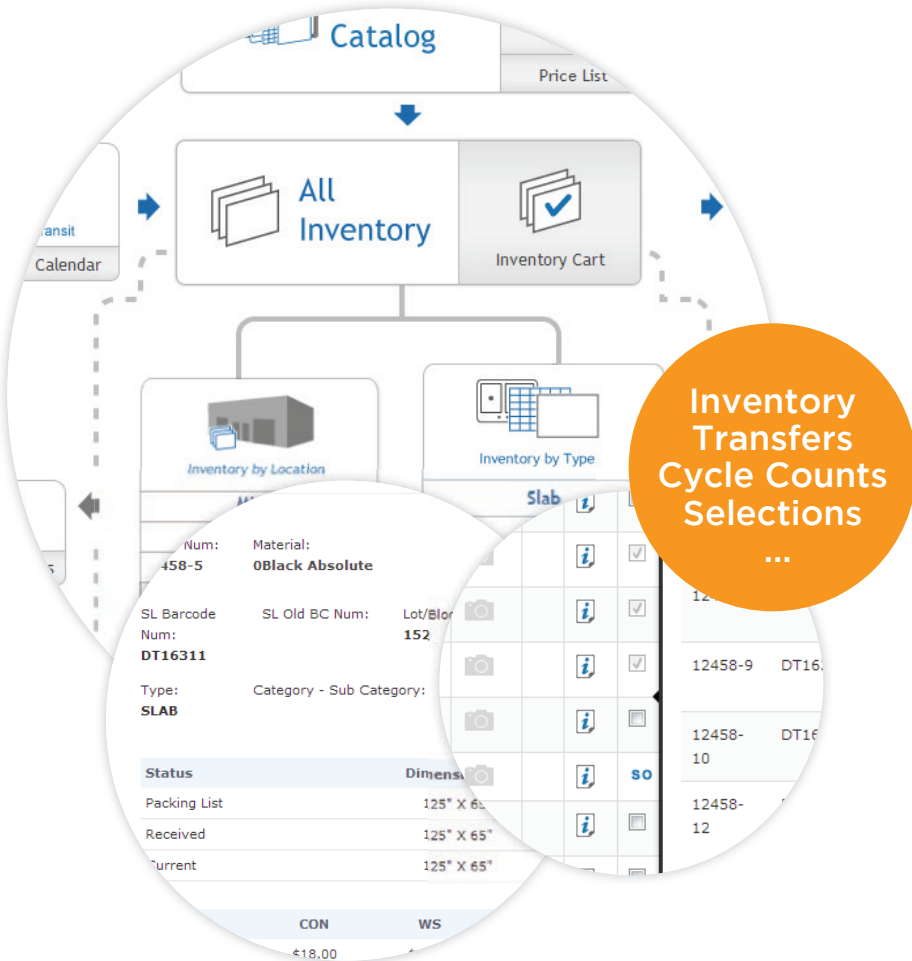
| Serial Num           | Lot/Block | Bundle | Present Location | Bin | Packinglist Sizes    | Received Sizes       | P | N | D | S |
|----------------------|-----------|--------|------------------|-----|----------------------|----------------------|---|---|---|---|
| 12509-1              | DT21756   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-2              | DT21757   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-3              | DT21758   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-4              | DT21759   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-5              | DT21760   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-6              | DT21761   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| 12509-7              | DT21762   |        | Keys - Miami     |     | 79" x 50" = 27.43 SF | 79" x 50" = 27.43 SF |   |   |   |   |
| <b>Total 7 Slabs</b> |           |        |                  |     |                      | <b>192.01 SF</b>     |   |   |   |   |





# Inventory

Stone Profit Systems, unlike any other inventory management system, tracks information at the slab/item level. You can store the size/square foot and take note of allowances for each slab in your inventory; granting exact adjusted prices automatically.



### All Inventory

This will lead you to an easy-to-use searchable list. SPS allows you to search by name, alternate name, base colors, type, category, origin, and much more. Finding items in inventory has never been easier.

### Inventory in Transit

SPS can show you in a list and calendar view all of your inventory that is on its way to your location. This allows you to pinpoint the day material will arrive.

### Inventory by Type

This is a set of quick links that will instantly sort your inventory by type. It can show you slabs, tile, cut-to size, landscape, or any other type that you define during setup.

### Inventory by Location

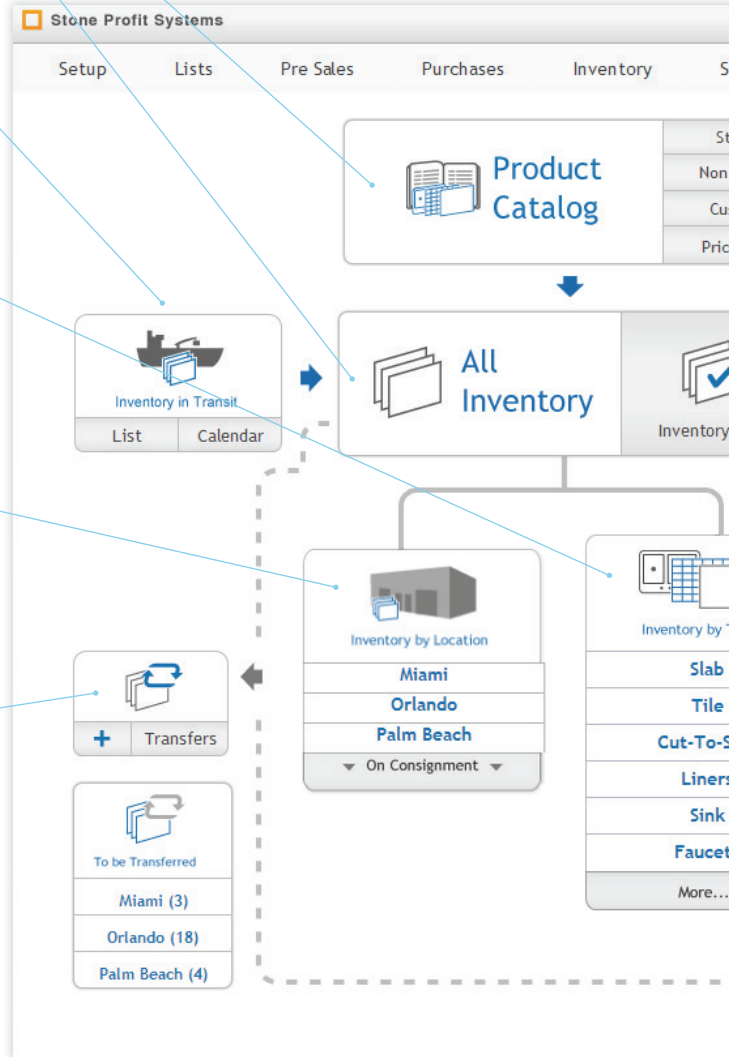
This set of quick links will sort your inventory by your locations. You can view all your inventory from all locations on one screen, or you can view one location at a time.

### Transfers

SPS transfers allow you to move inventory from location to location without leaving the systems inventory count, this allows you to be flexible and accommodating for your customers.

### Product Catalog

The product catalog is essential to keeping your inventory organized. That's why SPS has a quick link to it from the Inventory Home.



### Selections Cart

The selections cart is an easy-to-use tool that quickly connects your inventory to any transaction such as: a hold, transfer, or sale order. From the selections cart you can also perform inventory adjustments, change bin numbers, and print bar-codes.

### Holds

This is a quick link to the Pre-Sales module. You can quickly create holds on inventory or search and find existing holds.

### Sale Orders

This quick link leads to the sales module allowing you to create sales orders as well as find existing ones.

### Physical Count

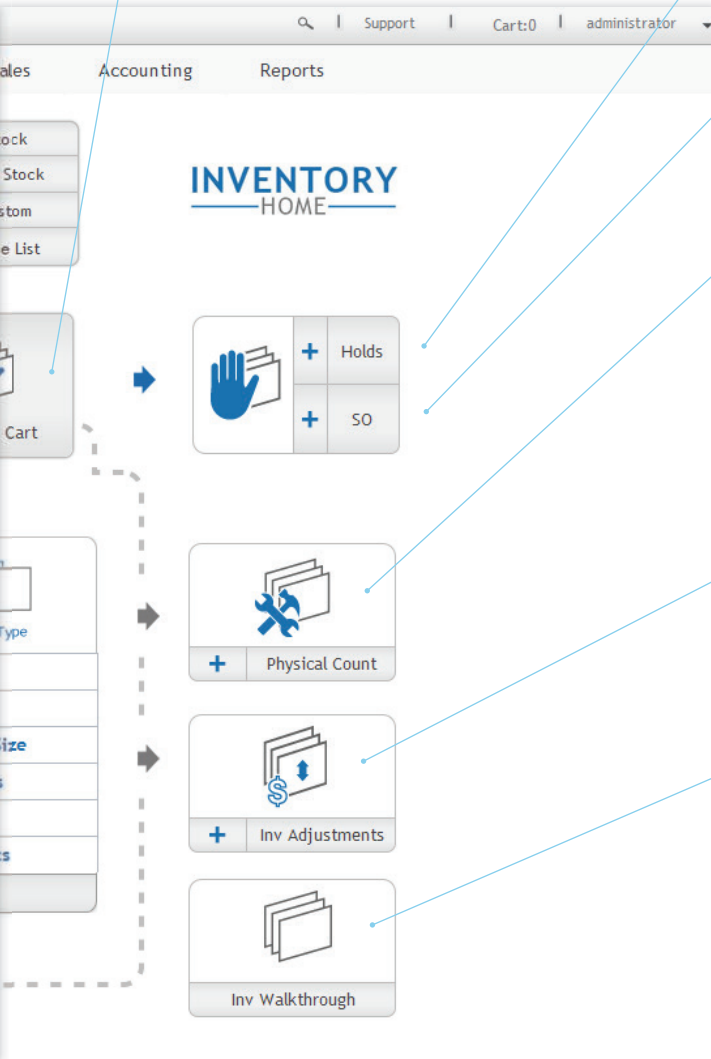
This inventory tool makes the task of physical counts easier to conduct. Using a bar-code scanner, your staff can scan your full warehouse or specific sections. Once the scans are captured this tool will compare the scanned inventory to the system count, and help you make the appropriate adjustments.

### Inventory Adjustments

This tool makes it possible to easily write off unwanted inventory, it will also allow you to revalue, reclassify, and split inventory.

### Inventory Walkthrough

This feature allows you to view a list of inventory, past and present. This gives you a status for each item and lets you see any past adjustments.



# Inventory Search

## Search Options

Search inventory by name, alternate name, color, location, type/form, product code, origin, lot number, and more.

## Sort Alphabetically

Use these buttons to quickly sort the inventory alphabetically.

| Product Name (SKU)                           | Inventory                | Type | Category | Origin | Colors | Group |
|--|--------------------------|------|----------|--------|--------|-------|
| <b>Absolute Black 2CM</b>                    | In Stock 28 1608.64 SF   | SLAB | Granite  |        |        |       |
|  | Available 28 1608.64 SF  |      |          |        |        |       |
| <b>Absolute Black 2cm Polish &amp; Honed</b> | In Stock 29 1873.34 SF   | SLAB | Granite  | India  |        |       |
|  | On SO -1 -57.28 SF       |      |          |        |        |       |
|  | Available 28 1816.06 SF  |      |          |        |        |       |
| <b>Absolute Black 3cm Polish &amp; Honed</b> | In Stock 35 2372.13 SF   | SLAB | Granite  |        |        |       |
|  | Available 35 2372.13 SF  |      |          |        |        |       |
| <b>Absolute Black Honed 2CM</b>              | In Stock 8 514.82 SF     | SLAB | Granite  |        |        |       |
|  | Available 8 514.82 SF    |      |          |        |        |       |
| <b>Absolute Black Honed 3CM</b>              | In Stock 2 131.56 SF     | SLAB | Granite  |        |        |       |
|  | Available 2 131.56 SF    |      |          |        |        |       |
| <b>Absolute Black Polished 3CM</b>           | In Stock 103 6530.07 SF  | SLAB |          |        |        |       |
|  | On Hold -1 -68.58 SF     |      |          |        |        |       |
|  | Available 102 6461.49 SF |      |          |        |        |       |
| <b>Absolute Black Premium 2CM</b>            | In Stock 108 6700.04 SF  | SLAB | Granite  |        |        |       |
|  | On Hold -1 -57.28 SF     |      |          |        |        |       |
|  | Available 107 6642.76 SF |      |          |        |        |       |
| <b>Absolute Black Premium 3CM</b>            | In Stock 61 3746.54 SF   | SLAB | Granite  |        |        |       |
|  | On SO -2 -128.92 SF      |      |          |        |        |       |
|  | Available 59 3617.62 SF  |      |          |        |        |       |

## Available Inventory Summary

When searched, the results will show below in order of relevance. Each item will show a summary of what is available to add to a transaction.



| Product Name (SKU)                 | Inventory   | Type | Category   | Origin | Colors  | Group  |       |         |
|------------------------------------|-------------|------|------------|--------|---------|--------|-------|---------|
| <b>Absolute Black Polished 3CM</b> | In Stock    | 108  | 6449.00 KM | SLAB   | Granite | Africa | Black | Staples |
|                                    | On Transfer | -1   | -55.00 KM  |        |         |        |       |         |
|                                    | On Hold     | -1   | -57.04 KM  |        |         |        |       |         |
|                                    | Available   | 104  | 6230.98 KM |        |         |        |       |         |
| <b>Alaska White 3cm</b>            | In Stock    | 38   | 2147.50 KM | SLAB   | Granite | Brazil | White | Premium |
|                                    | On Hold     | -2   | -113.56 KM |        |         |        |       |         |
|                                    | On SO       | -2   | -113.56 KM |        |         |        |       |         |
|                                    | Available   | 33   | 1864.38 KM |        |         |        |       |         |

| Serial Num | Lot/Block | Bundle | Supp. Ref | Present Location   | Bin  | Quantity              | P | N | D  |
|------------|-----------|--------|-----------|--------------------|------|-----------------------|---|---|----|
| 1-81       | DT92      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |    |
| 1-82       | DT93      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |    |
| 1-83       | DT94      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |    |
| 1-84       | DT95      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |    |
| 1-85       | DT96      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   | so |
| 1-86       | DT97      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   | so |
| 1-87       | DT98      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |    |
| 1-88       | DT99      | 6656   |           | Stone Profits Demo | BAY3 | 112" x 73" = 56.78 KM |   |   |    |

**Hold # 80**

Bill To:  
**ABC Customer and S**  
 5757  
 2938  
 Chicago IL 59324  
 United States

Ravi  
 312-525-8858  
 23980080  
 Sales Rep:  
**administrator**

### Expanded Details

Select a product and SPS will expand to show each slab that is in inventory. This list will show the serial number, lot/block number, location, bin number, and received size.

### Selection Cart

Select items in the selection cart to quickly perform transactions such as transfers, holds, and sale orders.

### Slab Availability

Look to the right to see if a slab is available. If it is not available the icons will instantly let you know why. Click on the icon to get a quick view of the transaction that it is attached to.

| Serial Num | Item  | Lot/Block        | Bundle | Supp. Ref | Location           | Bin  | Quantity              |
|------------|-------|------------------|--------|-----------|--------------------|------|-----------------------|
| 1-83       | DT94  | Alaska White 3cm | 6656   |           | Stone Profits Demo | BAY3 | 112" X 73" = 56.78 KM |
| 1-96       | DT107 | Alaska White 3cm | 6656   |           | Stone Profits Demo | BAY3 | 112" X 73" = 56.78 KM |
| 1-95       | DT106 | Alaska White 3cm | 6656   |           | Stone Profits Demo | BAY3 | 112" X 73" = 56.78 KM |
| 1-94       | DT105 | Alaska White 3cm | 6656   |           | Stone Profits Demo | BAY3 | 112" X 73" = 56.78 KM |

### Detailed Slab Information and History

Stone Profit Systems stores detailed information for each and every slab/item in your inventory. Now it is easy to know purchasing history, holds, sales history, return history, costs, selling price levels, and much more. Simply click the information icon and see all the information you need.



### Slab Detail Information

Detail Information
Location History
Inventory Walkthrough
Slab Smith Inventory

Serial Num: **1-87**

SL Barcode Num: **DT98**

Type: **SLAB**

Material: **Alaska White 3cm**

SL Old BC Num:      Lot/Block : **6656**

Category - Sub Category: **Granite**

Location (Bin #): **Stone Profits Demo (BAY3)**

Bundle:              Supp. Ref:

Group : **Premium**

**Inventory is in stock.**

| Status       | Dimensions | Allowance | Area     | Unit Cost | Total Cost |             |
|--------------|------------|-----------|----------|-----------|------------|-------------|
| Packing List | 112" X 73" |           | 56.78 KM | \$10.71   | \$608.12   | FOB Cost    |
| Received     | 112" X 73" |           | 56.78 KM | \$10.71   | \$608.12   | Landed Cost |
| Current      | 112" X 73" |           | 56.78 KM | \$0.00    |            | Current     |

| RET     | Price2  | Price3  | Price4  | Price5  | Price6  | Price7 |
|---------|---------|---------|---------|---------|---------|--------|
| \$25.50 | \$24.00 | \$23.50 | \$23.25 | \$23.00 | \$22.50 | \$0.00 |

Close

Stone Profits Demo
BAY3
112" x 73" = 56.78 KM



# Selections Cart

The screenshot shows the Stone Profit Systems Selections Cart interface. At the top, there are navigation tabs: Setup, Lists, Pre Sales, Purchases, Inventory, Sales, Accounting, and Reports. Below the tabs, the word 'CART' is displayed in a large, blue font. To the right of 'CART', there is a 'Scan Products' section with a barcode icon and an 'Add to Cart' button. Below this, there are several action buttons: 'Print Cart', 'Print Barcodes', 'Adjustments', 'Update Bin #', 'Hold', 'SO', and 'Transfer'. The main part of the interface is a table with the following columns: Serial Num, Item, Lot/Block, Bundle, Supp. Ref, Location, Bin, and Quantity. The table contains four rows of items, all of which are 'Alaska White 3cm' with a quantity of 1. Below the table, there are more action buttons: 'Print Cart', 'Print Barcodes', 'Update Bin #', 'Adjustments', and 'Transfer'. A callout box is positioned over the 'Adjustments' button, showing a dropdown menu with the following options: 'Write-off', 'Revaluation', 'Reclassification', and 'Split Inventory'.

| Serial Num | Item  | Lot/Block        | Bundle | Supp. Ref | Location           | Bin  | Quantity              |
|------------|-------|------------------|--------|-----------|--------------------|------|-----------------------|
| 1-83       | DT94  | Alaska White 3cm | 6656   |           | Stone Profits Demo | BAY3 | 112" X 73" = 56.78 KM |
| 1-96       | DT107 | Alaska White 3cm | 6656   |           | Stone Profits Demo | BAY3 | 112" X 73" = 56.78 KM |
| 1-95       | DT106 | Alaska White 3cm | 6656   |           | Stone Profits Demo | BAY3 | 112" X 73" = 56.78 KM |
| 1-94       | DT105 | Alaska White 3cm | 6656   |           | Stone Profits Demo | BAY3 | 112" X 73" = 56.78 KM |

## Selection Cart

The selections cart works similar to an e-commerce web-site's shopping cart. Simply select the items from inventory, and once in the cart you can start operations such as transfers, holds, and sale orders. From this page it is also possible to make adjustments, print bar-code labels, and update bin numbers. Items that are added to the cart will stay there until a transaction is completed, or the items are removed by the user or administrative user.

### Adjust Inventory

From the cart SPS allows you to adjust inventory in four different ways keeping the inventory records clean and precise.

#### Write Off:

Remove item from Inventory. SPS allows you to specify the account that is affected.

#### Revaluation:

Adjust the value for items that you feel have depreciated over time.

#### Reclassification:

Change the item's product name.

#### Split Inventory:

Split inventory into 2 or more separate pieces.

# Positive inventory Adjustments

Stone Profit Systems

Setup Lists Pre Sales Purchases Inventory Sales Accounting Reports Schedule

### Add New Inventory Adjustment

Adjustment #: 5 Adjustment Date: 06/22/2013 Approved By: administrator Location: Stone Profits Demo Reason Code(Required): --Select--

Internal Notes: Reference Document #: Inventory Adjustment Account: --Select--

| Product | Type | Serial Num | Lot/Block | Bundle | Supp. Ref | Bin | L | X | W | Pick. Qty | Pick. UOM | Qty | UOM | Unit Cost | Extended |
|---------|------|------------|-----------|--------|-----------|-----|---|---|---|-----------|-----------|-----|-----|-----------|----------|
|         |      | 5-1        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-2        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-3        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-4        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-5        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-6        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-7        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-8        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-9        |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-10       |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |
|         |      | 5-11       |           |        |           |     |   |   |   |           |           |     |     | \$        | \$       |

## Add Miscellaneous Inventory

Make quick additions to your inventory without creating a purchase order. This will make it easy to correct any mistakes, or enter in found inventory.



# Inventory Transfers

**Transfer Detail**

**Transfer # 1 (Pick Ticket)**      Initiated On Aug 22, 2013      Pick Ticket

Aug 22, 2013      [Receive this Transfer](#)

Transfer From:  
**Stone Profits Demo**  
445 E Ohio Street  
350  
Chicago IL 60611  
United States  
866-858-1915  
312-803-0012

Internal Notes:  
Transferred to Second Location

Printed Notes:  
Sample Inventory Transfer

Transfer to:  
**Stone Profits Demo2**  
123 Demo Road  
Milwaukee WI 12345  
United States

Products    Files    CRM

| Item                        | Serial Num | Bin  | Lot/Block | Bundle | Supp. Ref | L X W      | Quantity | Unit Price | Amount            | Customer | S.O# / Hold# |
|-----------------------------|------------|------|-----------|--------|-----------|------------|----------|------------|-------------------|----------|--------------|
| Absolute Black Polished 3CM | 1-4        | BAY1 | 123       |        |           | 110" x 72" | 55.00 KM | \$18.50    | \$1,017.50        |          |              |
| Uba Tuba 3CM                | 1-57       | BAY2 | 352       |        |           | 113" x 69" | 35.10 SF | \$21.00    | \$1,157.10        |          |              |
| Alaska White                |            | BAY3 | 6656      |        |           | 112" x 73" | 56.78 KM | \$22.50    | \$1,277.55        |          |              |
| Alaska                      |            | BAY3 | 6656      |        |           | 112" x 73" | 56.78 KM | \$22.50    | \$1,277.55        |          |              |
| <b>Sub Total:</b>           |            |      |           |        |           |            |          |            | <b>\$4,729.70</b> |          |              |

**Transfers**

To be Transferred

## Inventory Transfers

Make transfers from location to location. Also do the same from your location to consignment locations. This feature allows you to move inventory around, and have the convenience of viewing all the inventory despite its location in the inventory search.



# In Transit/ETA Calendar

Stone Profit Systems

Setup   Lists   Pre Sales   Purchases   Inventory   Sales   Accounting   Rep

In Transit List   **In-Transit Calendar By ETA Date**   In-Transit Calendar By Ship Date

October 2012

| Sunday | Monday                              | Tuesday            | Wednesday          | Thursday          | Friday             | Saturday |
|--------|-------------------------------------|--------------------|--------------------|-------------------|--------------------|----------|
| 30     | 1                                   | 2                  | 3<br><u>12348</u>  | 4<br><u>12348</u> | 5                  | 6        |
| 7      | 8                                   | 9                  | 10                 | 11                | 12                 | 13       |
| 14     | 15<br><u>12361A</u><br><u>12366</u> | 16<br><u>12364</u> | 17                 | 18                | 19<br><u>12368</u> | 20       |
| 21     | 22<br><u>12361</u><br><u>12363</u>  | 23                 | 24<br><u>12388</u> | 25                | 26                 | 27       |
| 28     | 29                                  | 30                 | 31                 | 1<br><u>12403</u> | 2                  | 3        |
| 4      | 5                                   | 6                  | 7                  | 8<br><u>12386</u> | 9                  | 10       |

**Detail**

Packinglist ID: 12388

PO Date:

Ship Date: Oct 24, 2012

ETA Date: Oct 24, 2012

Product Name

SLAB POL 3CM G761 UBATUBA

SLAB POL 3CM ESERALD

SLAB POL 3CM G20

## In Transit Calendar

SPS makes it easy to keep track of incoming shipments. View a calendar that shows the purchases by estimated arrival date, or one that shows by ship date. Click on a purchase number to quickly view the order's contents.



# Inventory Reconciliation & Cycle Counts

**Stone Profit Systems** | Support | Cart:1 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

**Session**

**Cycle Count 3/4/13**  
 Mar 04, 2013  
 Location: Keys - Miami

**Inventory by Status**

| Inventory by Status                              | Count |
|--|-------|
| Total Session Count                              | 5083  |
| Unreconciled (Yet to be SCANNED):                | 5083  |
| Reconciled (SCANNED Present at this location):   | 0     |
| Unidentified (SCANNED could not find in system): | 0     |

Session | **Unreconciled** | Reconciled | Other Location | In-Transit | In-Transfer | Sold | Adjusted | Unidentified

**Unreconciled: 1 - 50 (5083)**

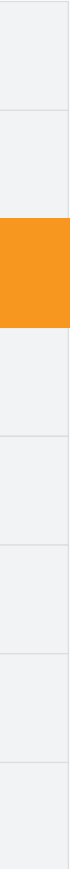
| BarcodeID | Serial Num | Lot/Block | Bundle | Supp. Ref | Bin# | Product Name                | Type | Category | Quantity              | Inv Status |
|-----------|------------|-----------|--------|-----------|------|-----------------------------|------|----------|-----------------------|------------|
| DT143     | 1-119      | 126       |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 110" x 70" = 53.47 KM | INSTOCK    |
| QP201     | 1-1        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP202     | 1-2        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP203     | 1-3        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP204     | 1-4        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP205     | 1-5        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP206     | 1-6        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP207     | 1-7        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP208     | 1-8        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP209     | 1-9        | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP210     | 1-10       | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP211     | 1-11       | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |
| QP212     | 1-12       | 66544     |        |           | BAY1 | Absolute Black Polished 3CM | SLAB | Granite  | 111" x 82" = 63.21 KM | INSTOCK    |

**Category:**

- Granite
- Select--
- Silestone
- Granite**
- Marble
- Lava Stone
- Basalt
- Limestone

## Inventory Reconciliation

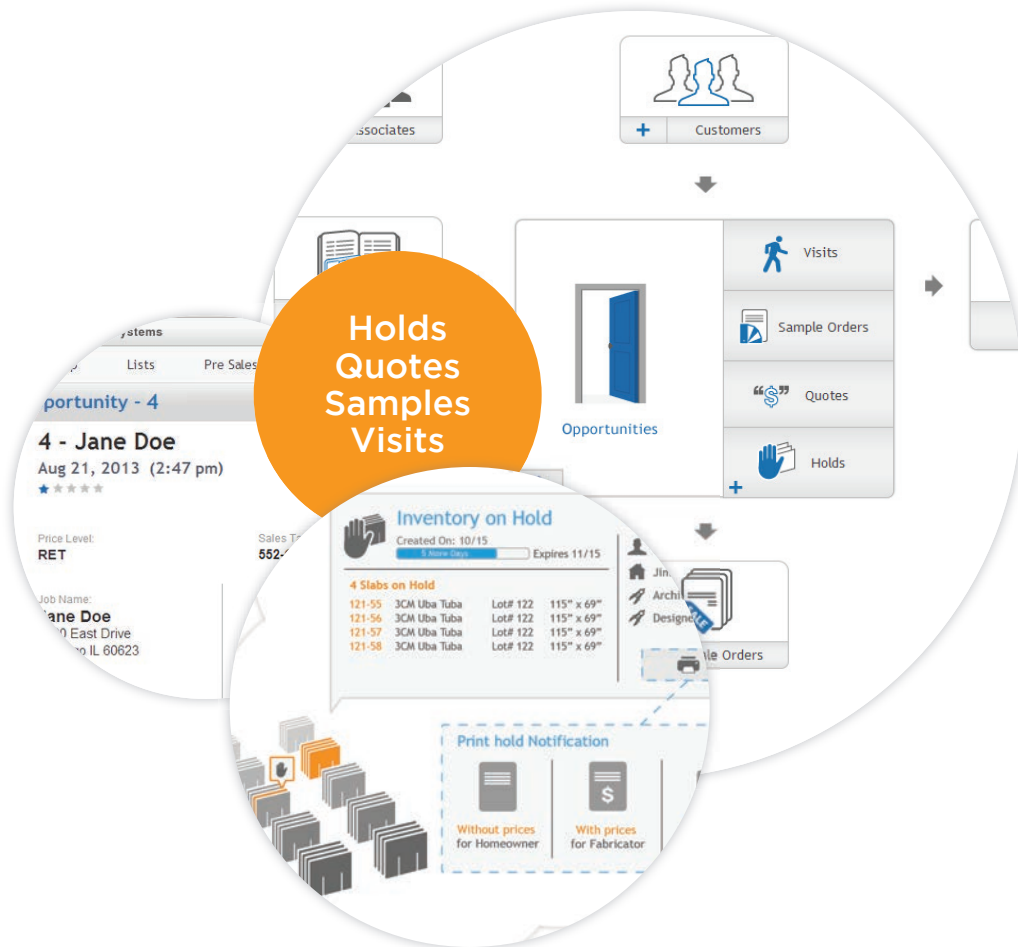
With the use of the bar-codes and a scanner, cycle counts and inventory reconciliation can be made easier to perform. In the system, create counting sessions that allow you to specify all or parts of inventory that you want to count. When you create a session the system takes a snapshot of the inventory subset you are trying to count. As the inventory is scanned the system compares those scans to the data in the snapshot. SPS will tell you what items should and should not be in your warehouse, and assists you in correcting any issues.





## Pre-Sales

The pre-sales module includes all the tools you will need for recording customer visits, sample orders, holds, and quotations. When you are able to be efficient in the pre-sales phase you are guaranteed to close more sales.



### Associates List

Third party companies that are associated with customer projects are important to keep track of. This is a quick link to the associates master list.

### Customer List

Access all of your customer information in a couple clicks. This is a quick link back to the customer master list.

### Opportunities

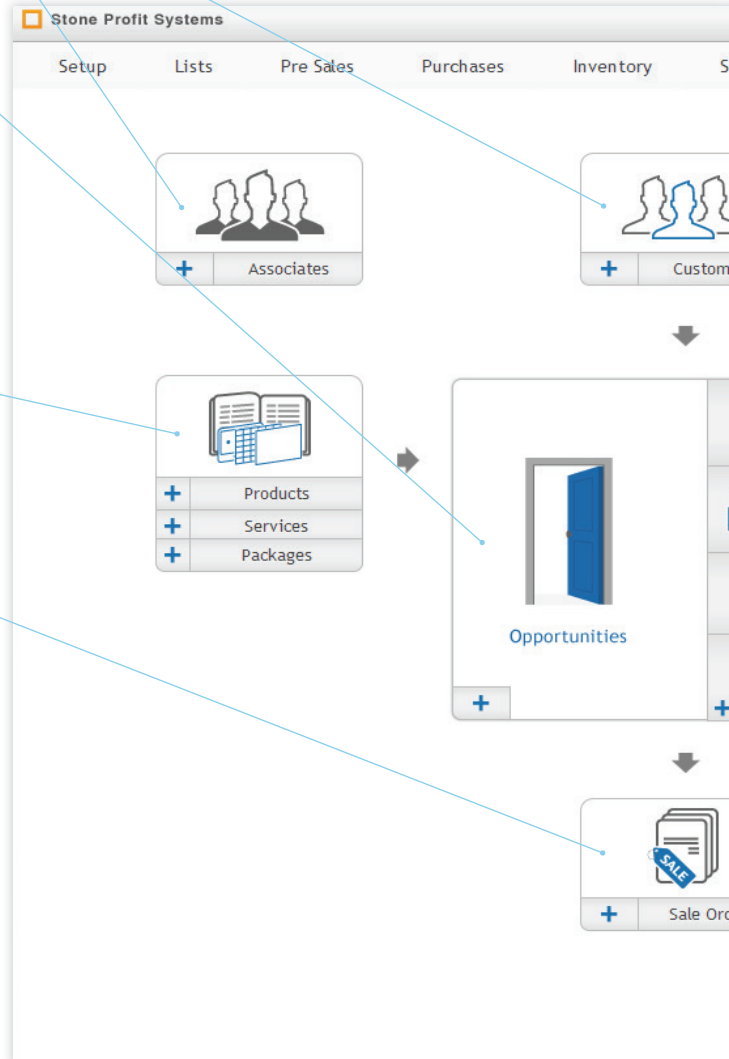
This term defines the opportunity of doing business with any customer on a specific project. In SPS, it encompasses customer visits, sample orders, quotations, and holds. Within one opportunity a customer can have multiple visits, quotes, or holds; that could potentially become a sale order.

### Products, Services, and Packages

Quickly access the products, services, and packages in the master list. These items are essential to the pre-sale process.

### Sale Orders

This is a convenient link to the sale orders from the sales home. After the opportunity has been settled, a sale order is created.



### Customer Visits

Record information about customer visits. You can track the date and time they came, the sales person involved, and also specify products that the customer was interested in.

### Sample Orders

If a customer is not sure about a product they will probably ask for a sample. SPS allows you to track these request. SPS also allows you to enter shipping information if the sample is to be shipped.

### Visit Calendar

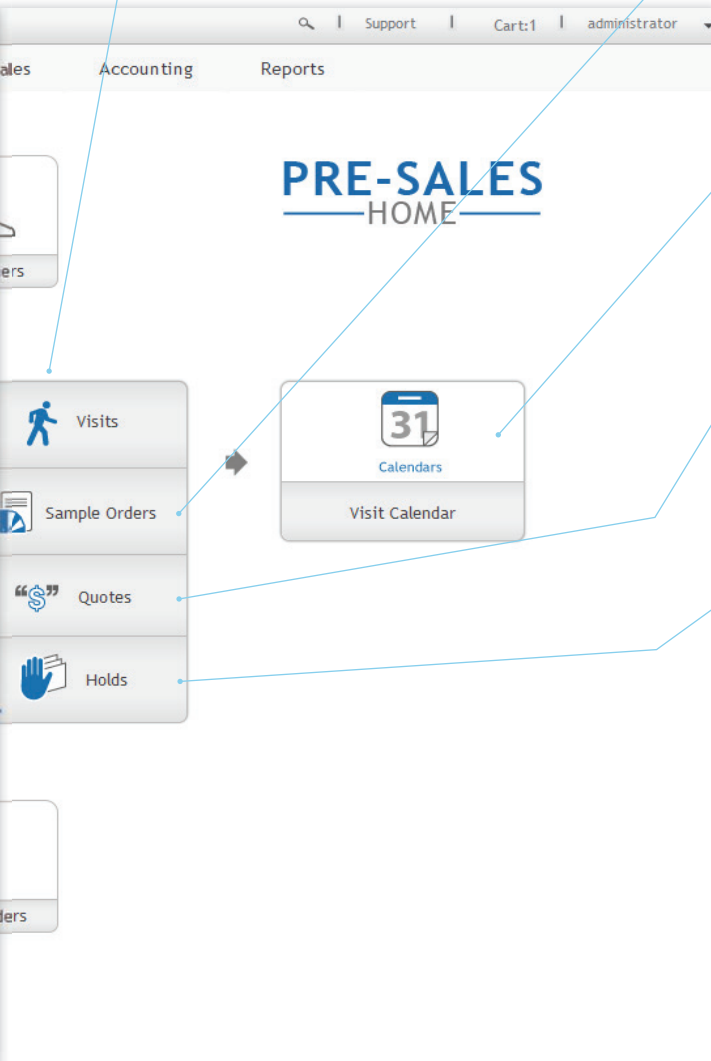
View the customer visits in a calendar view that allows you to quickly see the date of the visit.

### Quotations

Quotes/estimates can be entered into the system so that a formal quotation can be submitted to the customer; print, email, or fax directly from the system. The terms language on the quote can be customized in the system setup.

### Holds

Keep track of specific selections made by your customers and homeowners by creating product holds. When a product is placed on hold, the system records who the hold is for, the date it is created, the date it expires, and the exact slab(s)/item(s) the customer might want. The system will also generate hold letters to send out to the customer and homeowner/consumer.



# Opportunities

**Opportunity - 4**

**4 - Jane Doe**  
Aug 21, 2013 (2:47 pm)  
★ ★ ★ ★

Price Level: **RET**      Sales Tax: **552-Cook 9%**

Job Name: **Jane Doe**  
1200 East Drive  
Chicago IL 60623

Bill To: **Bobs Builders**  
1522 East Maple St  
Willbure IL 62333

End-Use Segment: **Homeowner**  
Project Type: **Residential - New Construction**  
How did you hear about us?: **Web Site**

Location: **Sample SPS Customer**  
Special Instructions: **test Delivery Instructions**

Activity

| Date         | Time    | Days | Transaction  | Trans # | Name | Total  | Sale Orders | Action |
|--------------|---------|------|--------------|---------|------|--------|-------------|--------|
| Feb 28, 2013 | 2:50 pm | 4    | Visit        | 957-1   |      | \$0.00 |             |        |
| Feb 28, 2013 | 2:54 pm | 4    | Hold         | 133     |      | \$0.00 |             |        |
| Mar 04, 2013 | 3:16 pm | 0    | Sample Order | 957-1   |      | \$2.50 |             |        |

## Opportunities

Opportunities allow you to track the pre-sale activity of each customer per project. From an opportunity you can enter multiple customer visits, sample orders, quotations, and holds. This grants you a quick view of all the activity pertaining to one customer project allowing you to make informed decisions about the possibility of a sale.

## Create Sale Order

Create a sale order directly from any activity in an opportunity. It doesn't matter if it is a visit, sample request, hold, or quotation, all of them can be converted directly to a sale order.

| Transaction  | Trans # |
|--------------|---------|
| Visit        | 957-1   |
| Hold         | 133     |
| Sample Order | 957-1   |

250.00 Y

|               |                   |
|---------------|-------------------|
| Total:        | \$1,250.00        |
| 10%:          | \$125.00          |
| <b>Total:</b> | <b>\$1,375.00</b> |

**Create SaleOrder**

# Holds

**Inventory on Hold**

Created On: 10/15  
5 More Days Expires 11/15

**4 Slabs on Hold**

|        |              |          |            |
|--------|--------------|----------|------------|
| 121-55 | 3CM Uba Tuba | Lot# 122 | 115" x 69" |
| 121-56 | 3CM Uba Tuba | Lot# 122 | 115" x 69" |
| 121-57 | 3CM Uba Tuba | Lot# 122 | 115" x 69" |
| 121-58 | 3CM Uba Tuba | Lot# 122 | 115" x 69" |

**Hold For:**

- Customer B
- Jim Homeowner
- Architecture Inc.
- Designer Co.

**Print hold Notification**

- Without prices for Homeowner
- With prices for Fabricator
- Hold Lables for slabs

## Inventory Holds

Keeping track of customer holds can be frustrating, but with Stone Profit Systems it's easy. When a product is placed on hold, the system records who the hold is for, the date it is created, the date it expires, and the exact slab(s) the customer might want. SPS can also track the homeowner, designer, and/or architect that might be associated with the project. Once the hold is created, SPS can assist in printing hold labels for the slabs; as well as printing/sending hold notifications with prices for your customer, and without prices for the other parties involved.

On the administrative side, Stone Profit Systems produces reports that allow you to see the inventory that is on hold with the lead time for each. Say goodbye to forgotten holds taking up space in your warehouse. With Stone Profit Systems your sales team will be more productive and proactive with holds.



Stone Profit Systems

Setup Lists Pre Sales Purchases Inventory Sales Accounting Reports Schedule

### Hold

**Hold # 3**  
 Aug 22, 2013 (3:01 pm)  
 Expires on Sep 26, 2013 (35 Days To Go)

Hold Dates: Aug 22, 2013      Expiry Date: Sep 26, 2013

Release this Hold

Bill To:  
**Michael Jordan**  
 123 Jordan Lane  
 Chicago IL 60610  
 United States  
 Michael Jordan  
 456-789-4455

Job / Home Owner:  
**Sam Smith**  
 Attn: Sam  
 445 E Ohio Street  
 350  
 Chicago IL 60611  
 United States  
 312-828-0601  
 sam@stoneprofits.com

Expiry Date:  
**Sep 26, 2013**  
 Payment Terms:  
**90 days**

Location:  
**SPS**  
 administrator

Products Files CRM

| Item               | Serial Num | Lot/Block | Bundle | Supp. Ref | Quantity              | Unit Price | Amount |
|--------------------|------------|-----------|--------|-----------|-----------------------|------------|--------|
| Alaska White 3cm() | 1-81       | DT92      | 6656   |           | 112" x 73" = 56.78 KM | \$0.00     | \$0.00 |
| Alaska White 3cm() | 1-82       | DT93      | 6656   |           | 112" x 73" = 56.78 KM | \$0.00     | \$0.00 |

Sub Total: \$0.00  
 Tax (ALACHUA -ALACHUA 6%): \$0.00  
 Total: \$0.00

### Holds and Hold Letters

Create holds for customers by specifying the product your customer wants. Once created, your team can print, email, or fax hold letters to your customers, and the homeowners. Your customer's letter will show pricing details, and the homeowner's letter will not.

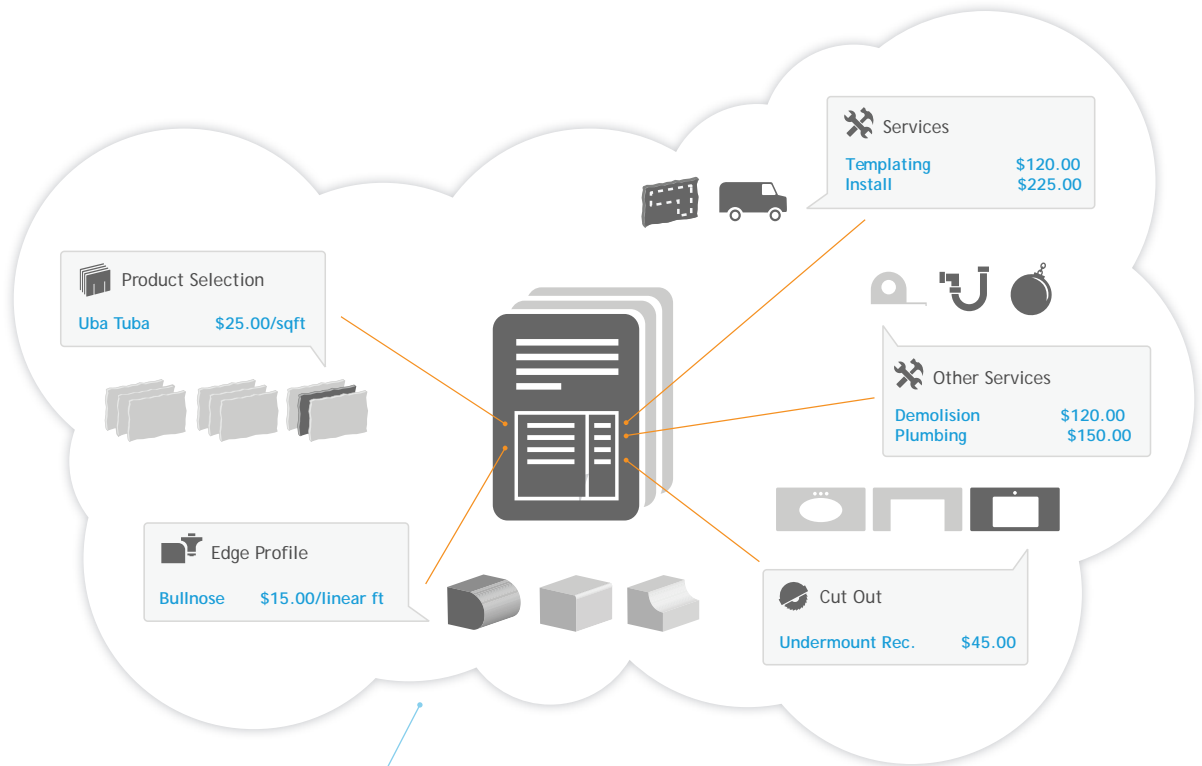
Print Hold Labels  
 Homeowner Hold Information  
 Fabricator Hold Information  
 Expiry Date: May 17, 2013  
 Released On Apr 12, 2013



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# Quotations

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## Quotations and Estimations

This tool is great for fabricators. Quotes/Estimates can be entered into the system so that a formal quotation can be submitted to the customer. The system stores all of your products, services, edge profiles, and cut-outs with prices, so building a quote is quick and easy.

To save time and omission errors during the quotation process you can customize combinations of products and services into packages for frequently fabricated or common jobs. It is a standard feature with the fabrication module in which the format and language on the quote can be customized during the system setup.



The screenshot shows the Stone Profit Systems interface. The main window displays a quote for 'Jane Doe' dated 'Aug 21, 2010 (3:58 pm)'. The quote includes a table of items with columns for 'Header/Product/Service', 'Quantity', 'Unit Price', 'Extended', and 'Tax'. The items listed are 'Standard Install', '01' (1.00 EA, \$50.00), 'Absolute Black 2CM' (32.00 SF, \$20.00), '1120 Round Sink' (1.00 EA, \$50.00), and 'Capri Line Stone' (1.00 EA, \$75.00). A 'Service' dialog box is open on the right, showing a list of services with columns for 'Name', 'SKU', 'Type', and 'Price1'. The services listed include '3/16 eased', 'Crescent', 'Bevel', 'Bullnose', 'Ogee', 'Chisel', 'Laminated', 'Mitred', 'Kitchen Sink Cutout', 'Template/Install', 'Travel Charge: Canal Flats', 'Travel Charge: Castlegar', and 'Travel Charge: Crawford Bay'. A blue circle highlights the 'Service' dialog box, and a blue arrow points from the 'Service' column in the quote table to this dialog.

### Creating Quotations

Combine products and services from the master list to create accurate quotations for your customers. While creating, SPS allows you to search the products and services that you offer. You are also able to input project dividers to clearly differentiate multiple parts of one job.

### Predefined Prices

When you select a service or product to use, SPS will display the predefined price. When you enter the quantity needed SPS will calculate the extended price. The pre defined price can also be overridden at this point.





Package: **Standard Job**

| Name                          | Item                      | Description | Qty | Service | Unit Price | Extended | Tax | # P                                 |
|-------------------------------|---------------------------|-------------|-----|---------|------------|----------|-----|-------------------------------------|
| Material-1                    |                           |             |     |         |            |          |     |                                     |
| Material-2                    |                           |             |     |         |            |          |     |                                     |
| Edge Profile- 1               |                           |             |     |         |            |          |     |                                     |
| Edge Profile-2                |                           |             |     |         |            |          |     |                                     |
| <b>- Template Install (0)</b> |                           |             |     |         |            |          |     |                                     |
|                               | Template/Install          |             |     | SF      | 20.00      |          |     | <input checked="" type="checkbox"/> |
|                               | Tooling/Fabrication       |             |     | SF      | 15.00      |          |     | <input checked="" type="checkbox"/> |
| <b>- Fab/Tooling (0)</b>      |                           |             |     |         |            |          |     |                                     |
|                               | Backsplash-Level 1        |             |     | LF      | 35.00      |          |     | <input checked="" type="checkbox"/> |
|                               | Backsplash-Level 2        |             |     | LF      | 45.00      |          |     | <input checked="" type="checkbox"/> |
|                               | Underpolish               |             |     | SF      | 40.00      |          |     | <input checked="" type="checkbox"/> |
| <b>- Cut Outs (0)</b>         |                           |             |     |         |            |          |     |                                     |
|                               | Cooktop Cutout            |             |     | EA      | 50.00      |          |     | <input checked="" type="checkbox"/> |
|                               | Electrical Cutout(socket) |             |     | EA      | 25.00      |          |     | <input checked="" type="checkbox"/> |

### Packages

For high frequency jobs, SPS has a feature that lets you pre-define specific combinations of service types and product types called packages. If you create a quote using the packages all you have to do is plug in the quantities, and you're done. It's like ordering a combo meal at a fast food restaurant.

### Creating Packages

Creating packages is done in the system setup, and they can be edited at anytime.

**Package Setup**

Product: **Service**

**Standard Install**

Number of Products: 3      Number of Services: 1

Description: **Basic Package**

Sort:  Name:

Category:  Type:  Price Range:

Is Taxable    Is Required    Show Calculator    Is DropDown

Cancel   **Add Service Line**

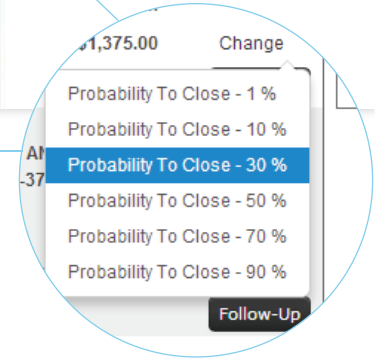
| Name                  | Item | Description | Qty | UOM | Unit Price | Extended | Tax |
|-----------------------|------|-------------|-----|-----|------------|----------|-----|
| + Delivery Charge (1) |      |             |     |     |            |          |     |
| Countertop Material   |      |             |     |     |            |          |     |

# Lead Tracking

| Stone Profit Systems  |  |   |   |  |  |
|---|--|---|---|--|--|
| Setup   Lists   Pre Sales   Purchases   Inventory   Sales   Accounting   Reports  |  |   |   |  |  |
| Opportunities   New Opportunity   Visits   Sample Orders   Quotes   Holds   Follow-Up   Visit Calendar  |  |   |   |  |  |
| <b>Probability To Close - 1 %</b> \$1,437.50<br>Job Name: ABC Customer      Bill To: ABC Customer<br>P:145-632-4459<br>E:test@gmail.com<br>Days: 184 - Feb 19, 2013      Quote Total: \$0.00      Change<br>CESARA      Follow-Up | <b>Probability To Close - 10 %</b> \$17,073.75<br>Job Name: ABC Customer      Bill To: ABC Customer<br>P:312-420-2514<br>E:abc@customer.com<br>Days: 23 - Jul 30, 2013      Quote Total: \$1,308.00      Change<br>CESARA      Follow-Up                 | <b>Probability To Close - 30 %</b> \$431.25<br>Job Name: Absolut      Bill To: 10554<br>P:08587781166<br>E:info@aphroditemarble.nl<br>Days: 186 - Feb 17, 2013      Quote Total: \$0.00      Change<br>CESARA      Follow-Up                          | <b>Probability To Close - 50 %</b> \$929.10<br>Job Name: ABC Customer and Supplier      Bill To: ABC Customer and Supplier<br>P:312-525-8858<br>E:ravi@stoneplanet.com<br>Days: 210 - Jan 24, 2013      Quote Total: \$1,150.00      Change<br>administrator      Follow-Up | <b>Probability To Close - 70 %</b> \$962.10<br>Job Name: Sam      Bill To: MISC Miami Stone<br>P:312-828-0603<br>E:aam@stoneprofits.com<br>Days: 42 - Jul 11, 2013      Quote Total: \$0.00      Change<br>administrator      Follow-Up  | <b>Probability To Close - 90 %</b> \$939.10<br>Job Name: 123 Crafters      Bill To: 123 Crafters<br>P:123-456-7894<br>E:jjim@123craft.com<br>Days: 219 - Jan 15, 2013      Quote Total: \$431.25      Change<br>administrator      Follow-Up |
| <b>Probability To Close - 1 %</b> \$925.10<br>Job Name: ABC Customer      Bill To: ABC Customer<br>Days: 211 - Jan 23, 2013      Quote Total: \$0.00      Change<br>CESARA      Follow-Up   | <b>Probability To Close - 10 %</b> \$967.10<br>Job Name: ABC Crafters - Copy      Bill To: ABC Crafters - Copy<br>P:123-456-7894<br>E:jjim@123craft.com<br>Days: 58 - Jun 25, 2013      Quote Total: -\$5.75      Change<br>administrator      Follow-Up | <b>Probability To Close - 30 %</b> \$934.40<br>Job Name: ABC Crafters - Copy      Bill To: ABC Crafters - Copy<br>P:123-456-7894<br>E:jjim@123craft.com<br>Days: 58 - Jun 25, 2013      Quote Total: -\$5.75      Change<br>APEREZ      Follow-Up (1) | <b>Probability To Close - 50 %</b> \$944.10<br>Job Name: ABC Customer and Supplier      Bill To: ABC Customer and Supplier<br>P:312-525-8858<br>E:ravi@stoneplanet.com<br>Days: 217 - Jan 17, 2013      Quote Total: \$287.50      Change<br>administrator      Follow-Up   | <b>Probability To Close - 70 %</b> \$957.10<br>Job Name: ABC Customer      Bill To: A J Construction<br>P:312-420-2514<br>E:abc@customer.com<br>Days: 171 - Mar 04, 2013      Quote Total: \$471.50      Change<br>CESARA      Follow-Up | <b>Probability To Close - 90 %</b> \$956.10<br>Job Name: ABC Customer      Bill To: ABC Customer<br>P:555-555-5555<br>E:555@gmail.com<br>Days:      Quote Total:      Change<br>administrator      Follow-Up                                 |

## Probability to Close

Once a quote is created, it will be added to the follow up tab where you can track follow up conversations, and rate them with a probability to close percentage. If a customer seems hesitant about the quotation they can be rated at 10%, but if they seem content they can be rated at 50% or 70% so your team knows to put some extra work into closing the sale.



**New Event**

Entered On: Mar 05, 2013 12:55 PM

Title:

Description:

Item:

Price: \$

Assigned To: --Select--

## CRM Follow Up

Click the follow up button to record notes from a conversation about the quote. You can note specific products from the master list, assign the notes to a specific user, and schedule appointments too.

## \$ Sales

This module will track all of your company's sales and sales related activities. This includes sale orders, pick tickets, packing lists, job scheduling, delivery scheduling, returns, and invoices. Also, take advantage of features such as credit locks and past due alerts to keep your AR healthy.

The screenshot displays the SALES-HOME software interface. At the top, the logo "SALES -HOME-" is visible. Below it, there are several navigation and action buttons: "Customers" (with a plus sign), "On Credit Hold" (with a hand icon), "Opportunities", "Visits", "Sample Orders", "Quotes", "Holds", and "Follow Up". A central "SALES" button is also present. Below these, there are tabs for "Scheduling", "Files", and "CRM". A "Pick Tickets (5)" button is also visible. A large orange circle highlights the following features: "Sale Orders", "Pick Tickets", "Packing List", and "Invoice". Below this, a detailed view of a sale order is shown, including a table of inventory and a summary of financials.

| Serial Num | Barcode Num | Lot/Block | Br |
|------------|-------------|-----------|----|
|            | DT37        | 125       |    |

|                     |                   |
|---------------------|-------------------|
| Sub Total:          | \$1,440.00        |
| Ohio County 7.75%:  | \$27.13           |
| <b>Total:</b>       | <b>\$1,467.13</b> |
| Cash#:              | \$467.13          |
| <b>Balance Due:</b> | <b>\$1,000.00</b> |

Receive Deposit

### Customers

This is a quick link back to the customer master list making it easy to see information, or enter a new customer.

### On Credit Hold

Customers can have predefined credit limits, and when that limit is exceeded, or they have past due invoices any sale order created for them will show here until credit is resolved or approved by an administrative user.

### Opportunities

This is a link to the Pre-Sales home's opportunities. In SPS, Opportunities encompasses customer visits, sample orders, quotations, and holds. Within one opportunity a customer can have multiple visits, quotes, or holds; that could potentially become a sale order.

### Products Master list

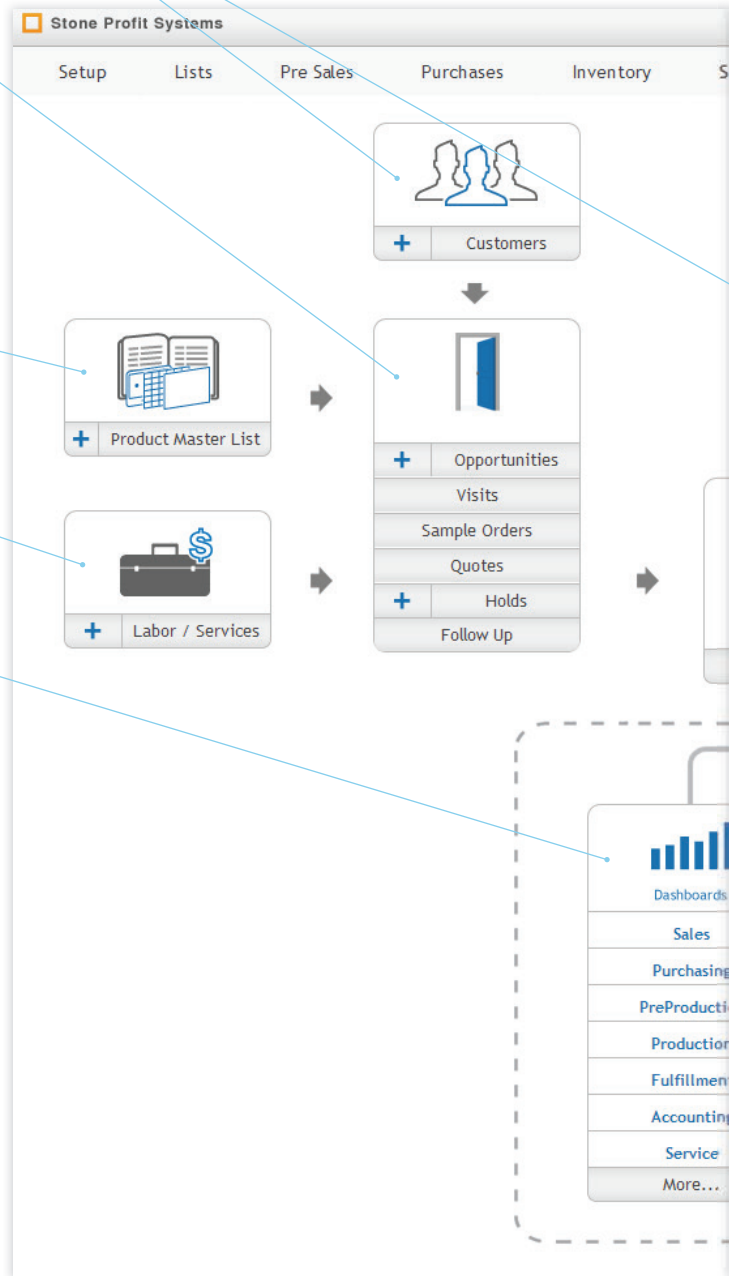
Quickly access the product master list to view information about your products.

### Services

This is a convenient link to the services in the master list home.

### Dashboards

If a sale order involves services, those services will need to be scheduled and managed. The dashboard is a way to view all of the tasks associated with each job/sale order. The tasks are subdivided into departmental groups allowing a quick view of what is completed and what needs to be completed.



### Sale Orders

Create and view sale orders for your customers. SPS makes it easy to add products, or combine products and services to create various types of sale orders. They can be made directly or they can be converted from holds or quotes.

### Pick Tickets

When a sale order is completed, SPS produces a pick ticket that assists your crew in picking material from the warehouse and moving it to the appropriate location for loading or fabrication. SPS allows the allocation of a specific slab, lot, or material depending on the customers preference.

### Returns and Credit Memos

If a customer decides to return some items, the returns tool will help you find the sale order, create a return, and create a credit memo for that customer.

### Packing Lists

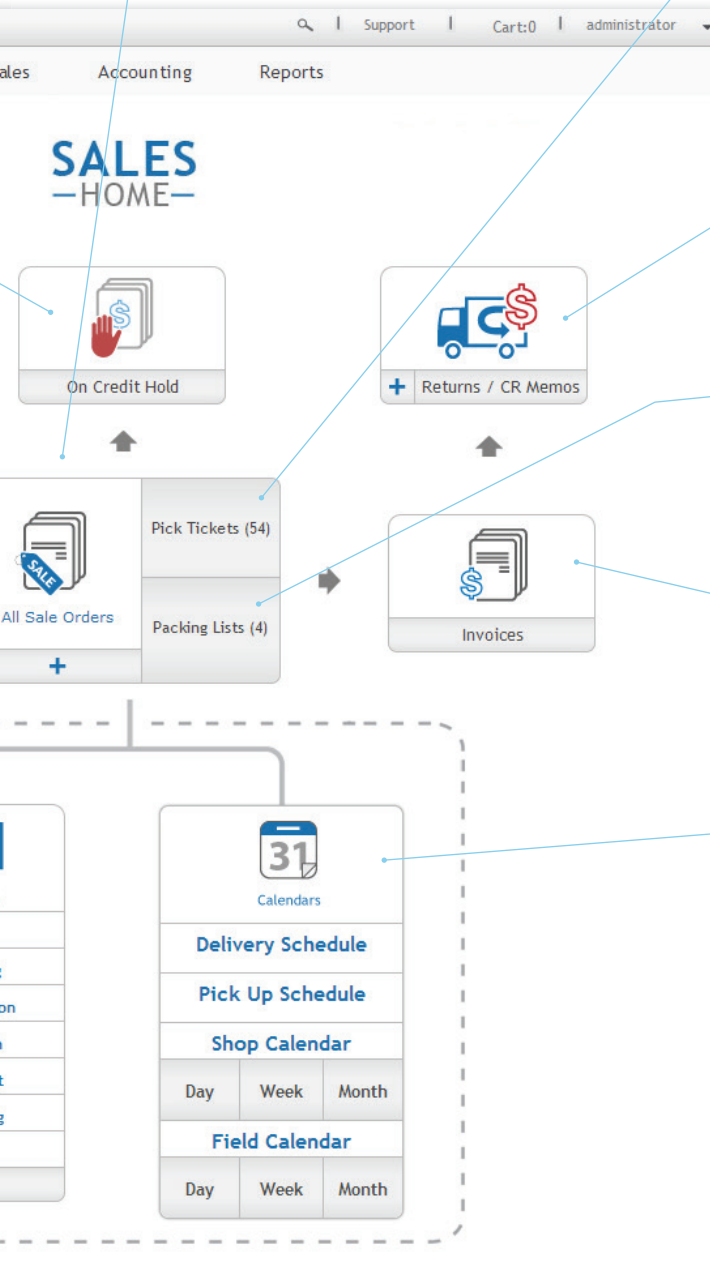
Once the product has been picked via a pick ticket, SPS will generate a packing list that will tell your crew exactly what needs to be loaded on a truck or is ready for install.

### Invoices

This is a list of all of the invoiced sales orders. Once invoiced it will be added to the aged receivables, and payments can be received.

### Calendars

Schedule deliveries, pick ups, in shop fabrication, installations, appointments, and more. SPS has scheduling covered whether you're a distributor, fabricator, or manufacturer.



# Sale Orders

**Specify delivery, pick up, install, or manufactured.**

**Assign payment terms like COD, cash, or net days per sale order.**

Stone Profit Systems

Support | Cart:0 | administrator

Setup Lists Pre-Sales Purchases Inventory Sales Accounting Reports

### Sale Order - 333

**SO #: 11 - Reggie Franklyn**  
Aug 22, 2013

Delivery Type: Delivery Req - Aug 22, 2013  
Payment Terms: 90 days  
Survey Rating: ★★★★★

Job Name: Reggie Franklyn

Bill To: Bobs Builders  
1522 East Maple St  
Willbure IL 62333  
458-552-2331  
458-552-2333  
bnicks@bobsbuilders.com

Ship To: Bobs Builders  
1522 East Maple St  
Willbure IL 62333  
458-552-2331  
458-552-2333  
bnicks@bobsbuilders.com

Location: SPS  
administrator

Activity Add Pick Ticket Add Invoice Add P.O.

| Date         | Days | Transaction                | Status        | Total    | % Fulfill | Action  |
|--------------|------|----------------------------|---------------|----------|-----------|---------|
| Feb 20, 2013 | 13   | SaleOrder                  | Initial Order | \$571.34 | 100.00%   | [Icons] |
| Feb 20, 2013 | 13   | Invoice# 223403            |               | \$571.34 | 0.00%     | [Icons] |
| Feb 20, 2013 | 13   | Return Order # 223403 - R1 |               | \$285.67 | 0.00%     | [Icons] |

SaleOrder Inventory Scheduling Files CRM (0)

Feb 20, 2013 13 SaleOrder

Feb 20, 2013 13 Invoice# 223403

Feb 20, 2013 13 Return Order # R1

Inventory

## Sale Orders

With SPS sale orders can be created quickly and easily. The system stores all the information you need for each sale, and lets you specify the items being sold by exact item, lot, or within the product name. When it comes time to move the product you can create pick tickets and packing lists. This activity is easy to see in the sale order detail page.



## Distributor Sale Order

SaleOrder
Inventory
Scheduling
Files
CRM (0)

| SO    | Header/Product/Service | SKU | Description | Quantity | UOM | Unit Price | Extended   | Tax |  |
|-------|------------------------|-----|-------------|----------|-----|------------|------------|-----|--|
| 10.00 | Alaska White 3cm       |     |             | 113.56   | KM  | \$25.50    | \$2,895.78 | Y   |  |

Allocated Inventory for Alaska White 3cm

| Serial Num | Barcode Num | Lot/Block | Bundle | Spp. Ref | Present Location(Bin)     | Quantity              | Unit Price | Extended   |  |  | PT/PL# |
|------------|-------------|-----------|--------|----------|---------------------------|-----------------------|------------|------------|--|--|--------|
| 1-85       | DT96        | 6656      |        |          | Stone Profits Demo (BAY3) | 112" x 73" = 56.78 KM | \$25.50    | \$1,447.89 |  |  | 10006  |
| 1-86       | DT97        | 6656      |        |          | Stone Profits Demo (BAY3) | 112" x 73" = 56.78 KM | \$25.50    | \$1,447.89 |  |  | 10006  |

Pick tickets for this SO are allowed upto \$0.00

This is a Delivery - COD Sale.

Sub Total: \$519.40

Tax (COOK-Illinois - Cook County 10%): \$51.94

**Total: \$571.34**

**Balance Due: \$571.34**

## Sale Orders

Quickly view a summary of items, and the total/balance due in the sale order tab. If you are a distributor you will see a list of products, if you are a fabricator you would see a list of product and services.

## Fabricator Sale Order

SaleOrder
Inventory
Scheduling
Invoices
Files
CRM (0)

| SO     | Header/Product/Service   | SKU        | Description | Quantity | UOM | Unit Price | Extended | Tax |  |
|--------|--|------------|-------------|----------|-----|------------|----------|-----|--|
| 10.00  | <b>Countertop</b>  |            |             |          |     |            |          |     |  |
| 20.00  | Baltic Brown - 3 cm  | BAB        |             | 10.00    | SF  | \$47.00    | \$470.00 | Y   |  |
| 30.00  | 1/4" Bevel Edge  | BEV(1/4)   |             | 8.00     | LF  | \$5.00     | \$40.00  | Y   |  |
| 40.00  | Template & Install   | T/I        |             | 1.00     | SF  | \$200.00   | \$200.00 | Y   |  |
| 50.00  | Faucet Drill 2cm Vanity Program-4 cc   |            |             | 2.00     | EA  | \$0.00     | \$0.00   | Y   |  |
| 60.00  | Extra Holes Drilled  | HDL        |             | 1.00     | EA  | \$35.00    | \$35.00  | Y   |  |
| 70.00  | Out of Area (30-45 miles)  | OOA(30-45) |             | 1.00     | EA  | \$75.00    | \$75.00  | Y   |  |
| 80.00  | Undermount Sink Cutouts - Kitchen(4 Holes Included)                                | US-K       |             | 1.00     | EA  | \$290.00   | \$290.00 | Y   |  |
| 90.00  | Dorado Soapstone Wax   | DORADO     |             | 1.00     | SF  | \$4.95     | \$4.95   | Y   |  |
| 100.00 | \$10/square foot - Removal of wall tile **Does not include removal of appliances** | WTR        |             | 1.00     | EA  | \$10.00    | \$10.00  | Y   |  |

Pick tickets for this SO are allowed upto \$0.00

This is a Delivery - COD Sale.

Sub Total: \$1,124.95

Tax (CUY-Cuyahoga County 7.75%): \$87.18


**Total: \$1,212.13**

**Balance Due: \$1,212.13**

Receive Deposit



SaleOrder **Inventory** Scheduling Files CRM (0)

| Product Required  | Name             | SKU | SO Quantity                        | Allocated Qty | Available Qty  |
|---|------------------|-----|------------------------------------|---------------|----------------|
|  | Alaska White 3cm |     | 113.56 KM                          | 113.56 KM     | 1,921.16 KM    |
| Available: 34 Slabs / 1,921.16 KM   |                  |     | In Transit: 6.00 Slabs / 316.26 KM |               | ON PO: 0.00 KM |

Filter:  Prev Page 1 of 4 Next

| Serial Num | Lot/Block | Bundle | Supp. Ref | Present Location | Bin  | Quantity            |
|------------|-----------|--------|-----------|------------------|------|---------------------|
| 1-81       | DT92      | 6656   |           | CHI              | BAY3 | 112 x 73 = 56.78 KM |
| 1-82       | DT93      | 6656   |           | CHI              | BAY3 | 112 x 73 = 56.78 KM |
| 1-83       | DT94      | 6656   |           | CHI              | BAY3 | 112 x 73 = 56.78 KM |

**Allocate Inventory**

### Allocate Inventory

If Inventory is not assigned when creating the sale order, or is converted from a quote it can be allocated in the Inventory tab. This will show all of the available items/ slabs of the specified product, and allow you to select the exact item/slab to use for this sale order.

SaleOrder Inventory **Scheduling** Invoices Files CRM (0)

**Add Task / Milestone** **Add Event Set** **Update Tasks Set**

| Title                                 | Completed                     | Scheduled    |  |  |
|---------------------------------------|-------------------------------|--------------|--|--|
| <b>Sales</b> 0 of 2 - 0%              |                               |              |  |  |
| Install/Dely Date Confirmed (Req)     |                               |              |  |  |
| Ready for Scheduling Department (Req) |                               |              |  |  |
| <b>PrePurchasing</b> 2 of 4 - 50%     |                               |              |  |  |
| Customer Contact Made (Req)           |                               |              |  |  |
| Cabinets Installed                    |                               |              |  |  |
| ✓ Template Scheduled                  | Mar 06, 2013 by administrator |              |  |  |
| ✓ Template Appt.                      | Feb 18, 2013 by administrator | Feb 19, 2013 |  |  |
| <b>Purchasing</b> 0 of 1 - 0%         |                               |              |  |  |

### Scheduling Tab

If there are tasks that need to be completed to wrap up the sale order use the scheduling tab to view pending tasks. If the items are not finished you can schedule them on the system's calendars, assign resources, and mark as complete. Go to page 87 for more information.



**Add Remnants** X

**Parent Slab Details:**

Material: **Absolute Black - 3CM Granite**    Serial Num: **IM-153**    Barcode Num: **BLA050212-02**    Lot/Block: **50212**

**Child Slab Details:**

| Serial Num | Barcode Num  | Lot/Block | Bundle | Supplier Ref | Bin # | L X W                                       | L2 X W2                                     | Shape      | Notes                |
|------------|--------------|-----------|--------|--------------|-------|---|---|------------|----------------------|
| IM-153     | BLA050212-02 | 50212     |        |              |       | <input type="text"/> X <input type="text"/> | <input type="text"/> X <input type="text"/> | --Select-- | <input type="text"/> |

Close **Add Remnants**

Stone Profits Demo    116.91" x 64.59" = 52.44    \$41.00    \$2,150.04

### Adding Remnants

A great tool for fabricators, SPS allows you to add remnant pieces of stone back into your inventory. Simply enter the shape and dimensions, and SPS will generate a unique serial number and bar-code for the remnant.

**Remnant Slab - Right "L"**

Material: 3CM Uba Tuba Polished    Bin #: R-24

Unique ID: R256    Lot #: UB 123    Barcode #:

L1 x W1: 72" x 48"    L2 x W2: 47" x 23"    sqft: 15.64 sqft



# Pick Tickets

**Pick Ticket # 10007 - Delivery**  
 Aug 22, 2013  
 Created from S.O # 10

Entered On: Aug 22, 2013      Required ShipDate: Aug 22, 2013

Job Name: **Micheal Jordan**

Customer: **BedRock 123**  
 992 Jackson St,  
 Chicago IL 60655  
 United States

Payment Terms: 90 days

Sales Rep: administrator

Staging: 111

Truck Run Detail  
 Truck Name:  
 Date:  
 Driver:

Pick Status  
 0 of 2 Slabs scanned

**Items Detail**

| Product/Service  | Restriction | Quantity  | Weight   | Unit Price | Extended                  | Tax                   |             |
|------------------|-------------|-----------|----------|------------|---------------------------|-----------------------|-------------|
| Alaska White 3cm | Slab        | 56.78 KM  | 0.00 LBS | \$20.00    | \$1,135.60                | Y                     |             |
| Serial Num       | Barcode Num | Lot/Block | Bundle   | Supp. Ref  | Present Location(Bin)     | Quantity              | Pick Status |
| 1 - 90           | DT101       | 6656      |          |            | Stone Profits Demo (BAY3) | 112" x 73" = 56.78 KM | Pick        |
| Alaska White 3cm | Slab        | 56.78 KM  | 0.00 LBS | \$20.00    | \$1,135.60                | Y                     |             |
| Serial Num       | Barcode Num | Lot/Block | Bundle   | Supp. Ref  | Present Location(Bin)     | Quantity              | Pick Status |
| 1 - 104          | DT115       | 6656      |          |            | Stone Profits Demo (BAY3) | 112" x 73" = 56.78 KM | Swap Pick   |
| 1 - 104          | DT115       | 6656      |          |            | Stone Profits Demo (BAY3) | 112" x 73" = 56.78 KM | Swap Pick   |

## Pick Inventory for Order

When it comes time to move the inventory for the sale order, SPS can produce a pick ticket for the order. Your crew can use the printed ticket to find the inventory and make it ready for delivery, pick up, or fabrication.

## Pick or Swap

If a customer is not concerned with having an exact slab, when picking the inventory, your crew may have the ability to swap an item for another item of the same product that might be easier to get to. See page 128 to see how this functions in the mobile module with a barcode scanner.

# Packing List

**Stone Profit Systems** | Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

## Packinglist # 15 - Delivery

Feb 06, 2013  
Entered On: Feb 06, 2013 | Required ShipDate: Feb 04, 2013

Created from S.O # 43

Customer: **Bobs Builders**  
1522 East Maple St  
Willbure IL 62333  
458-562-2331  
458-562-2333  
bnicks@bobsbuilders.com

Payment Terms: Net 30 days  
Sales Rep: Josh Smith  
Staging: [ ]

Truck Run Detail  
Truck Name:  
Date:  
Driver:

Pick Status  
2 of 2 Slabs scanned

Special / Delivery Instructions:  
test delivery notes

### Items Detail

| Product/Service  | Restriction | Quantity  | Weight   | Unit Price   | Extended                   | Tax      |             |  |  |
|--|-------------|-----------|----------|--------------|----------------------------|----------|-------------|--|--|
| Retro Classic 3x6 Bullnose White   |             | 10.00 EA  | 10.00 EA | \$4.90       | \$49.00                    | Y        |             |  |  |
| Serial Num   | Barcode Num | Lot/Block | Bundle   | Supplier Ref | Present Location(Bin)      | Quantity | Pick Status |  |  |
| 45 - 1   | DT2573      |           |          |              | Stone Profits Demo Company | 10.00 EA | Scanned     |  |  |
| Special Order Item -FLT-SF   |             | 36.00 SF  | 36.00 SF | \$2.70       | \$97.20                    | Y        |             |  |  |
| Serial Num   | Barcode Num | Lot/Block | Bundle   | Supplier Ref | Present Location(Bin)      | Quantity | Pick Status |  |  |
| 45 - 2   | DT2574      |           |          |              | Stone Profits Demo Company |          |             |  |  |
| Warehouse Delivery-See your sales representative for specified day for weekly territory delivery (must have tow motor on site) |             | 1.00      |          |              |                            |          |             |  |  |

Reports

- Print PickTicket
- Print Packinglist
- Print Packinglist without Prices

Truck Run D

## Packing List

The final stage of the sale order, the packing list, lets your crew know exactly what items should be loaded for delivery or pick up. Print the packing list with and without prices.

# Sale Order Locks

|          |  |         |       |    |         |          |   |  |  |
|----------|--|---------|-------|----|---------|----------|---|--|--|
| -4000.00 | BEVEL BULLNOSE - 3CM Granite Group C                                 | 190-3cm | 10.00 | LF | \$15.00 | \$150.00 | Y |  |  |
| 5000.00  | 45 DEGREE ANGLE/INSIDE CORNER (AT CORNER SINK OR LAZY SUSAN)(3CM HD) | 100-3cm | 10.00 | EA | \$20.00 | \$200.00 | Y |  |  |

**Credit Available**

Credit Limit: \$5,000.00  
AR Balance: - \$467.13  
Avail. Credit: \$5,467.13

Sub Total: \$1,440.00  
Tax (CUY-Cuyahoga County 7.75%): \$27.13  
**Total: \$1,467.13**  
Cash#: \$467.13  
**Balance Due: \$1,000.00**

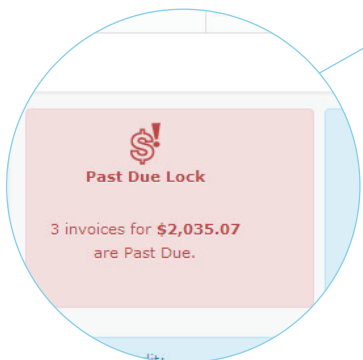
**Receive Deposit**

Available Credit: +\$5,467.13  
**Pick tickets for this SO are allowed upto \$5,467.13**

**This is a Pickup - Terms Sale.**

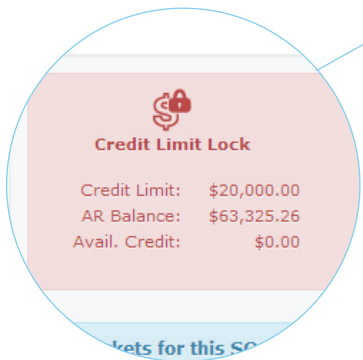
## Credit Logic

Stone Profit Systems has locks and alerts built into the sales module that will stop a sale order if the customer involved has past due invoices or has exceeded their credit limit. SPS will check this criteria at each step, from sale order to invoice.



### Past Due Lock

SPS will alert you when the customer on a sale order has invoices that are past due. It will not let the sale continue without the invoices being paid, or until an administrator overrides the lock.



### Credit Limit Lock

This alert will show if the customer has exceeded the pre-defined credit limit. SPS will not let the sale continue until the customer is below the limit, or an administrator overrides the lock.



# Delivery Scheduling

As a sale is made you can arrange for the material to be picked up or delivered. We have made it easy to schedule, load, and route your delivery trucks. With Stone Profit Systems you can know exactly how much a truck can hold, what is loaded, and where each truck is going.

## Schedule Deliveries

In one glance you can see what needs to be delivered today, tomorrow, and orders that are past due. Also, there are urgency ratings so your crew can prioritize. It is easy to select a load and add it to a truck. Customers can have predefined route groups to help with loading.



### Truck Loading

As you select orders to be loaded SPS will calculate the amount you can load according to that trucks load limit. Also, as you go, the loads are put into stops automatically. If it needs to change it is easy to adjust this by clicking the arrows left or right to adjust the stop.

### Print Loading Worksheet

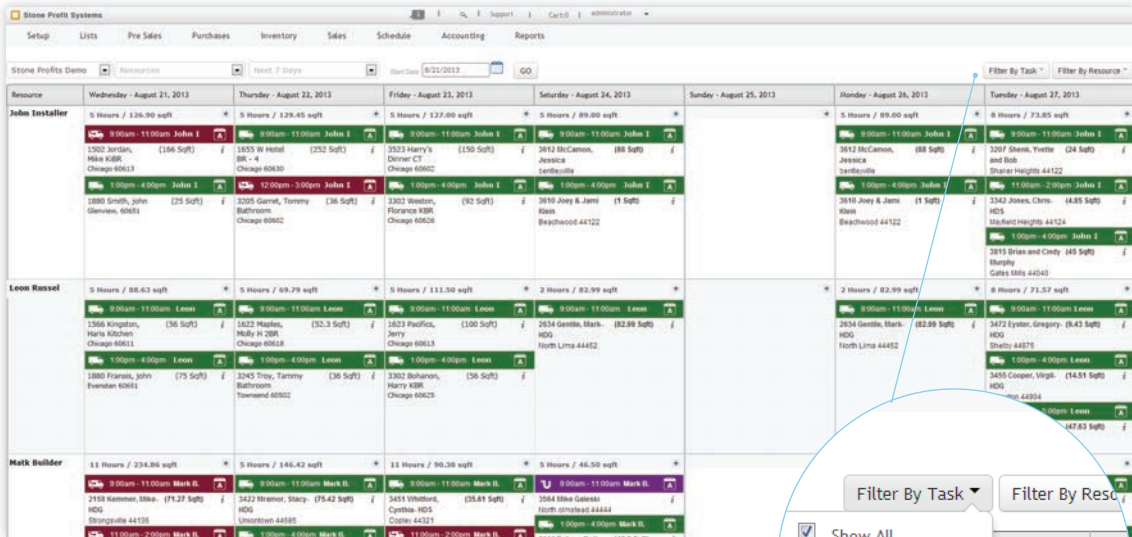
Once the truck is assigned its load, your crew can print a loading worksheet to assist them in loading the physical inventory onto the truck. The worksheet lists the stops in reverse order so the truck can be loaded efficiently using the "last in first off" (LIFO) delivery model.



| Stop | Material                      | Restriction             | Pick Qty             | Weight |
|------|-------------------------------|-------------------------|----------------------|--------|
| 4    | 10015 - Fabricators Unlimited | Chicago Il P: 773121457 | 56.00 KM / 0.00 LBS  |        |
| 3    | 10013 - Yammys Renovation     | Midway, IL P: 102450003 | 57.04 KM / 0.00 LBS  |        |
| 2    | 10008 - Best Kitchen and Bath | Prossa, IL P: 778464584 | 112.00 KM / 0.00 LBS |        |
| 1    | 10007 - BedRock 123           | chicago Il P: 312555555 | 113.56 KM / 0.00 LBS |        |

## 31 Job Scheduling

Two calendars are setup depending on the type of task needed for the job. The field calendar shows all your template and install appointments and the shop calendar shows tasks such as digitizing, cutting, CNC machine work, polishing, etc.

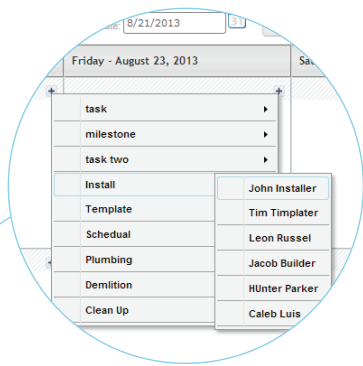


### Shop and Field Calendar

SPS has a calendar for both shop and field. In the calendar view it is easy to see the appointments that have been made, what is completed and what is not completed. If an appointment needs to change dates, SPS allows you to click and drag the appointment to the desired date.

### Add new Appointments

Click on the date to schedule a new task. SPS will display the task and the resources available for each.



Stone Profit Systems

Setup Lists Pre Sales Purchases Inventory Sales Accounting Reports

PreProduction: 1 - 13 (13)

Filters:

Prev Page 1 of 2 Next

| SO # | JobName  | Location/Sales.Rep               | Req.Inc.Date | Cust. Contact Made | Wait on Cabinets | Template | Wait on Material | Material Allocated | Wait on Slab View | Slab View Signoff | Ready for Perfect Match | Wait on Final PO | Wait on Perfect Match Approval | Ready for Fab |
|------|--|----------------------------------|--------------|--------------------|------------------|----------|------------------|--------------------|-------------------|-------------------|-------------------------|------------------|--------------------------------|---------------|
| 364  | Smith Project<br>Granite Plus                          | Stone Profits Demo administrator | 5/31/2013    |                    |                  |          |                  |                    |                   |                   |                         |                  |                                |               |
| 326  | Abc Supplier   | Stone Profits Demo CESARA        | 1/16/2013    |                    |                  |          |                  |                    |                   |                   |                         |                  |                                |               |
| 366  | Abc Customer and Supplier<br>Abc Customer and Supplier | Stone Profits Demo administrator | 1/11/2013    | ✓                  | ✓                | ✓        | ✓                | ✓                  | ✓                 | ✓                 | ✓                       | ✓                | ✓                              | ✓             |
| 247  | Abc Customer and Supplier                              | Stone Profits Demo administrator | 1/12/2013    |                    |                  |          |                  |                    |                   |                   |                         |                  |                                |               |
| 244  | ABC Customer   | Stone Profits Demo CESARA        | 1/30/2013    |                    |                  |          |                  |                    |                   |                   |                         |                  |                                |               |
| 237  | ABC Customer   | Stone Profits Demo LEARNUN       | 1/10/2013    | ✓                  | ✓                |          |                  |                    |                   |                   |                         |                  |                                |               |
| 224  | Abc Customer and Supplier<br>Abc Customer and Supplier | Stone Profits Demo               | 1/1/2013     | ✓                  | ✓                | ✓        | ✓                | ✓                  | ✓                 | ✓                 | ✓                       | ✓                | ✓                              | ✓             |

Mark as Complete

31 Set Deadline

### Tasks Dashboard

In this screen you can see all of the tasks per sale order, sorted by department. Your team will have an easy to use checklist of the tasks that need to be finished for each sale order. This screen is directly related to the scheduling tab in the sale order page, allowing you to focus in on one sale order.

SaleOrder Inventory **Scheduling** Invoices Files CRM (0)

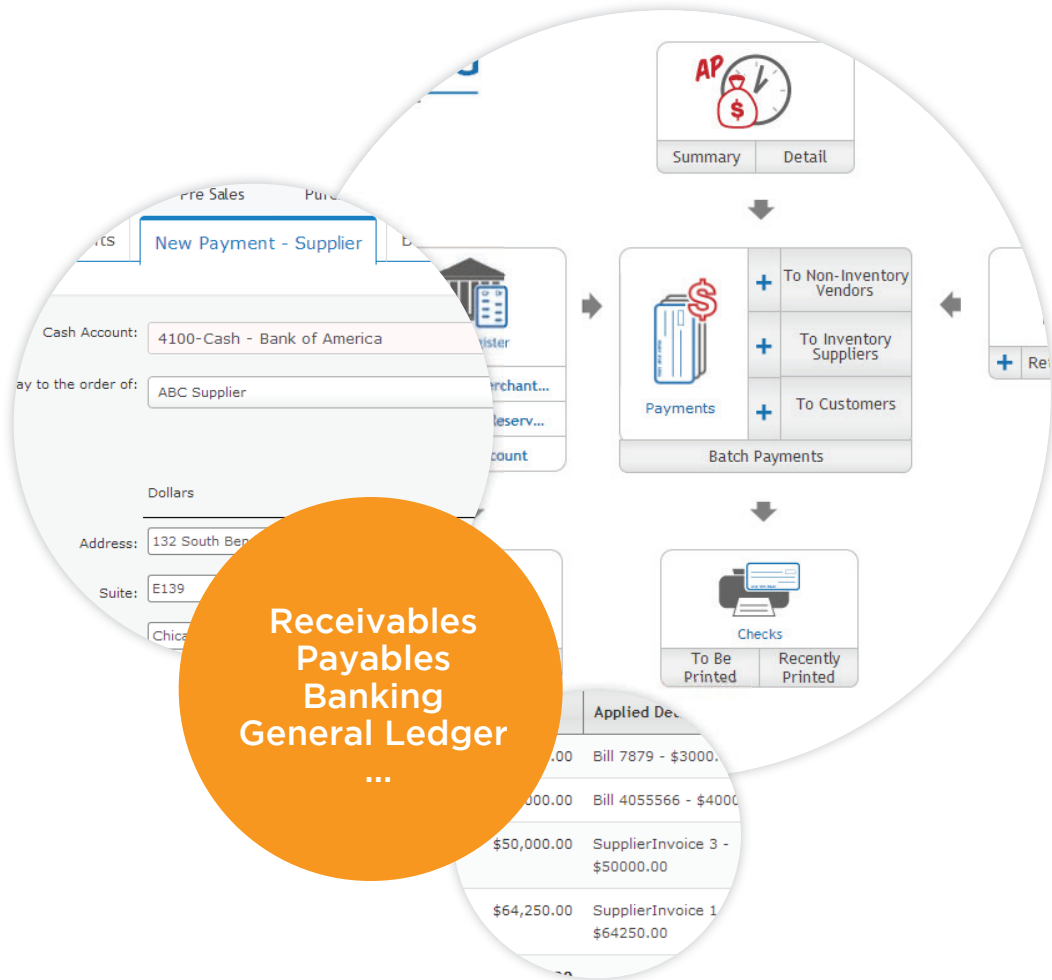
Add Task / Milestone Add Event Set Update Tasks Set

| Title                                   | Completed                     | Scheduled    |
|---|-------------------------------|--------------|
| <b>Sales</b>                            |                               |              |
| ✓ Install/Dely Date Confirmed (Req)     | Mar 07, 2013 by administrator |              |
| ✓ Ready for Scheduling Department (Req) | Mar 07, 2013 by administrator |              |
| <b>PrePurchasing</b>                    |                               |              |
| ✓ Customer Contact Made (Req)           | Mar 07, 2013 by administrator |              |
| ✓ Cabinets Installed                    | Mar 07, 2013 by administrator |              |
| ✓ Template Scheduled                    | Mar 06, 2013 by administrator |              |
| ✓ Template Appt.                        | Feb 18, 2013 by administrator | Feb 19, 2013 |



# AR AP Accounting

Stone Profit Systems has its own accounting module, making it easy on everyone by having everything in one place. Manage both accounts receivable and payable, along with your general ledger and financial statements. We have the tools you need to keep you on top of your finances.



Receivables  
Payables  
Banking  
General Ledger  
...

AR AP

# Accounts Receivable

## Customers

This is a quick link back to the customer master list making it easy to see information, or enter a new customer.

## Sale Orders

This is a quick link back to the sale orders, giving you access to the information you need for upcoming receivables.

## Opportunities

This is a link to the pre-sales home's opportunities which encompasses customer visits, sample orders, quotations, and holds. Within one opportunity a customer can have multiple visits, quotes, or holds; All of which could potentially become a sale order.

## Products Master list

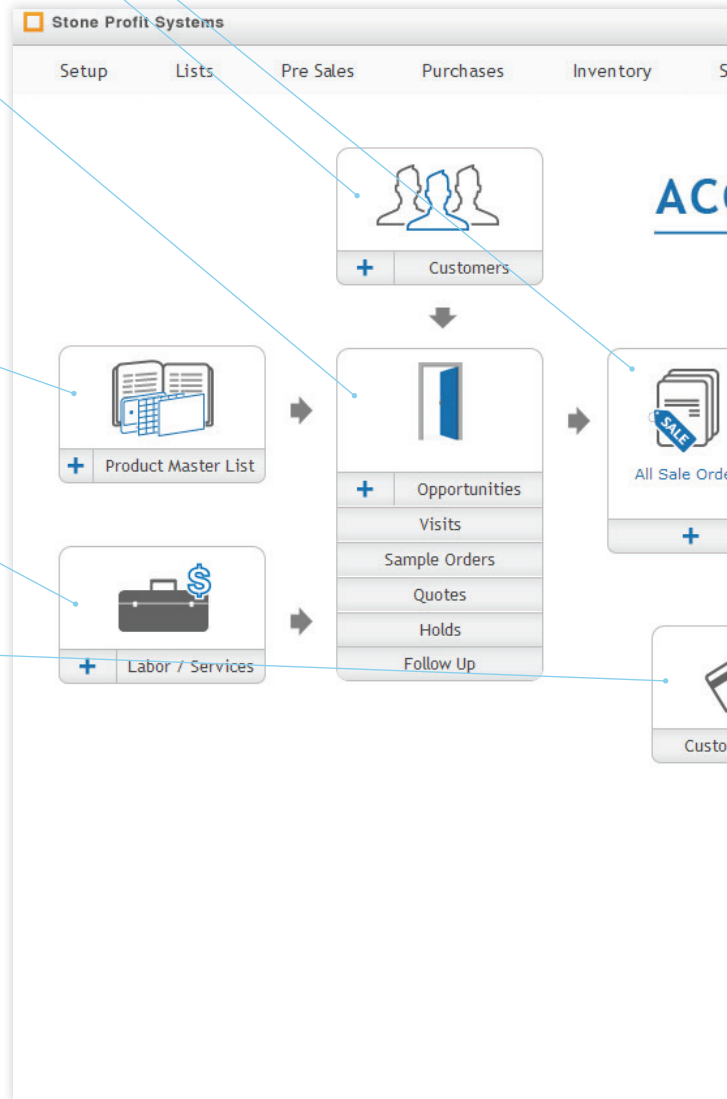
Quickly access the product master list to view information about your products.

## Services

This is a convenient link to the services in the master list home.

## Customer Deposits

SPS allows for deposits to be received for the sale orders before they are invoiced.



AR  
AP

### Invoices

This is a list of all of the invoiced sale orders. Once invoiced it will be added to the aged receivables, and payments can be received.

### Aged Receivables

All of your aged receivables in an easy to use searchable list. View the list in detail listing every invoice, or in summary which shows the customers total balance.

### Customer Receipts

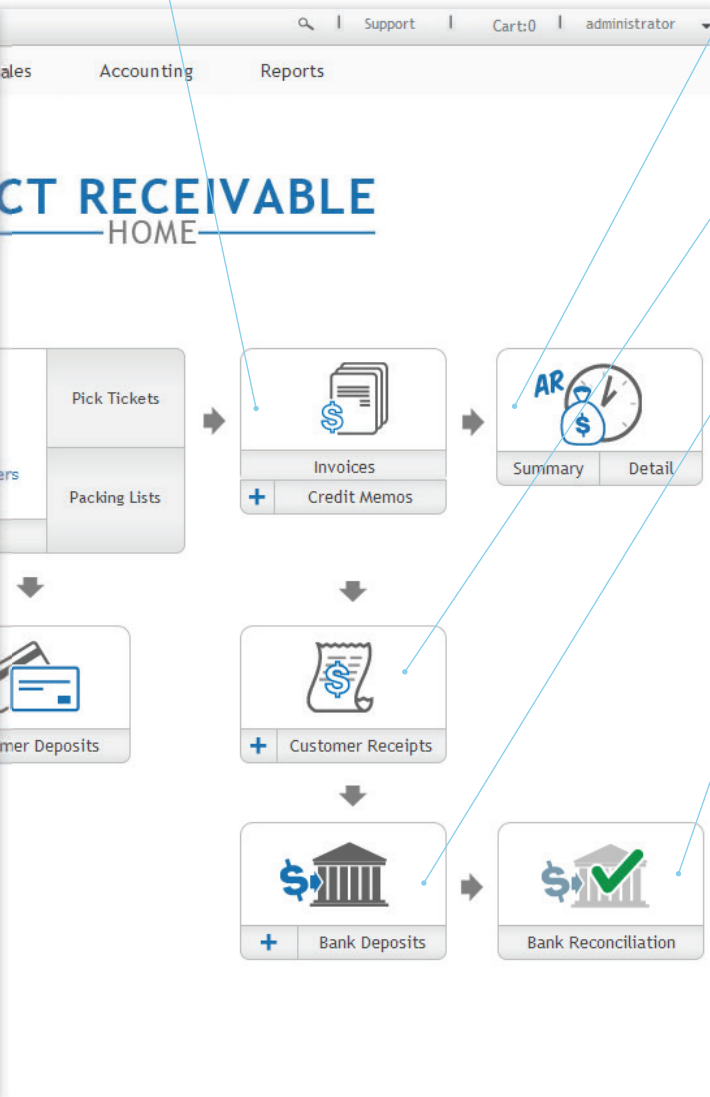
Enter in and view customer payments. SPS allows you to apply payments to multiple invoices.

### Bank Deposits

Keep track of bank deposits. Track the date of the deposit, reference number, and select which account the deposit will affect.

### Bank Reconciliation

This tool will help keep your system in check with your bank account. Select the account and month, and compare the system transactions with the statement. Mark the transactions that have cleared to keep your records straight.



Stone Profit Systems

Setup Lists Pre Sales Purchases Inventory Sales Accounting Reports Schedule

Aged Receivables AR Aging Summary

As of: 08/23/2013 Go

Aged Receivables Fir Stone as of 8/23/2013: 1 - 841 (841) Change Aging Periods

| Customer  | Type         | Transactional | Invoice#  | Sales Person | Invoice Dt. | Due Dt.    | Days Pastdue | Current           | 31 - 61            | 62 - 90       | Over 90           | Balance Due       |
|---|--------------|---------------|-----------|--------------|-------------|------------|--------------|-------------------|--------------------|---------------|-------------------|-------------------|
| ABC Customer - (NONE)   | Invoice      | 985           | 934       | sale-1       | 05/15/2013  | 06/14/2013 | 100          |                   |                    |               | \$324.80          | \$324.80          |
| ABC Customer - (NONE)   | Invoice      | 977           | 926       | sale-1       | 05/14/2013  | 06/13/2013 | 101          |                   |                    |               | \$437.77          | \$437.77          |
| ABC Customer - (NONE)   | Invoice      | 962           | 911       | sale-1       | 05/14/2013  | 06/13/2013 | 101          |                   |                    |               | \$1,355.13        | \$1,355.13        |
| ABC Customer - (NONE)   | Invoice      | 742           | 753       | sale-1       | 04/26/2013  | 05/26/2013 | 119          |                   |                    |               | \$761.60          | \$761.60          |
| ABC Customer - (NONE)   | Invoice      | 700           | 678       | sale-1       | 04/24/2013  | 05/24/2013 | 121          |                   |                    |               | \$592.31          | \$592.31          |
| <b>ABC Customer / 312-456-7894 / 90 days / Jerry Harrison</b>     |              |               |           |              |             |            |              | <b>\$0.00</b>     | <b>\$0.00</b>      | <b>\$0.00</b> | <b>\$3,571.61</b> | <b>\$3,571.61</b> |
| Bob's Builders  | Invoice      | 2133          | 2027      | sale-1       | 08/19/2013  | 08/19/2013 | 4            | \$1,512.00        |                    |               |                   | \$1,512.00        |
| Bob's Builders  | Invoice      | 1900          | 1804      | Li Wang      | 07/30/2013  | 07/30/2013 | 24           | \$1,422.40        |                    |               |                   | \$1,422.40        |
| Bob's Builders  | Receipt      | 5098          |           |              | 06/27/2013  |            | 57           |                   | -\$1,422.40        |               |                   | -\$1,422.40       |
| Bob's Builders  | Receipt      | 5080          |           |              | 06/25/2013  |            | 59           |                   | -\$1,512.00        |               |                   | -\$1,512.00       |
| <b>Bob's Builders / 4585522331 Bobby Nicks</b>                    |              |               |           |              |             |            |              | <b>\$2,934.40</b> | <b>-\$2,934.40</b> | <b>\$0.00</b> | <b>\$0.00</b>     | <b>\$0.00</b>     |
| Fabricators Unlimited   | Return Order | 191           | 191       |              | 08/06/2013  |            | 17           | -\$563.76         |                    |               |                   | -\$563.76         |
| Fabricators Unlimited   | Invoice      | 1348          | 1048      | sale-1       | 08/06/2013  | 09/05/2013 | 19           | \$955.60          |                    |               |                   | \$955.60          |
| Fabricators Unlimited   | Invoice      | 1957          | 1857      | sale-1       | 08/06/2013  | 09/05/2013 | 17           | \$761.60          |                    |               |                   | \$761.60          |
| Fabricators Unlimited   | Return Order | 193           | 1848 - R1 | sale-1       | 08/06/2013  |            | 17           | -\$985.60         |                    |               |                   | -\$985.60         |
| Fabricators Unlimited   | Invoice      | 1957          | 1857      | sale-1       | 08/06/2013  | 09/05/2013 | 17           | \$761.60          |                    |               |                   | \$761.60          |
| Fabricators Unlimited   | Return Order | 214           | 1922 - R1 | sale-1       | 08/21/2013  |            | 2            | -\$851.20         |                    |               |                   | -\$851.20         |
| <b>Fabricators Unlimited / 7731234567 / 90 days / Bill Thomas</b> |              |               |           |              |             |            |              | <b>\$197.84</b>   |                    |               |                   | <b>\$197.84</b>   |
| ABM Stone Ltd. - (ABM)  | Invoice      | 2112          | 2005      | sale-1       | 08/16/2013  | 09/16/2013 | 7            | \$9,017.34        |                    |               |                   | \$9,017.34        |

### Aged Receivables Detail

Quickly see all of the invoices per customer that have a balance due. Click on the customer name to go to the customer's detail page. Click on the transaction number to see the invoice/transaction. Also, keep track of payment term due dates.

Google Chrome

ch: Aged Receivables Keys - Miami as of 8/23/2013

Party Name: = [dropdown] [input]

Type: = [dropdown] [input]

Transactional#: = [dropdown] [input]

Invoice#: = [dropdown] [input]

Invoice Dt.: = [dropdown] [input]

= [dropdown] [input]

### Advanced Search

Use the advanced search to search the list by multiple fields including: name, type, transaction number, invoice number, payment terms, and more.

AR  
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Stone Profit Systems | Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports | Schedule

Receipts | **New Receipt** | Customer Deposits | Unapplied Receipts

Customer: ABC Customer | Payment Method: Check

Cash Account: 4100-Cash - Bank of America | Check #:

Date: 8/23/2013 | Date on Check: 08/23/2013

No and 00/100 \*\*\*\*\* Dollars | \$ 0 | Auto Apply

Address: 412 Chicago Ave. | Authorization #:

Suite: Unit 2B

City / State / Zip: Chicago | IL | 60644

Memo:

| Type    | Transaction # | Date Due     | Invoice Amt. | Amt. Applied | Amount Due | Description | Discount | Amt. Applied | Pay |
|---------|---------------|--------------|--------------|--------------|------------|-------------|----------|--------------|-----|
| Invoice | 1             | Nov 18, 2013 | \$2,527.62   | \$0.00       | \$2,527.62 |             |          |              |     |
| Invoice | 10004         | Nov 21, 2013 | \$1,224.33   | \$0.00       | \$1,224.33 |             | 100.00   | \$1,200.00   | Y   |
|         |               |              |              |              |            |             | \$50.00  | \$1,100.00   | Y   |

Internal Notes:

Sub Total: \$17,201.41  
 s - Cook County 10%): \$1,720.14  
**Total: \$18,921.55**  
**Balance Due: \$18,921.55**

Receive Payment

### Receive Payments

Select the customer and SPS will pull up all of the aged receivables posted for that customer. Simply enter the check's information, the amount, and select the invoices that you wish to apply the payment to. Apply to one invoice or multiple invoices. It is easy both ways.

### Receive from Invoice

For quick transactions receive a payment directly from an invoice.

AR  
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# Accounts Payable

## Supplier Invoices

This is a quick link to the supplier invoices of the purchasing home.

## Inventory Suppliers

This is quick access to your inventory suppliers so you always have the information you need.

## Bills and Credit Memos

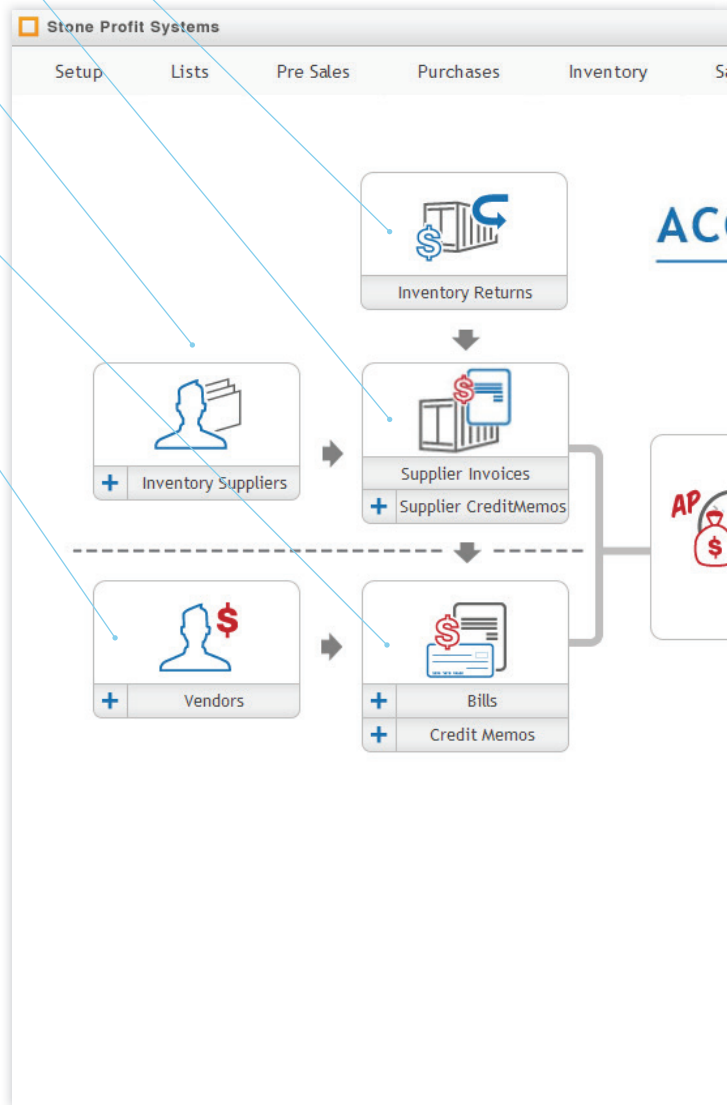
Enter, view, and pay vendor bills. Any expenses that are not associated with inventory will be entered here.

## Vendors

This is quick access to your vendors list so you always have the information you need.

## Inventory Returns

Return purchases to suppliers. SPS will help you keep track of what was returned and the credits you have with your suppliers.



AR  
AP

### Aged Payables

This is a list of all your aged payables. In one click sort the payables by suppliers or vendors. In the list page, it is easy to see which payments are due and when they are due. Also, view the payables in summary or detail mode.

### Payments

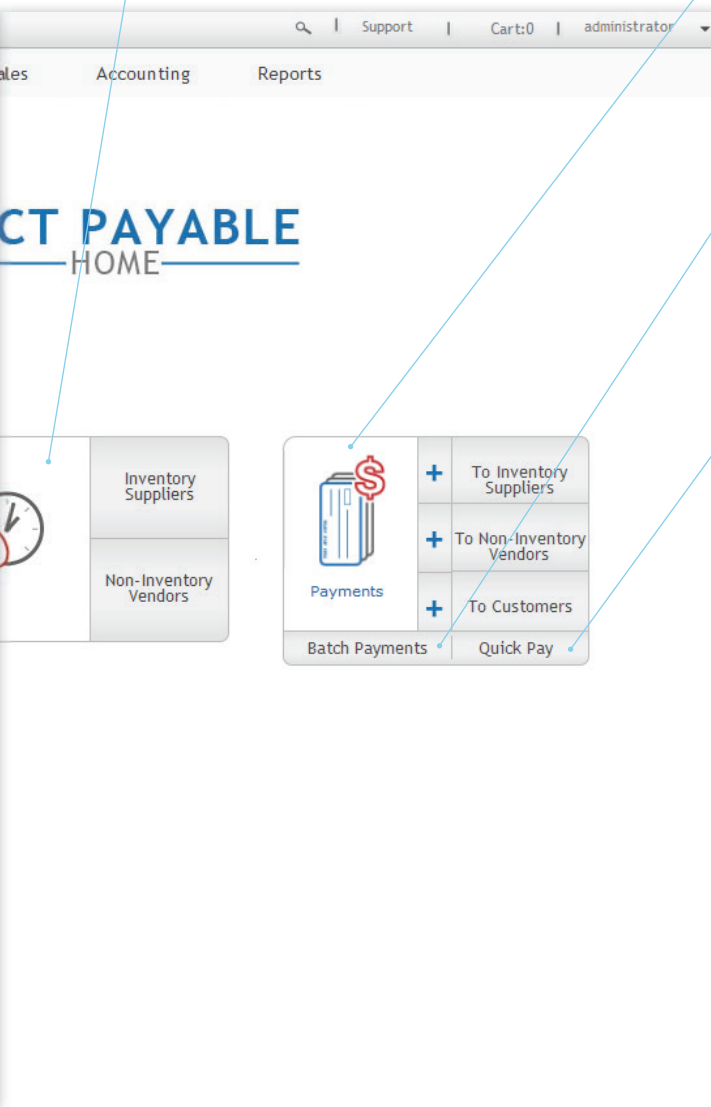
This is a list of payments that your company has made. Finding past payments is easy when you sort the payments by supplier, vendor, or customer payments.

### Batch Payments

This tool is a quick way to pay multiple invoices for one supplier/vendor. Just select the invoices from the list, select the bank account, and press the pay button, and the payment is ready.

### Quick Pay

This is a quick way to cut a check for something unplanned. Select the bank account and the vendor/supplier, enter the amount and you're done.



Stone Profit Systems

Setup Lists Pre Sales Purchases Inventory Sales Accounting Reports Schedule

Supplier Payments **New Payment - Supplier** Batch Payments Quick Pay Checks - To be Printed Checks - Recently Printed

Cash Account: 4100-Cash - Bank of America Payment Method: Check

Pay to the order of: LMN Granites Check #: 5

Date on Check: 08/23/2013 \$ 0  Auto Apply

Dollars

Address: 794B South West Street

Suite: B6

City / State / Zip: Rio

Memo:

| Type            | Invoice # | Transaction # | Location | Date Due   | Invoice Amount | Amount Due  | Description | Discount | Amount Applied | Pay                      |
|-----------------|-----------|---------------|----------|------------|----------------|-------------|-------------|----------|----------------|--------------------------|
| SupplierInvoice | 3         |               | CHI      | 2013-09-19 | \$106,050.00   | \$56,050.00 |             |          |                | <input type="checkbox"/> |
| SupplierInvoice | 4         |               | CHI      | 2013-09-21 | \$39,900.00    | \$39,900.00 |             |          |                | <input type="checkbox"/> |

Internal Notes:

- Copy Supplier
- Inactivate Supplier
- List All Suppliers
- View Log
- Pay this Supplier**
- Pre Purchase Request
- Delete this Supplier

### Make Payments

Select the vendor or supplier to see all of the invoices/bills that you company owes. Enter the amount and select which invoice you want to apply it to.

### Pay This Supplier

From the supplier's detail page you have the option to quickly enter a payment. When selected, the payment page will show with the supplier pre-selected and the invoices showing.

AR  
AP



| Due Date  | =                                    |          | Search      |               |
|---|--------------------------------------|----------|-------------|---------------|
| Due Date  | Vendor                               | Invoice# | Amount Due  | Amount To Pay |
| <b>ORay (2 Bills)</b>                                 |                                      |          |             |               |
| 12/5/2012   | ORay                                 |          | \$15,277.02 | \$ 15,277.02  |
| 1/10/2013   | ORay                                 |          | \$25,000.00 | \$ 25,000.00  |
| <b>123 Courior (1 Bills)</b>                          |                                      |          |             |               |
| 12/25/2012  | 123 Courior                          |          | \$180.00    | \$ 180.00     |
| <b>123 Sample vendor for payable test 1 (3 Bills)</b> |                                      |          |             |               |
| <input checked="" type="checkbox"/> 1/2/2013          | 123 Sample vendor for payable test 1 | 1234     | \$1,500.00  | \$ 1,500.00   |
| <input checked="" type="checkbox"/> 2/6/2013          | 123 Sample vendor for payable test 1 | sup#85   | \$150.00    | \$ 150.00     |
| 3/8/2013  | 123 Sample vendor for payable test 1 |          | \$600.00    | \$ 600.00     |
| <b>123 Sample vendor for payable test 2 (3 Bills)</b> |                                      |          |             |               |
| 1/11/2013   | 123 Sample vendor for payable test 2 |          |             |               |

|                                    |   |
|------------------------------------|---|
| Selected Items: 2                  | Bank Account: --Select--  |
| Open Payables: \$5,517,440.44      | Payment Method: --Select--  |
| Selected Payables: \$1,650.00      | Payment Date: 3/8/2013  |
| Cash Account Balance: Uncalculated | Reference #: <input type="text"/>                                       |
|                                    | <input type="button" value="Clear"/> <input type="button" value="Pay"/> |

**Batch Payments**

This tool makes it easy to group multiple invoices into one payment. Select the invoices, and they will show in a layer where you can select the account and payment method. It's that easy.

AR  
AP

# Banking

## Bank Deposits

Keep track of bank deposits. Select a bank account, record the date of the deposit, and reference number.

## Bank Register

View all transactions that affect each bank account. Use the advanced search to sort transactions by date, transaction #, type, debit amount, credit amount, and much more.

## Customers

This is a quick link back to the customer master list making it easy to see information, or enter a new customer.

## Customer Receipts

Enter in, and view customer payments. SPS allows you to apply payments to multiple invoices.

## Transfers and Cash

Keep track of transfers between bank accounts, cash payments, and receipts.

## Aged Receivables

All of your aged receivables are in an easy to use searchable list. View the list in detail listing every invoice, or in summary which shows the customer's total balance.

## Bank Reconciliation

This tool will help keep your system in check with your bank account. Select the account and month, and compare the system transactions with the statement. Mark the transactions that have cleared to keep your records straight.



AR  
AP

### Aged Payables

This is a list of all your aged payables. In one click sort the payables by suppliers or vendors. In the list page, it is easy to see which payments are due and when they are due. Also, view the payables in summary or detail mode.

### Payments

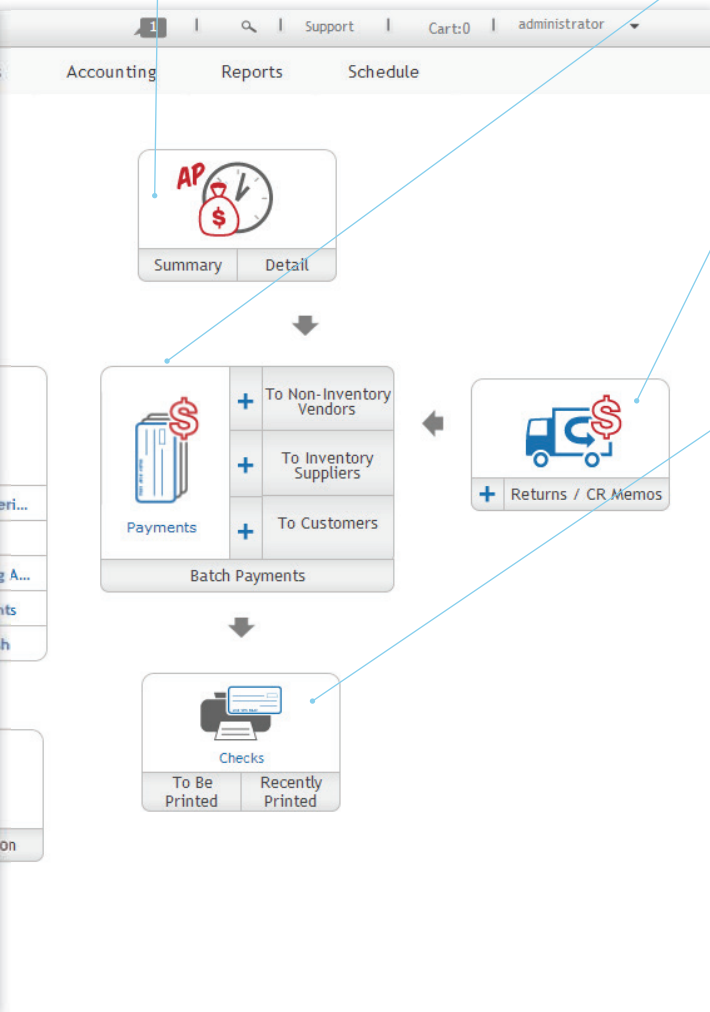
This is a list of payments that have been made. Finding past payments is easy when you sort the payments by supplier, vendor, or customer.

### Returns and Credit Memos

If a customer decides to return some items, the returns tool will help you find the sale order, create a return, or create a credit memo for that customer.

### Checks

Print checks directly from the system. View checks pending and recently printed checks. With this list you can be sure a payment was sent, and that it was not sent twice.



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Stone Profit Systems Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

### Add New Bank Reconciliation

Account to Reconcile: 4100-Cash - Bank of America | Month: Feb 2013 | Statement Date: 02/01/2013 - 02/28/2013

Show All  
 Checks and Bank Debits Only  
 Deposits and Bank Credits Only  
 Show Deposits and Bank Credits first then Checks and Bank Debits

Withdrawals Sort By: Date | Deposits Sort By: Date

| Clear                               | Transaction Date | Reference / Check # | Vendor/Payee/Description | Deposit     | Withdrawal  |
|-------------------------------------|------------------|---------------------|--------------------------|-------------|-------------|
| <input checked="" type="checkbox"/> | 10/22/2012       | 5                   | LMN Granites             |             | \$72,341.97 |
| <input checked="" type="checkbox"/> | 11/05/2012       | 4                   | 123 Courier              |             | \$4,996.04  |
| <input checked="" type="checkbox"/> | 11/08/2012       | 5                   | LMN Granites             |             | \$100.00    |
| <input checked="" type="checkbox"/> | 12/01/2012       | 6                   | 123 Courier              |             | \$291.00    |
| <input type="checkbox"/>            | 12/01/2012       | 6                   | QRS Shipping             |             | \$0.98      |
| <input type="checkbox"/>            | 11/29/2012       | 29                  | ABC Supplier             |             | \$0.98      |
| <input type="checkbox"/>            | 01/05/2013       | 79                  | Za Zing Fabrications     |             | \$531.63    |
| <input type="checkbox"/>            | 01/08/2013       | 80                  | ABC Stones               |             | \$4,040.00  |
| <input type="checkbox"/>            | 01/26/2013       | 1258                | ABC Stones               |             | \$900.00    |
| <input type="checkbox"/>            | 11/03/2012       | 30                  | AAA COOPTL               | \$1.00      |             |
| <input checked="" type="checkbox"/> | 11/07/2012       |                     |                          | \$4,908.00  |             |
| <input checked="" type="checkbox"/> | 10/22/2012       |                     |                          | \$23,454.00 |             |
| <input type="checkbox"/>            | 01/05/2013       | 87                  | ABC Global Marble        | \$120.00    |             |
| <input type="checkbox"/>            | 01/05/2013       | 87                  | ABC Global Marble        | \$100.00    |             |
| <input type="checkbox"/>            | 01/05/2013       | 88                  | ABC Global Marble        | \$40.00     |             |
| <input type="checkbox"/>            | 01/10/2013       | 101                 | 222 Vendor               | \$150.00    |             |

Service Charge: \$ | Interest Income: \$ | Statement Ending Balance: \$ 0  
 Date: 02/28/2013 | Date: 02/28/2013 | - Outstanding Checks: \$ 5473.59  
 Account: | Account: | + Deposits in Transit: \$ 411.00  
 - GL [System] Balance: \$ -54296.07  
 = Unreconciled Difference: \$ 49233.48

Cancel | Save Changes

AR  
AP

### Bank Reconciliation

Keeping SPS up-to-date with your bank statement is no problem. With this tool you can select a bank account and it will show the transactions associated. Compare this list to your bank statement and check off the transactions that match. A pop up layer will keep a running total of the cleared items.

| Cleared Items              | # | Amount    |
|----------------------------|---|-----------|
| Checks and Bank Debits:    | 2 | 28,362.00 |
| Deposits and Bank Credits: | 4 | 77,729.01 |

Stone Profit Systems | Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports | Schedule

All Payments | Update Payment | Batch Payments | Quick Pay | **Checks - To be Printed** | Checks - Recently Printed

Cash Account: Cash - Bank of America

Print Checks: 1 - 9 (9)

Date: [ ] = [ ] [ ] [ ] Search [ ]

| Select                   | Date      | Non Inventory Vendor | Check/Ref No.                      | Check Amount | You# - Applied | Balance > |
|--------------------------|-----------|----------------------|------------------------------------|--------------|----------------|-----------|
| <input type="checkbox"/> | 8/23/2013 | 123 Courier          | Check #1<br>Cash - Bank of America | \$10,000.00  |                | \$0.00    |
| <input type="checkbox"/> | 8/23/2013 | LMN Granites         | Check #1<br>Cash - Bank of America | \$50,000.00  |                | \$0.00    |
| <input type="checkbox"/> | 8/23/2013 | 123 Courier          | Check #2<br>Cash - Bank of America | \$3,000.00   |                | \$0.00    |
| <input type="checkbox"/> | 8/23/2013 | ABC Supplier         | Check #2<br>Cash - Bank of America | \$85,500.00  |                | \$0.00    |
| <input type="checkbox"/> | 8/23/2013 | Block Industries     | Check #3<br>Cash - Bank of America | \$1,450.00   |                | \$0.00    |
| <input type="checkbox"/> | 8/23/2013 | QRS Shipping         | Check #3<br>Cash - Bank of America | \$4,000.00   |                | \$0.00    |
| <input type="checkbox"/> | 8/23/2013 | ABC Supplier         | Check #4<br>Cash - Bank of America | \$64,250.00  |                | \$0.00    |
| <input type="checkbox"/> | 8/23/2013 | LMN Granites         | Check #4<br>Cash - Bank of America | \$95,950.00  |                | \$0.00    |
| <input type="checkbox"/> | 8/23/2013 | QRS Shipping         | Check #5<br>Cash - Bank of America | \$5,000.00   |                | \$0.00    |

First Check#: [ ]

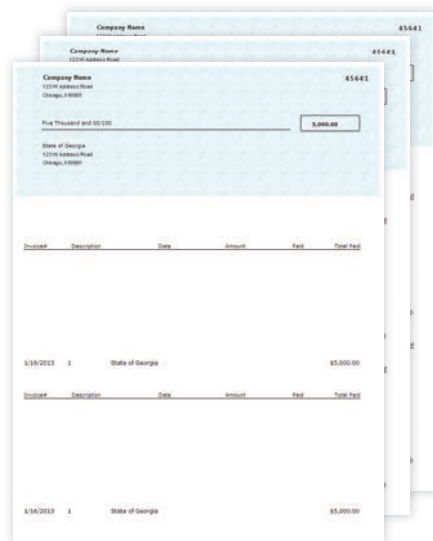
Select All | Print Only | Mark and Print | Mark as Printed

### Print Checks

When a payment is entered, it will show in the list of checks to be printed. When ready just select the checks and print. To keep duplicate checks from printing mark a check as printed to remove it from the list.

### Check Format

Print checks directly from the system. During setup your check format will be selected so you can print onto your business's checks.



AR AP

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# General Ledger

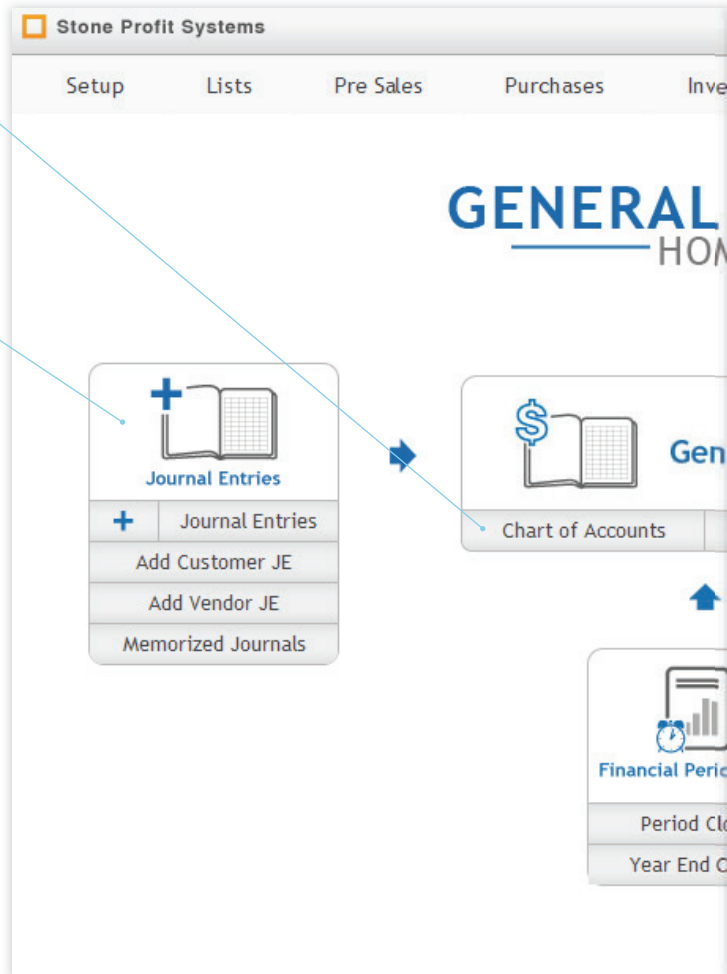
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## Chart of Accounts

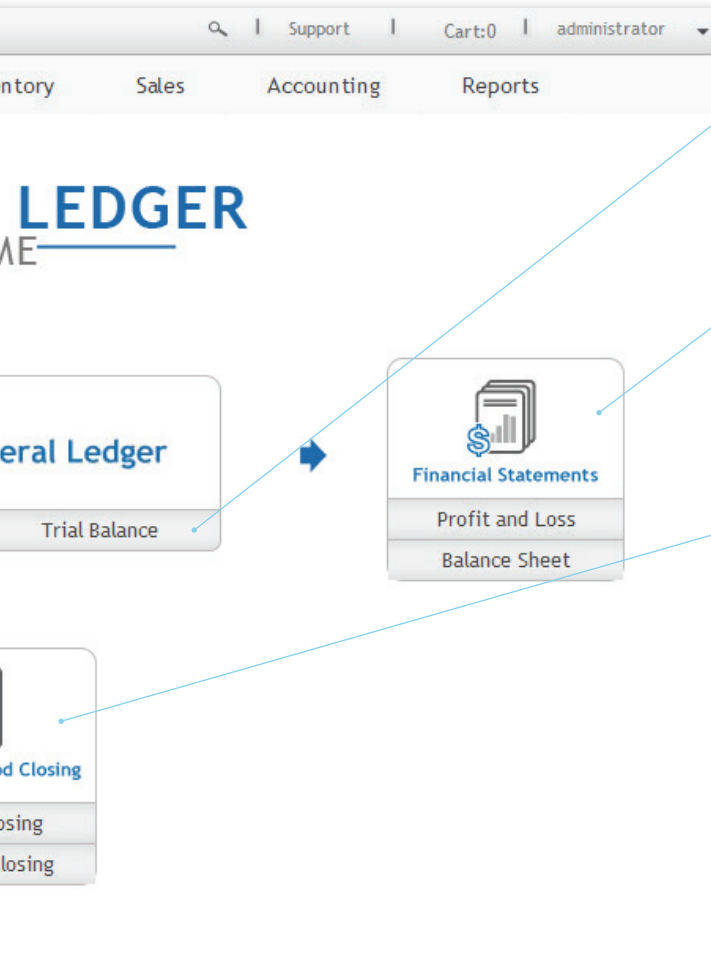
View a list of all of your company's accounts each with a running balance. Search the list by account name, number, alternate name, and alternate number.

## Journal Entries

Move money around to different accounts by making journal entries. You can add entries specific to customers and vendors.



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### Trial Balance

List your accounts as of a specific date. Search the list by account name, number, alternate name, and alternate number.

### Financial Statements

Know the financial health of your company instantly. View a profit and loss statement and a balance sheet. With all of the modules linked together SPS helps keep your business efficient and profitable.

### Period Closing

Keep your financial records clean and accurate. SPS allows you to close monthly periods as well as a year end closing. Once a period is closed the transactions that occurred within that period cannot be changed.

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AP

Stone Profit Systems Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

Profit and Loss | Balance Sheet

Select Month... | Select Quarter... | Select Year...

Range:  31 to  31 GO

**Income Statement**  
Mar 1, 2013 - Mar 31, 2013

|                               | Current Period<br>(3-2013/3-2013) | Year to Date<br>(1-2013/3-2013) |
|-------------------------------|-----------------------------------|---------------------------------|
| <b>Revenues</b>               |                                   |                                 |
| Granite Sales                 | \$8,328.00                        | \$49,384.18                     |
| Services Sales                | \$22,455.98                       | \$112,070.44                    |
| Sink Sales                    | \$1,360.00                        | \$6,171.13                      |
| Backsplash Sales              | \$1,342.36                        | \$2,423.19                      |
| <b>Total Revenues</b>         | <b>\$33,486.34</b>                | <b>\$170,048.94</b>             |
| <b>Cost of Sales</b>          |                                   |                                 |
| COGS - Materials              | \$3,352.15                        | \$61,054.50                     |
| COGS-Tools                    | \$533.52                          | \$715.79                        |
| COGS-Freight & Shipping Costs | \$0.00                            | \$1,213.04                      |
| COGS-Contract Labor           | \$5,891.32                        | \$25,417.52                     |
| <b>Total Cost of Sales</b>    | <b>\$9,776.99</b>                 | <b>\$88,400.85</b>              |
| <b>Gross Profit</b>           | <b>\$23,709.35</b>                | <b>\$81,648.09</b>              |
| <b>Expenses</b>               |                                   |                                 |
| Payroll Taxes                 | \$0.00                            | \$6,453.50                      |
| Payroll, Selling & Admin      | \$0.00                            | \$7,467.66                      |
| Advertising & Promotion       | \$3,587.00                        | \$10,455.68                     |
| Office Supplies               | \$1,599.30                        | \$2,867.37                      |
| Utilities                     | \$0.00                            | \$1,859.99                      |
| Internet & Phone              | -\$50.00                          | \$953.23                        |
| Building Expenses             | \$2,792.85                        | \$2,843.44                      |
| Vehicle & Property Insurance  | \$57.00                           | \$1,488.60                      |
| Vehicle Expenses              | \$274.61                          | \$4,299.46                      |
| Bank Fees                     | \$0.00                            | \$316.89                        |
| Travel                        | \$0.00                            | \$380.75                        |
| Meals & Entertainment         | \$0.00                            | \$164.66                        |
| Legal & Professional          | \$0.00                            | \$3,701.61                      |
| Equipment Expense             | \$500.00                          | \$510.83                        |
| Shop Supplies                 | \$0.00                            | \$1,081.07                      |
| Interest Expense              | \$0.00                            | \$847.04                        |
| <b>Total Expenses</b>         | <b>\$8,760.76</b>                 | <b>\$45,656.78</b>              |

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AP

### Income Statement Reports

Instantly know the financial health of your company. SPS can give you a snap shot with the profit and loss report and a balance sheet. Select a date range or time period to see just how well your company is doing.



Stone Profit Systems Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

Period Closing | Year End Closing

**Period Closing: 1 - 24 (24)**

Closing Period [v] = [v] [input type="text"] Search [magnifying glass icon]

| Closing Period | Status | Last Closed By | Last Closed Date     | Last Opened By | Last Opened Date     | Action                |
|----------------|--------|----------------|----------------------|----------------|----------------------|-----------------------|
| Jan 2012       | Closed | administrator  | 1/23/2013 6:45:16 AM | administrator  | 1/22/2013 7:00:39 AM | <a href="#">Open</a>  |
| Feb 2012       | Closed | administrator  | 1/23/2013 2:53:27 PM | administrator  | 1/17/2013 6:04:11 AM | <a href="#">Open</a>  |
| Mar 2012       | Closed | administrator  | 1/23/2013 2:53:27 PM | administrator  | 1/17/2013 6:04:11 AM | <a href="#">Open</a>  |
| Apr 2012       | Closed | administrator  | 1/23/2013 2:53:27 PM | administrator  | 1/17/2013 6:04:11 AM | <a href="#">Open</a>  |
| May 2012       | Closed | administrator  | 1/23/2013 2:53:27 PM | administrator  | 1/17/2013 6:04:11 AM | <a href="#">Open</a>  |
| Jun 2012       | Closed | administrator  | 1/23/2013 2:53:27 PM | administrator  | 1/17/2013 6:04:11 AM | <a href="#">Open</a>  |
| Jul 2012       | Closed | administrator  | 1/23/2013 2:53:27 PM | administrator  | 1/17/2013 6:04:11 AM | <a href="#">Open</a>  |
| Aug 2012       | Closed | administrator  | 1/23/2013 2:53:27 PM | administrator  | 1/17/2013 6:04:11 AM | <a href="#">Open</a>  |
| Sep 2012       | Closed | administrator  | 2/12/2013 1:53:57 PM | administrator  | 1/23/2013 4:50:31 PM | <a href="#">Open</a>  |
| Oct 2012       | Closed | administrator  | 2/12/2013 1:53:57 PM | administrator  | 1/23/2013 4:50:27 PM | <a href="#">Open</a>  |
| Nov 2012       | Closed | administrator  | 2/12/2013 1:53:57 PM | administrator  | 1/23/2013 4:50:27 PM | <a href="#">Open</a>  |
| Dec 2012       | Closed | administrator  | 2/12/2013 1:53:57 PM | administrator  | 1/17/2013 6:04:03 AM | <a href="#">Open</a>  |
| Jan 2013       | Closed | administrator  | 2/12/2013 1:53:57 PM |                |                      | <a href="#">Open</a>  |
| Feb 2013       | Open   | administrator  | 3/8/2013 4:08:14 PM  | administrator  | 3/8/2013 4:08:16 PM  | <a href="#">Close</a> |
| Mar 2013       | Open   |                |                      |                |                      | <a href="#">Close</a> |
| Apr 2013       | Open   |                |                      |                |                      | <a href="#">Close</a> |
| May 2013       | Open   |                |                      |                |                      | <a href="#">Close</a> |
| Jun 2013       | Open   |                |                      |                |                      | <a href="#">Close</a> |
| Jul 2013       | Open   |                |                      |                |                      | <a href="#">Close</a> |

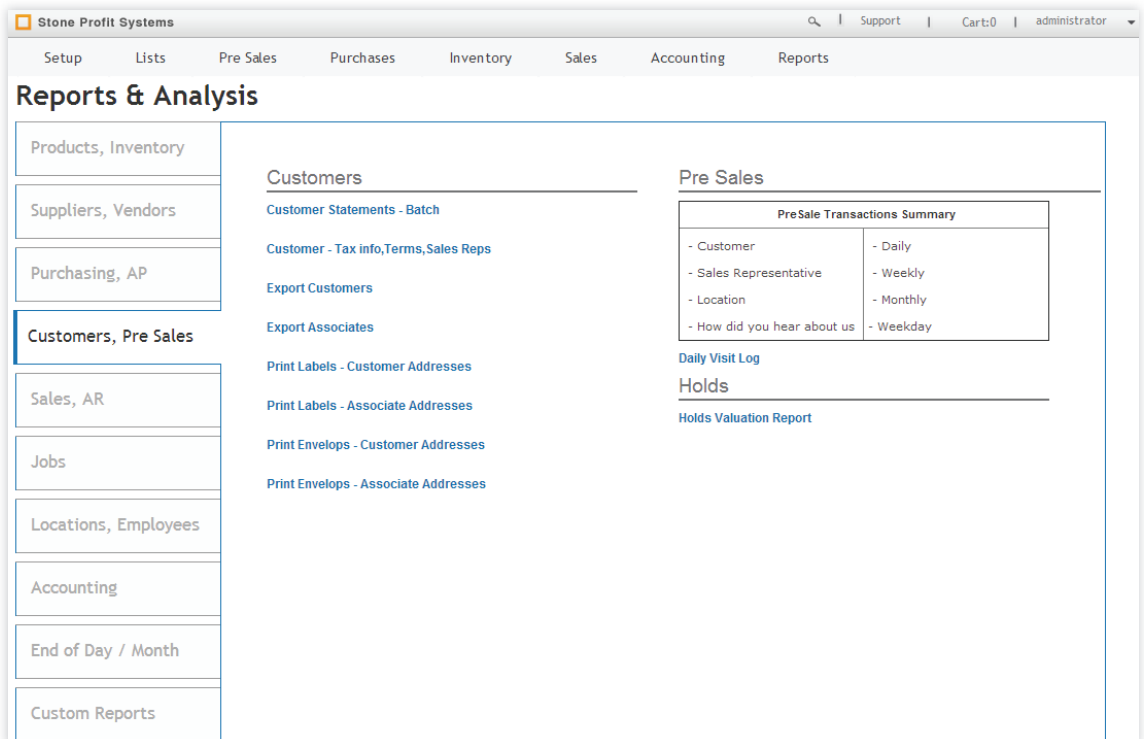
### Period Closings

Keep your financial records clean and accurate. SPS allows you to close monthly periods as well as a year end closing. Once a period is closed the transactions that occurred within that period cannot be changed.

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AP

# Reports

Get specific information about your company that you need. Stone Profit Systems generates numerous reports that can help you in making informed decisions about your day to day activities. There are reports for each module in the system.



The screenshot shows the Stone Profit Systems interface. At the top, there is a navigation bar with the following tabs: Setup, Lists, Pre Sales, Purchases, Inventory, Sales, Accounting, and Reports. The main content area is titled "Reports & Analysis". On the left side, there is a vertical menu with the following items: Products, Inventory; Suppliers, Vendors; Purchasing, AP; Customers, Pre Sales (highlighted); Sales, AR; Jobs; Locations, Employees; Accounting; End of Day / Month; and Custom Reports. The main content area is divided into two columns. The left column is titled "Customers" and contains the following links: Customer Statements - Batch; Customer - Tax info, Terms, Sales Reps; Export Customers; Export Associates; Print Labels - Customer Addresses; Print Labels - Associate Addresses; Print Envelops - Customer Addresses; and Print Envelops - Associate Addresses. The right column is titled "Pre Sales" and contains the following links: PreSale Transactions Summary (which is a table); Daily Visit Log; Holds; and Holds Valuation Report. The "PreSale Transactions Summary" table has two columns: Customer and Daily. The rows are: - Customer, - Daily; - Sales Representative, - Weekly; - Location, - Monthly; and - How did you hear about us, - Weekday.

## Reports, Reports, Reports

SPS comes with reports for everything from inventory movement, commission reports, purchasing history, financial statements, and much more. Every report can be printed or exported to Excel.

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# ADDON MODULES

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 Outward Consignment

 Mobile Module

 Inward Consignment

 Website Connect Module

 Customer Login

 Guest Book

 Supplier Login

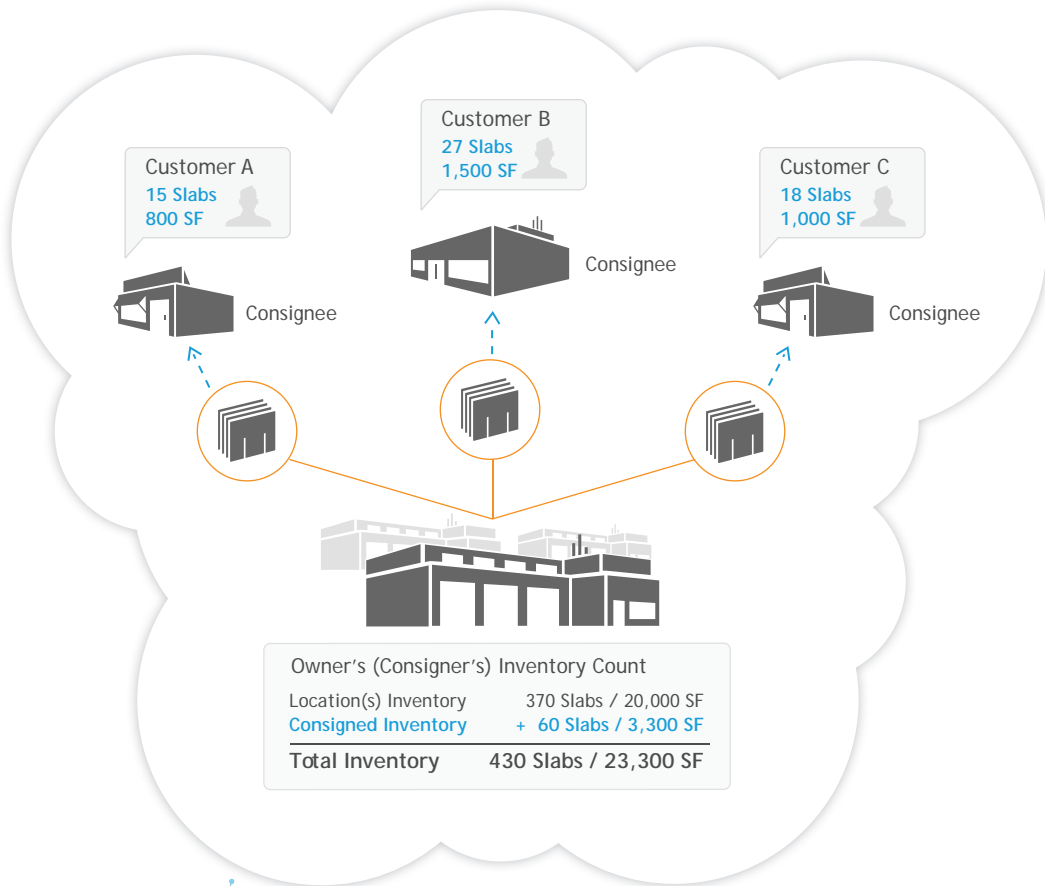
 Virtual Designer

 CRM Module

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## Outward Consignment



### Outward Consignment

Get your inventory closer to the consumer. With Stone Profit Systems your customers become part of your warehouse. Simply assign any of your customers as a consignment location, and transfer your inventory to them. The inventory remains your asset until it is sold to a consumer by the consignee.

This module keeps all of the consignment inventory very transparent to all your users. The consigned items are always available for sale when it is searched in the system.

There is also a powerful consignment analysis engine that reports the profitability and average shelf life of items at each consignment location.

Stone Profit Systems

Support | Cart:0 | administrator

Setup Lists Pre Sales Purchases Inventory Sales Accounting Reports

Name / Alternate Name:  Base Colors:  Location: 123 Crafters Product Form: --Select--

Product Code(SKU):  Product Group: --Select-- Product Category: --Select-- Product Origin: --Select--

Serial Num:  Lot/Block:  Bundle:  Bin:  Barcode:  Length >:  Width >:

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Search

| Product Name (SKU) | Inventory | Type | Category   | Origin | Colors | Group |
|--------------------|-----------|------|------------|--------|--------|-------|
| Black Absolute     | In Stock  | 1    | 56.42 SF   | SLAB   |        |       |
|                    | On SO     | -1   | -56.42 SF  |        |        |       |
|                    | Available |      | 0.00 SF    |        |        |       |
| GOLD POL QUARTZITE | In Stock  | 3    | 185.01 SF  | SLAB   | Stone  |       |
|                    | On SO     | -3   | -185.01 SF |        |        |       |
|                    | Available |      | 0.00 SF    |        |        |       |

| Serial Num    | Lot/Block | Bundle | Present Location | Bin   | Quantity              | P | N | D  |
|---------------|-----------|--------|------------------|-------|-----------------------|---|---|----|
| 157-1         |           | 157-1  | 123 Crafters     | MS068 | 120" x 74" = 61.67 SF |   |   | so |
| 157-2         |           | 157-2  | 123 Crafters     | MS068 | 120" x 74" = 61.67 SF |   |   | so |
| 157-3         |           | 157-3  | 123 Crafters     | MS068 | 120" x 74" = 61.67 SF |   |   | so |
| Total 3 Slabs |           |        |                  |       |                       |   |   |    |

ANTIQUE BROWN 3/4 VEIN ET

Sales Accounting

Location: 123 Crafters

Product Category: --Select--

Barcode:  Length >:

### Consignment in Inventory Search

In the Inventory search, you can select to search by a consignment location. The results clearly show you what is available and where the product is.



Stone Profit Systems

Setup Lists Pre Sales Purchases Inventory Sales Account

Transfers **New Transfer** My Outgoing Transfers My Incoming Transfers To

Transfer #:  Initiated Date:  Req. Ship Date:

Transferred From (Location):  Transferred To (Location):

Printed Notes:  Internal Notes:

Cancel  My Incoming

| Serial Num(Lot/Block) - Bundle                     | Quantity               | Unit Price |
|--|------------------------|------------|
| 1-80 -66546<br>Absolute Black Polished 3CH<br>SKU: | 112 X 80 =<br>62.22 SF | \$ 18.50   |
| 1-59 -66546<br>Absolute Black Polished 3CH<br>SKU: | 112 X 80 =<br>62.22 SF | \$ 18.80   |
| 1-58 -66546<br>Absolute Black Polished 3CH<br>SKU: | 112 X 80 =<br>62.22 SF | \$ 18.50   |
| 1-87 -66546<br>Absolute Black Polished 3CH<br>SKU: | 112 X 80 =<br>62.22 SF | \$ 18.50   |
| 1-56 -66546<br>Absolute Black Polished 3CH<br>SKU: | 112 X 80 =<br>62.22 SF | \$ 1151.07 |

### Consignment Transfers

Quickly and easily create transfers to your consignment locations. This allows you to move your inventory to their location without it affecting your AR. The product on consignment remains your inventory until it is sold at the consignment location.

### Transfer Locations

Select both your company locations and consignment locations for transfers.

Transfers **New Transfer** My Outgoing Transfers My Incoming Transfers To be Transferred

Transfers: 1 - 50 (65) Prev - Next - Page 1 of 2

Transfer #  Search

| Transfer # | Status      | Date         | ETA Date | Completed Date | Transferred From   | Transferred To             | Sales Rep | Tax | Transaction Status   |
|------------|-------------|--------------|----------|----------------|--------------------|----------------------------|-----------|-----|--|
| 66         | Transferred | Aug 05, 2013 |          |                | Stone Profits Demo | 123 Crafters               |           |     | Initiated On Aug 05, 2013  |
| 65         | Transferred | Jun 26, 2013 |          | Jun 26, 2013   | Stone Profits Demo | 123 Crafters               |           |     | 58 Days Ago<br>Initiated On Jun 26, 2013 Completed On Jun 26, 2013 |
| 64         | Transferred | Jun 07, 2013 |          |                | Stone Profits Demo | 123 Crafters               |           |     | Initiated On Jun 07, 2013  |
| 63         | Transferred | Jun 07, 2013 |          | Jun 07, 2013   | Test CO Miami      | SPS Final Customer Testing |           |     | 77 Days Ago  |

### Tracking Transfers

In a consignment location detail page every transfer is logged and easily viewed. View a list of outgoing, incoming, to be completed, and completed transfers. Click on a transfer in the list to get the complete detail of the products on transfer/consignment.

Stone Profit Systems

Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

### Customer Detail (Consignment)

**123 Crafters** (123CFT)

Primary Sales Person: administrator  
 Payment Terms: 45 Days

Price Level: RET - Retail  
 Sales Tax: SARASOTA 15%

Upload Customer Logo

Contact: Jim Henson

Bill to: 123 Craft Road, 256, Chicago IL 60825, United States  
 Ship to: 5757 n Lincoln, 34, Doral FL 33195, Taiwan  
 P: 123-456-7894  
 P: 123-456-7894  
 F: 456-123-7897  
 M: 112-324-5445  
 E: jim@123craft.com  
 Url: 123craft.com

Secondary Sales Person: CASTROSA  
 Type: FABRICATOR  
 Referred By: Abc Customer and Supplier  
 Parent Location: Stone Profits Demo  
 All Locations: No  
 Since: 10/3/2012  
 Tax Exempt: Yes  
 Exempt Certificate #: exc1234  
 Exempt Expiry Date: 10/4/2012

Accounting Info:  
 PO Required: Yes  
 Finance Charge: Yes  
 Way of sending documents: Email  
 Currency: USD  
 Credit Limit: \$6,250.00

Delivery Instructions: test

Internal Notes: test Internal Notes

| Consignment Balance                       |                         |
|---|-------------------------|
| Quantity on Consignment:                  | 8.00 Slabs, 439.13 SQFT |
| Value:                                    | \$6,517.61              |
| <a href="#">View Consignment Location</a> |                         |

| Customer Balance    |             |
|---------------------|-------------|
| Receivable Balance: | \$0.00      |
| Credit Balance:     | \$0.00      |
| Unapplied Receipt:  | -\$6,039.25 |
|                     | -\$6,039.25 |

### Consignment Customers

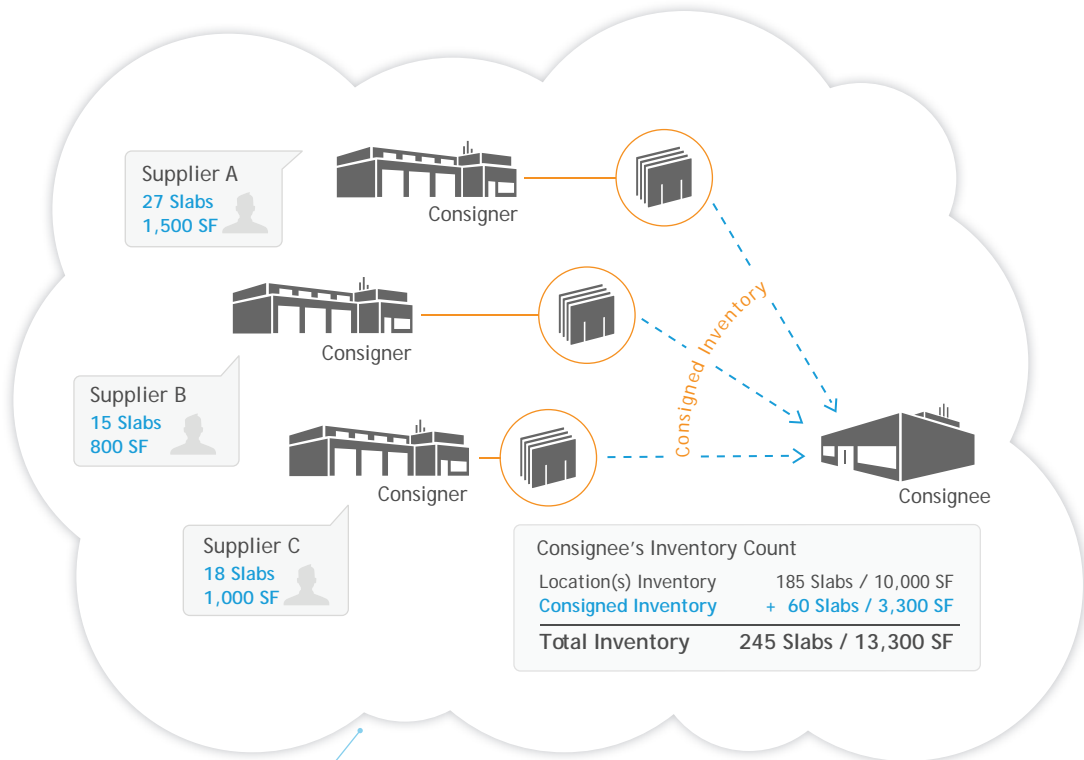
If a customer is made a consignment customer SPS will mark the customer clearly to let you know. In the customer detail page there will be a consignment balance summary so you can quickly see the quantity and value of the consigned inventory.

| Consignment Balance                       |                         |
|---|-------------------------|
| Quantity on Consignment:                  | 8.00 Slabs, 439.13 SQFT |
| Value:                                    | \$6,517.61              |
| <a href="#">View Consignment Location</a> |                         |





## Inward Consignment



### **Inward Consignment**

With inward consignment you can bring more options and products to your customers without the overhead costs. The items that you have on consignment remain your supplier's inventory until you sell them.

Stone Profit Systems retains a distinct division of which payables are "consignment" and generates quick and painless reports that calculate the exact amount due to the supplier for the products consumed.

The system keeps a clear distinction between consignment and your inventory making it easy to manage both. The system's inventory search will display both consigned and actual inventory as available for sale.



Stone Profit Systems

Setup Lists Pre Sales Purchases Inventory Sales Accounting Reports

Packinglist IDs **New Packinglist ID**

### New Packinglist ID

**1 Enter Supplier Information**

Packing list / Bill ID:  Entry Date:  Status:  P.O. Number:

Supplier:

Ship To Location:

Invoice #:  Container #:  Delivery Method:

Ship(B/L) Date:  Invoice Date:  Payment Terms:  Due Date:

ETA Date:  Received Date:   Payment Hold Shipment Terms:

Is Consignment  Drop Ship

Printed Notes:

Internal Notes:

Terms:

**3 Update Selected Product**

### Search for Product / Item

**2 Select Product**

Name / Alternate Name:  Suppliers Product:

SKU:  --ALL Product Types-- --ALL Categories--

### Inward Consignment Tracking

To bring consigned inventory into SPS you will create a purchase order just like you would for purchased inventory. When the product is consignment you will check a check box labeled "is consignment". This action will allow you to make payments to your supplier as the consigned inventory is consumed by your customer.



Stone Profit Systems Support | Cart:1 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

Sup.Invoice / Packing List: 20120857  
 Date: 3/12/2013  
 Supplier: ABC Supplier

Consignment Detail:

Sold Payable: \$0.00  
 Paid Amount: \$5,000.00  
 Open Balance: -\$5,000.00

**Consignment Sold Inventory: 1 - 4 (4)**

| Sale Date | Material              | Item #      | Quantity    | Customer Name      | Sales Unit Price | Pur Unit Cost | Margin% |
|-----------|-----------------------|-------------|-------------|--------------------|------------------|---------------|---------|
| 3/12/2013 | 2cm Ubatuba Riostones | 20120857-1  | 55.00 SQFT. | ABC Sample Company | \$10.00          | \$10.00       | 0.00%   |
| 3/12/2013 | 2cm Ubatuba Riostones | 20120857-4  | 55.00 SQFT. | ABC Sample Company | \$10.00          | \$10.00       | 0.00%   |
| 3/12/2013 | 2cm Ubatuba Riostones | 20120857-10 | 55.00 SQFT. | ABC Sample Company | \$10.00          | \$10.00       | 0.00%   |
| 3/12/2013 | 2cm Ubatuba Riostones | 20120857-9  | 55.00 SQFT. | ABC Sample Company | \$10.00          | \$10.00       | 0.00%   |

**Consignment Available Inventory: 1 - 6 (6)**

| Material              | Item #     | Lot Number | Bundle | Supplier Ref | Quantity    | Unit Cost |
|-----------------------|------------|------------|--------|--------------|-------------|-----------|
| 2cm Ubatuba Riostones | 20120857-2 |            |        | 1144         | 55.00 SQFT. | \$10.00   |
| 2cm Ubatuba Riostones | 20120857-3 |            |        | 1144         | 55.00 SQFT. | \$10.00   |
| 2cm Ubatuba Riostones | 20120857-5 |            |        | 1144         | 55.00 SQFT. | \$10.00   |
| 2cm Ubatuba Riostones | 20120857-6 |            |        | 1144         | 55.00 SQFT. | \$10.00   |
| 2cm Ubatuba Riostones | 20120857-7 |            |        | 1144         | 55.00 SQFT. | \$10.00   |
| 2cm Ubatuba Riostones | 20120857-8 |            |        | 1144         | 55.00 SQFT. | \$10.00   |

### Inward Consignment Reports

Quickly view what has and has not been sold for each consignment order. Once a product is sold, SPS will calculate the exact amount owed for the consumed products.





# Customer Login

Give customers access to the information they need. This module allows your customers to access your available inventory, review current hold selections, request holds, view their account balance, and print documents such as invoices and statements. You control which customers have this access by assigning usernames and passwords.

Stone Profit Systems Cart:0 ABC Customer

My Account   Inventory   Sales

### Customer Detail

Upload  
Customer Logo

## ABC Customer

Primary Sales Person:

Price Level:  
**RET - Retail**

Payment Terms:  
**90 days**

Sales Tax:  
**ALACHUA -ALACHUA 6%**

**My Contact:** Jerry Harrison

Bill to: 412 Chicago Ave.  
Unit ZB  
Chicago IL 60644  
United States

Ship to:

P: 312-456-7894  
P: 312-456-7895  
F: 312-987-6545  
E: info@abccustomer.com  
Url: abccustomer.net

**My Sales and Location Info:**

Parent Location: Stone Profits Demo  
Route Location: City East  
Tax Exempt: No

**Accounting Info:**

Currency: USD  
EIN Number: 50311322113  
Credit Limit: \$850,000.00

|                         |                   |
|-------------------------|-------------------|
| <b>Customer Balance</b> |                   |
| Receivable Balance:     | \$3,751.95        |
| Credit Balance:         | \$0.00            |
| Unapplied Receipt:      | \$0.00            |
|                         | <b>\$3,751.95</b> |

My Statement
My Payments
My Contacts
My Spl. Pricing
My Quotes
My Holds
My Open Orders
My Invoices
Files
CRM

**My Statement as of 8/23/2013: 1 - 2 (2)**

Filter:

Prev Page 1 of 1 Next

| Transaction#  | Invoice# | Invoice Dt.  | Due Dt.    | DaysDue | Current           | 1 - 30        | 31 - 60       | 61 - 90 | Over 90 | Balance Due       |
|---|----------|--------------|------------|---------|-------------------|---------------|---------------|---------|---------|-------------------|
| 1   | 1        | Aug 20, 2013 | 11/18/2013 |         | \$2,527.62        |               |               |         |         | \$2,527.62        |
| 10018   | 10004    | Aug 23, 2013 | 11/21/2013 |         | \$1,224.33        |               |               |         |         | \$1,224.33        |
| <b>ABC Customer / 312-456-7894 / Jerry Harrison</b> |          |              |            |         | <b>\$3,751.95</b> | <b>\$0.00</b> | <b>\$0.00</b> |         |         | <b>\$3,751.95</b> |
| <b>REPORT TOTALS</b>                                |          |              |            |         | <b>\$3,751.95</b> |               |               |         |         |                   |

### Information Access

Customers with access can easily see the balance they owe, the payments they have made, and any open, quotes, holds, and orders.

### Customer Access

Select customers to give access to by assigning them a username and password in the customer list module.

**Customer Login:**

Allow access to Customer Login

Username:

Password:



Stone Profit Systems Cart:0 ABC Customer ▾

My Account    Inventory    Sales

---

Name / Alternate Name:     Base Colors:     Location:  ▾    Product Form:  ▾

Product Code(SKU):     Product Group:  ▾    Product Category:  ▾    Product Origin:  ▾

Serial Num:     Lot/Block:     Bundle:     Bin:     Barcode:     Length >:     Width >:

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Search

| Product Name (SKU)                 | Inventory | Type | Category   | Origin | Colors     | Group  |       |         |
|------------------------------------|-----------|------|------------|--------|------------|--------|-------|---------|
| <b>Absolute Black Polished 3CM</b> | In Stock  | 107  | 6395.53 KM | SLAB   | Granite    | Africa | Black | Staples |
|                                    | On Hold   | -3   | -167.04 KM |        |            |        |       |         |
|                                    | Available | 99   | 5958.53 KM |        |            |        |       |         |
| <b>Alaska White 3cm</b>            | In Stock  | 34   | 1921.16 KM | SLAB   | Granite    | Brazil | White | Premium |
|                                    | On Hold   | -4   | -227.12 KM |        |            |        |       |         |
|                                    | Available | 27   | 1526.04 KM |        |            |        |       |         |
| <b>Crema Bordeaux 3CM</b>          | In Stock  | 45   | 2355.78 SF | SLAB   | Quartzite  |        |       |         |
|                                    | Available | 40   | 2096.08 SF |        |            |        |       |         |
| <b>Rain Forest Brown 3CM</b>       | In Stock  | 27   | 1595.70 SF | SLAB   | Travertine |        |       |         |
|                                    | Available | 25   | 1477.50 SF |        |            |        |       |         |
| <b>Rain Forest Green 3CM</b>       | In Stock  | 29   | 1663.44 SF | SLAB   | Travertine |        |       |         |
|                                    | Available | 29   | 1663.44 SF |        |            |        |       |         |
| <b>Royal Cream 3CM</b>             | In Stock  | 32   | 1584.32 SF | SLAB   | Quartzite  |        |       |         |
|                                    | On Hold   | -2   | -99.02 SF  |        |            |        |       |         |
|                                    | Available | 30   | 1485.30 SF |        |            |        |       |         |
| <b>Uba Tuba 3CM</b>                | In Stock  | 89   | 5160.10 SF | SLAB   | Quartzite  |        |       |         |

### Inventory Access

Customers, with appropriate privileges, can also search through your inventory to see pictures and available sizes. This allows your customer to make preliminary decisions about the product they need before they call you. Customers can also select material and request a hold.



## Supplier Login

This additional module can make purchasing between you and your suppliers effortless. With this module your suppliers can log in and complete the necessary preliminary steps of your purchase order so that when the shipment is received your paperwork will be less. This will save your company time and money.

Stone Profit Systems
Gramazini ▾

My Account
My POs
My Invoices

### ABC Supplier (ABC)

Print Name / DBA:  
**ABC Supplier**

Shipment Terms:  
Next Truck

Parent Location:  
**Stone Profits Demo**

Payment Terms:  
**60 Days**

**Contact: Jack**

A. 132 South Bend Road  
E139  
Chicago IL 60653  
United States

P. 822-505-6600  
822-505-6601

E. jack@abcsuppliers.com

**Accounting Info:**

Tax Number: 123-889

Language: ENGLISH

Purchase Tax: LAKE -LAKE 7%

**Supplier Login Info:**



Username: abcsupplier

Password: \*\*\*\*\*

| Supplier Balance    |               |
|---------------------|---------------|
| Payable Balance:    | \$0.00        |
| Credit Balance:     | \$0.00        |
| Unapplied Payments: | \$0.00        |
|                     | <b>\$0.00</b> |

Supplier Statement
Pricesheet
Contacts
Files
CRM

**Supplier Statement as of 3/13/2013: 1 - 19 (19)**

Transaction# = [ ] Search  

| Transaction# | Invoice#  | Invoice Dt. | Due Dt.    | DaysDue | Current     | 1 - 30 | 31 - 60 | 61 - 90 | Over 90 | Balance Due |
|--------------|-----------|-------------|------------|---------|-------------|--------|---------|---------|---------|-------------|
| 161          | 992/12    | 01/01/2013  | 04/01/2013 |         | \$13,154.10 |        |         |         |         | \$13,154.10 |
| 407          | 1004/12   | 01/01/2013  | 04/01/2013 |         | \$21,186.82 |        |         |         |         | \$21,186.82 |
| 409          | 1099/12   | 01/01/2013  | 04/01/2013 |         | \$12,723.28 |        |         |         |         | \$12,723.28 |
| 422          | 1090/12   | 01/01/2013  | 04/01/2013 |         | \$14,543.23 |        |         |         |         | \$14,543.23 |
| 531          | 0036/13   | 01/01/2013  | 04/15/2013 |         | \$11,000.39 |        |         |         |         | \$11,000.39 |
| 619          | 0049/13   | 01/22/2013  | 04/22/2013 |         | \$10,560.16 |        |         |         |         | \$10,560.16 |
| 622          | 0048/13   | 01/22/2013  | 04/22/2013 |         | \$12,550.24 |        |         |         |         | \$12,550.24 |
| 693          | 0037/13A  | 01/29/2013  | 04/29/2013 |         | \$21,356.31 |        |         |         |         | \$21,356.31 |
| 1472         | 0037/13-B | 01/29/2013  | 04/29/2013 |         | \$900.00    |        |         |         |         | \$900.00    |
| 733          | 0037/13-A | 01/30/2013  | 04/30/2013 |         | \$15,166.10 |        |         |         |         | \$15,166.10 |

### Supplier Login Account

When a supplier is given access and logs in, they will be able to see information for business that they conduct with you. Along with their company information they can view a statement of the invoices and the balance due for each, the price sheet for the products they offer, and a contact list. They can also view purchase orders and pricing list for the orders you made from them.



Stone Profit Systems ABC Supplier

My Account   My POs   My Invoices

### Purchase Order Detail

**Purchase Order # 1**  
Aug 19, 2013

Supplier:  
**ABC Supplier**  
132 South Bend Road  
E139  
Chicago IL 60553  
United States

Jack  
822-505-6600

Payment Terms:  
**60 Days**

Shipment Terms:  
**Next Truck**

Entered By:  
**administrator**

Ship to:  
**Stone Profits Demo**  
445 E Ohio Street  
350  
Chicago IL 33172  
United States

[Add Supplier Invoice / Packing List](#)

| Date | Transaction | Invoice # | Total | ETA Date | Received Date | Container # |
|------|-------------|-----------|-------|----------|---------------|-------------|
|      |             |           |       |          |               |             |
|      |             |           |       |          |               |             |

Products

Files

CRM

| Product                     | Slabs | Qty          | Fulfilled   | Balance     | Unit Price | Extended  | Tax |
|-----------------------------|-------|--------------|-------------|-------------|------------|-----------|-----|
| Absolute Black Polished 3CM |       | 10,000.00 SF | 6,500.00 SF | 3,500.00 SF | \$10.00    | 35,000.00 |     |
| Uba Tuba 3CM                |       | 5,000.00 SF  | 5,000.00 SF | 0.00 SF     |            |           |     |
| Alaska White 3cm            |       | 2,000.00 SF  | 2,000.00 SF | 0.00 SF     |            |           |     |

[Add Supplier Invoice / Packing List](#)

#### Viewing Purchase Orders

Suppliers with access can view purchase orders that you have entered for them. They can quickly see the product and the amount that you need as well as the payment terms and shipping terms.

#### Create Packing list

After the supplier reviews the information they can click "Add Supplier invoice/packing list" to update and fulfill the order. When this is done a new supplier invoice is made in your system automatically.





| Products: 1 - 2 (2)                 |                                 |                   |     |     |            |          |                       |          |         |  |
|-------------------------------------|---------------------------------|-------------------|-----|-----|------------|----------|-----------------------|----------|---------|--|
| Product                             | Description                     | Slabs / Pick. Qty | Qty | UOM | Unit Price | Extended | Supp./Purchasing Note | Tax      | Tax Amt |  |
| <input checked="" type="checkbox"/> | Ubatuba MG 3cm                  |                   | 20  |     | 852.00     | SF       | 9.50                  | 8,094.00 |         |  |
| <input checked="" type="checkbox"/> | Rainforest Green 1st Choice 3cm |                   | 10  |     | 398.00     | SF       | 12.90                 | 4,978.00 |         |  |

| Other Charges: 1 - 3 (3) |         |             |          |     |         |
|--------------------------|---------|-------------|----------|-----|---------|
| Service                  | Account | Description | Extended | Tax | Tax Amt |
|                          |         |             |          |     |         |

### Create Packing list Cont.

When your supplier creates a packing list in the Supplier Login Module, that means that you don't have to. Your suppliers are actually working for you. They can update the quantity of the order to the quantity of what they can send.

Stone Profit Systems
Gramazini

My Account
My POs
My Invoices

## Supplier Invoice

### Supplier Invoice # 607

Feb 25, 2013  
Created from PO #: 607  
Not Received

**Supplier:**  
**ABC Supplier**  
132 South Bend Road  
E139  
Chicago IL 60553  
United States

**Jack**  
822-505-6600

**Invoice#:**  
0125/13-A  
**Ship (B/L) Date:**  
Feb 20, 2013  
**Inv. Date:**  
Feb 20, 2013  
**Due Date:**  
May 21, 2013  
**Container#:**  
MSKU4494479  
**Payment Terms:**  
Net 90 Days  
**Printed Notes:**  
Against Travel PO #12

**Summary**

Invoice Total: \$11,067.15  
Applied Payments: \$0.00  
Balance Due: \$11,067.15

**Ship to:**  
**Stone Profits Demo**  
445 E Ohio Street  
350  
Chicago IL 33172  
United States

Items

Files

CRM


| Product                       | Pick. Qty | Unit Cost | Billed Qty | Packinglist Qty | Total Cost |
|-------------------------------|-----------|-----------|------------|-----------------|------------|
| Giallo Fiorito 1st Choice 3cm | 14 Slabs  | \$5.58    | 655.00 SF  | 652.92 SF       | \$3,654.90 |

Serial Num: 607 - 44 Units: in cm Pur. Len: 124 Pur. Wid: 69 Lot/Block: 9853 Bundle: G Bin #:

Notes: Allowance:

Cancel 1 **Add Slab(s)**

Add files...
Start upload

| Image  | Title                |
|--|----------------------|
|  | Producl_152_Rain.jpg |

### Updating Slab Info

Your suppliers can also go ahead and enter the contents/slabs of the shipment. They can enter the packing list size, bundle number, and any allowances. They can also upload pictures of the slabs, and print your bar-codes.

Stone Profit Systems Gramazini

My Account   My POs   My Invoices

### Supplier Invoice

## Supplier Invoice # 767

Mar 13, 2013  
Created from PO #: 767  
Not Received

Supplier:  
**ABC Supplier**  
132 South Bend Road  
E199  
Chicago IL 60553  
United States

Ship(B/L) Date:  
**Mar 14, 2013**  
Inv. Date:  
**Mar 13, 2013**  
Due Date:  
**Jun 11, 2013**  
Container#:  
**16555 ng**  
Payment Terms:  
**Net 90 Days**

Summary

|                   |             |
|-------------------|-------------|
| Invoice Total:    | \$12,480.00 |
| Applied Payments: | \$0.00      |
| Balance Due:      | \$12,480.00 |

Jack  
822-505-6800

Ship to:  
**Stone Profits Demo**  
445 E Ohio Street  
350  
Chicago IL 33172  
United States

Items   Files   CRM

| Product        | Pick. Qty | Unit Cost | Billed Qty | Packinglist Qty | Total Cost |
|----------------|-----------|-----------|------------|-----------------|------------|
| Ubatuba MG 3cm | 18 Slabs  | \$9.50    | 790.00 SF  | 1,069.50 SF     | \$7,505.00 |

[Add Slab](#)   [Update Slab Info](#)

| Serial Num | Barcode  | Lot/Block | Bundle | Present Location   | Bin | Packinglist Sizes     | P |
|------------|----------|-----------|--------|--------------------|-----|-----------------------|---|
| 767-1      | DT260849 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |
| 767-2      | DT260850 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |
| 767-3      | DT260851 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |
| 767-4      | DT260852 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |
| 767-5      | DT260853 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |
| 767-6      | DT260854 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |
| 767-7      | DT260855 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |
| 767-8      | DT260856 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |
| 767-9      | DT260857 | 6542      |        | Stone Profits Demo |     | 124" x 69" = 59.42 SF |   |

### Supplier Invoice/ Packing list

When the supplier enters the packing list, your system is updated automatically. When you receive the physical inventory all that is left to do is update the dimensions and receive the inventory.



## CRM Module

The CRM module is the perfect tool for managing and nurturing your company's interactions with existing customers, suppliers, vendors, and sales prospects. This module can help your sales team keep healthy relationships and create new ones.

The screenshot shows the 'Stone Profit Systems' CRM interface. The top navigation bar includes 'Setup', 'Lists', 'Pre Sales', 'Purchases', 'Inventory', 'Sales', 'Accounting', and 'Reports'. The 'Follow-Up' tab is active, displaying a grid of job cards. Each card shows job details, contact information, and a 'Follow Up' button. A circular callout highlights a dropdown menu for 'Probability To Close' percentages, with 'Probability To Close - 30 %' selected.

| Probability To Close - 1 %  | \$1,437.50 | Probability To Close - 10 %   | \$17,073.75 | Probability To Close - 30 %   | \$431.25 |
|---|------------|---|-------------|---|----------|
| <b>Job Name:</b> ABC Customer<br><b>Bill To:</b> ABC Customer<br><b>P:</b> 145-632-4459<br><b>E:</b> etest@gmail.com<br><b>Days:</b> 184 - Feb 19, 2013<br><b>Quote Total:</b> \$0.00<br><b>Change</b><br><b>Follow Up</b>                                    | 929 - 2    | <b>Job Name:</b> ABC Customer<br><b>Bill To:</b> ABC Customer<br><b>P:</b> 312-420-2514<br><b>E:</b> abc@customer.com<br><b>Days:</b> 23 - Jul 30, 2013<br><b>Quote Total:</b> \$1,308.00<br><b>Change</b><br><b>Follow Up</b>            | 968 - 1     | <b>Job Name:</b> Absoluut<br><b>Bill To:</b> 10554<br><b>P:</b> 08987781166<br><b>E:</b> info@aphrodiemarble.nl<br><b>Days:</b> 186 - Feb 17, 2013<br><b>Quote Total:</b> \$0.00<br><b>Change</b><br><b>Follow Up</b>                         | 953 - 1  |
| <b>Job Name:</b> Abc Customer and Supplier<br><b>Bill To:</b> Abc Customer and Supplier<br><b>P:</b> 312-525-8858<br><b>E:</b> ravi@stoneplanet.com<br><b>Days:</b> 210 - Jan 24, 2013<br><b>Quote Total:</b> \$1,150.00<br><b>Change</b><br><b>Follow Up</b> | 948 - 1    | <b>Job Name:</b> Sam<br><b>Bill To:</b> MISC Miami Stone<br><b>P:</b> 312-828-0603<br><b>E:</b> sam@stoneprofits.com<br><b>Days:</b> 42 - Jul 11, 2013<br><b>Quote Total:</b> \$0.00<br><b>Change</b><br><b>Follow Up</b>                 | 962 - 1     | <b>Job Name:</b> 123 Crafters<br><b>Bill To:</b> 123 Crafters<br><b>P:</b> 123-456-7894<br><b>E:</b> jim@123craft.com<br><b>Days:</b> 219 - Jan 15, 2013<br><b>Quote Total:</b> \$431.25<br><b>Change</b><br><b>Follow Up</b>                 | 939 - 1  |
| <b>Job Name:</b> ABC Customer<br><b>Bill To:</b> ABC Customer<br><b>Days:</b> 211 - Jan 23, 2013<br><b>Quote Total:</b> \$0.00<br><b>Change</b><br><b>Follow Up</b>   | 925 - 1    | <b>Job Name:</b> ABC Crafters - Copy<br><b>Bill To:</b> ABC Crafters - Copy<br><b>P:</b> 123-456-7894<br><b>E:</b> jim@123craft.com<br><b>Days:</b> 58 - Jun 25, 2013<br><b>Quote Total:</b> -\$5.75<br><b>Change</b><br><b>Follow Up</b> | 967 - 1     | <b>Job Name:</b> ABC Crafters - Copy<br><b>Bill To:</b> ABC Crafters - Copy<br><b>P:</b> 123-456-7894<br><b>E:</b> jim@123craft.com<br><b>Days:</b> 58 - Jun 25, 2013<br><b>Quote Total:</b> -\$5.75<br><b>Change</b><br><b>Follow Up (1)</b> | 934 - 4  |
| <b>Job Name:</b> Abc Customer and Supplier<br><b>Bill To:</b> Abc Customer and Supplier<br><b>P:</b> 312-525-8858<br><b>E:</b> ravi@stoneplanet.com<br><b>Days:</b> 217 - Jan 17, 2013<br><b>Quote Total:</b> \$287.50<br><b>Change</b><br><b>Follow Up</b>   | 944 - 1    | <b>Job Name:</b> ABC Customer<br><b>Bill To:</b> A J Construction<br><b>P:</b> 312-420-2514<br><b>E:</b> abc@customer.com<br><b>Days:</b> 171 - Mar 04, 2013<br><b>Quote Total:</b> \$471.50<br><b>Change</b><br><b>Follow Up</b>         | 957 - 1     |   |          |
|   |            | <b>Job Name:</b> ABC Customer<br><b>Bill To:</b> ABC Customer<br><b>P:</b> 555-555-5555<br><b>E:</b> 555@gmail.com<br><b>Days:</b> 171 - Mar 04, 2013<br><b>Quote Total:</b> \$471.50<br><b>Change</b><br><b>Follow Up</b>                | 956 - 1     |   |          |

### CRM and Quotations

Once a quote is created, it will be added to the follow up tab where you can track follow up conversations, and rate them with a probability to close percentage. If a customer seems hesitant about the quotation they can be rated at 10%, but if they seem content they can be rated at 50% or 70% so your team knows to put some extrawork into closing the sale.

AR Receipts Contacts Def. Charges Spl. Pricing Quotes Holds Sale Orders Invoices Pick Tkts Pkg. Lists Files **CRM**

| Entered On(By)                | Assigned To   | Title(Description)  | Item(Price)  | Type    | Sch.Date - Time |  |
|-------------------------------|---------------|---|--|---------|-----------------|--|
| Mar 14, 2013<br>administrator | administrator | project deadline material must be delivered before April  | 122 Pure White - Cultured marble Sink                    | Message |                 |  |
| Mar 14, 2013<br>administrator | administrator | Material Questions questions about quantities   | 122 Pure White - Cultured marble Sink<br><b>\$200.00</b> |         |                 |  |
| Mar 15, 2013<br>administrator | administrator | 3 invoices past due Customer needs little more time this month. they will pay in full next month. | 122 Pure White - Cultured marble Sink                    | Message |                 |  |

**Add New Event**

Entered On  
Mar 14, 2013

Title:

Description:

Item:

Price: \$

Assigned To:

### Follow Up and Messages

Enter messages, conversation notes, and events in the CRM tab. This tab appears in the customer page, as well as Opportunities, Quotes, Sale Orders, and Invoices. You can note specific products from the master list, assign the notes to a specific user, and schedule appointments too.

Activity Add Pick Ticket Add Invoice Add P.O.

| Date         | Days | Transaction         | Status             |                            | Total      | % Fulfill | Action |
|--------------|------|---------------------|--------------------|----------------------------|------------|-----------|--------|
| Mar 04, 2013 | 11   | SaleOrder           | Initial Order      | Req ShipDate: Mar 04, 2013 | \$2,056.64 | 61.64%    |        |
| Mar 04, 2013 | 11   | Invoice# 223407     |                    | Req ShipDate: Mar 04, 2013 | \$1,273.86 | 0.00%     |        |
| Mar 05, 2013 | 10   | Pick Ticket# 223428 | of 0 Slabs scanned | Req ShipDate: Mar 07, 2013 | \$0.00     | 0.00%     |        |
| Mar 07, 2013 | 8    | Pick Ticket# 223430 | of 0 Slabs scanned | Req ShipDate: Mar 04, 2013 | \$0.00     | 0.00%     |        |

SaleOrder Inventory Scheduling Files **CRM (0)**

| Entered On(By)                | Assigned To   | Title(Description)   | Item(Price) | Type      | Sch.Date - Time |  |
|-------------------------------|---------------|--|-------------|-----------|-----------------|--|
| Mar 15, 2013<br>administrator | administrator | Deliver unsatisfactory Customer was unhappy with last delivery                                     |             | Message   |                 |  |
| Mar 15, 2013<br>administrator | DAVID         | no delivery Charge This order will go out with out a delivery charge per discussion with customer. |             | Follow Up |                 |  |

**Add New Event**

Entered On  
Mar 15, 2013

Title:

Description:

Item:

Price: \$

Assigned To:

Stone Profit Systems | Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

All Events | My Events | New Event | Event Calendar | My Calendar

All: 1 - 10 (10)

Date [ ] - [ ] Search [ ]

| Date         | Time     | Title                                | Assigned To   | Type        | Party        | Material                              | Price    |                  |         |
|--------------|----------|--------------------------------------|---------------|-------------|--------------|---------------------------------------|----------|------------------|---------|
| Dec 04, 2012 |          | test                                 | administrator | Vendor      |              |                                       |          | Completed        | [ ] [X] |
| Dec 04, 2012 | 3:00 pm  | test crm event                       | administrator | SaleOrder   |              | 12 x 12 Tile Product 1                | \$150.00 | Completed        | [ ] [X] |
| Feb 27, 2013 | 11:01 am | Customer Visit                       | administrator | Opportunity |              | 12 x 12 Absolute Black                | \$50.00  | Mark As Complete | [ ] [X] |
| Jan 07, 2013 |          | test                                 | administrator | SampleOrder |              | 0Black Absolute                       | \$0.00   | Mark As Complete | [ ] [X] |
| Mar 14, 2013 |          | Material Questions                   | administrator | Customer    | ABC Customer | 122 Pure White - Cultured marble Sink | \$200.00 | Mark As Complete | [ ] [X] |
| Mar 14, 2013 |          | project deadline                     | administrator | Customer    | ABC Customer | 122 Pure White - Cultured marble Sink |          | Mark As Complete | [ ] [X] |
| Mar 15, 2013 |          | 3 invoices past due                  | administrator | Customer    | ABC Customer | 122 Pure White - Cultured marble Sink |          | Mark As Complete | [ ] [X] |
| Mar 15, 2013 |          | Deliver unsatisfactory               | administrator | SaleOrder   |              |                                       | \$0.00   | Mark As Complete | [ ] [X] |
| Nov 02, 2012 |          | Called but all the luck in the world | administrator | Customer    | 123 Crafters |                                       |          | Completed        | [ ] [X] |
| Nov 20, 2012 |          | Test 1                               | administrator | Vendor      |              |                                       |          | Mark As Complete | [ ] [X] |

### CRM Events

As events are entered they will populate in the full events listing. An administrative user will be able to see all events entered, where as other users/employees will only see events that were assigned to them. As they complete/ review the events they can mark them as completed. If a date and time is entered for the event it will show in the event calendar where you and your employees can keep appointments and deadlines.

Stone Profit Systems | Support | Cart:0 | administrator

Setup | Lists | Pre Sales | Purchases | Inventory | Sales | Accounting | Reports

All Events | My Events | New Event | Event Calendar | My Calendar

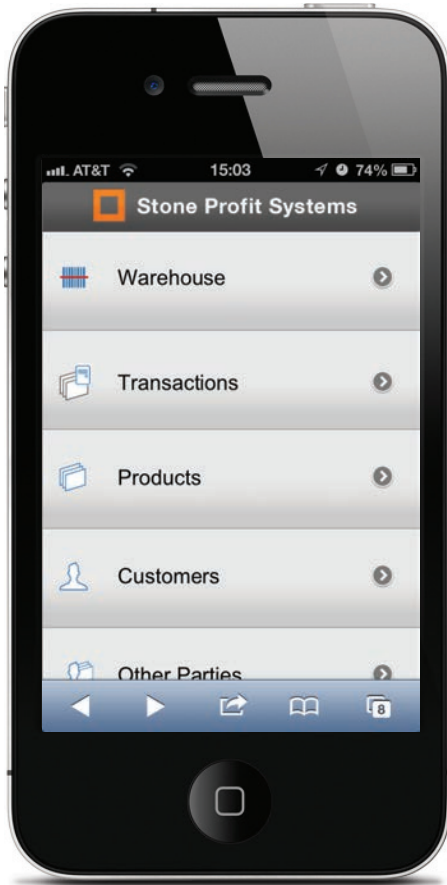
March 2013 [ ] [ ] [ ] Filter By Event

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|--------|--------|---------|-----------|----------|--------|----------|
| 24     | 25     | 26      | 27        | Feb 28   | Mar 1  | 2        |
| 3      | 4      | 5       | 6         | 7        | 8      | 9        |
| 10     | 11     | 12      | 13        | 14       | 15     | 16       |
| 17     | 18     | 19      | 20        | 21       | 22     | 23       |



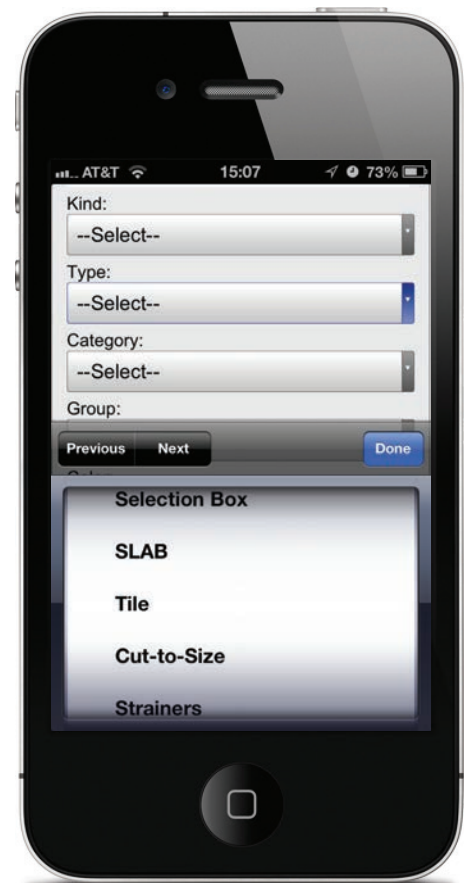
## Mobile Module (Smart Phones/Tablets)

The Mobile Module allows your employees on the road to have access to the information they need. This module works with any smart phone or tablet with access to the internet, and allows your team to stay connected which will improve sales and efficiency. Your warehouse crew can benefit too. The Mobile Module paired with a bar-code scanner will allow your team to process pick tickets and loading worksheets.



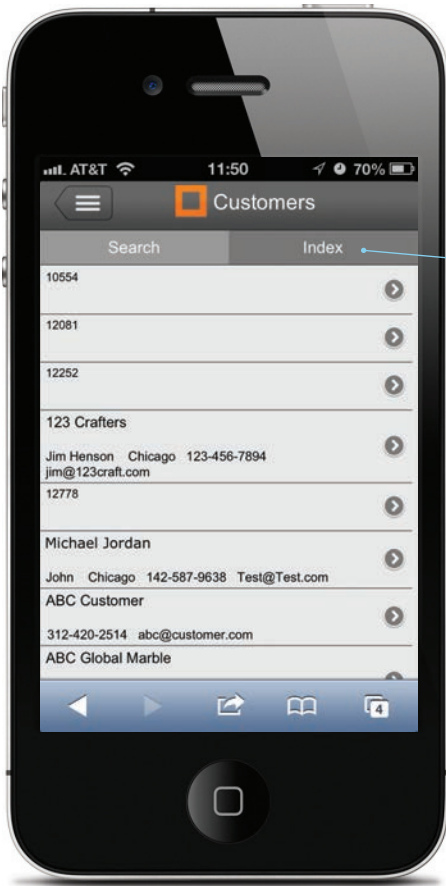
### Login and Go

Connect to SPS from anywhere you can access the internet. The Mobile Module is easy to navigate, and can access the same information you can access from the office. From the home screen, depending on user privileges, you can choose to do warehouse processes, view transactions, products, customers, and more. It is your company in the palm of your hand.



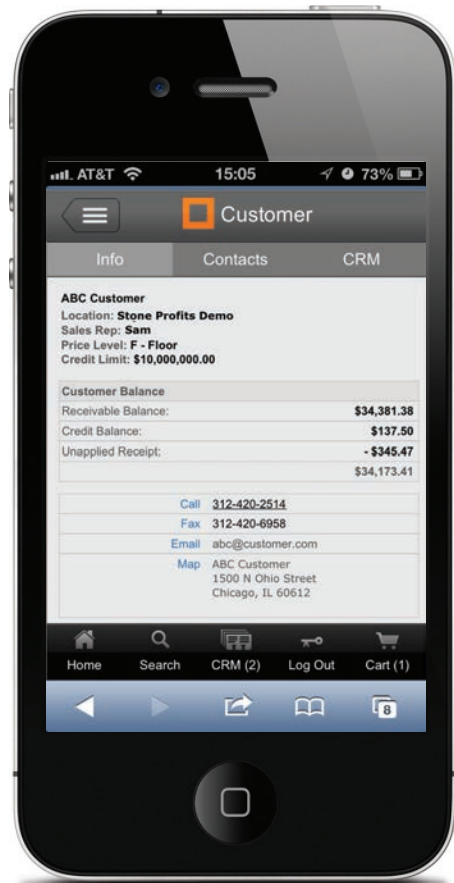
### Easy to Search

Find the information you need in a flash. Search for transactions, products, and customers. Search by multiple fields to narrow down the results.



### Customer List

All of your customers' information can fit in your pocket. Use the search to easily find who you're looking for. Use the index to sort the customer list by the first letter of the name.



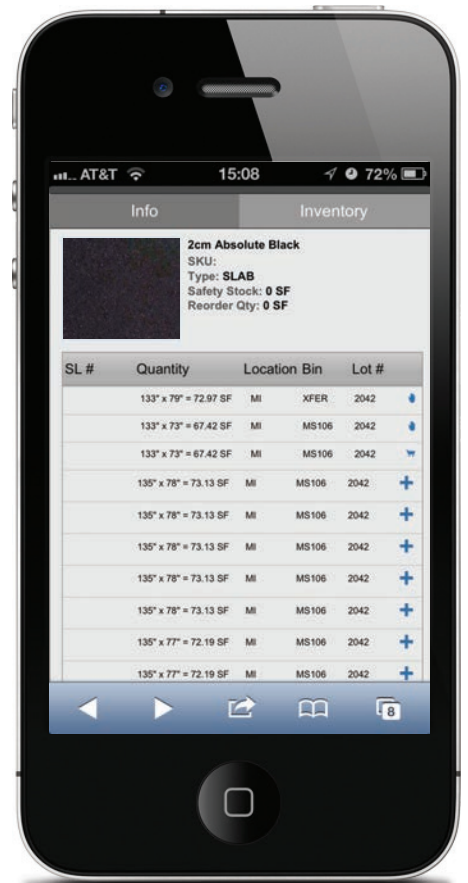
### Customer Information

Instantly see the customer's opened balance and contact information. Click on the phone number to make a call. You can also view the list of other contacts and any messages in the CRM.



### Product Information

View product information such as available inventory, product pricing, products on transactions, and more. This will allow you to make informed decisions while you're on the road.

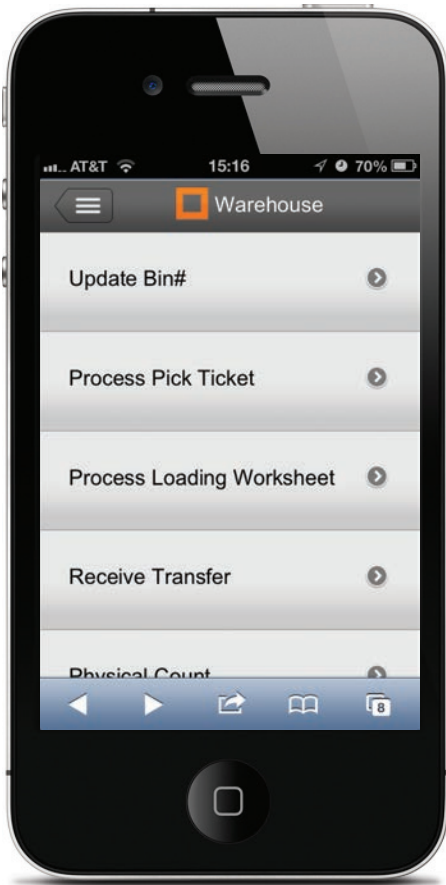


### View Inventory

You can also see a list of inventory for any product. You will know the size of every slab in your warehouse. You can also add products to the selections cart to start holds or sale orders.

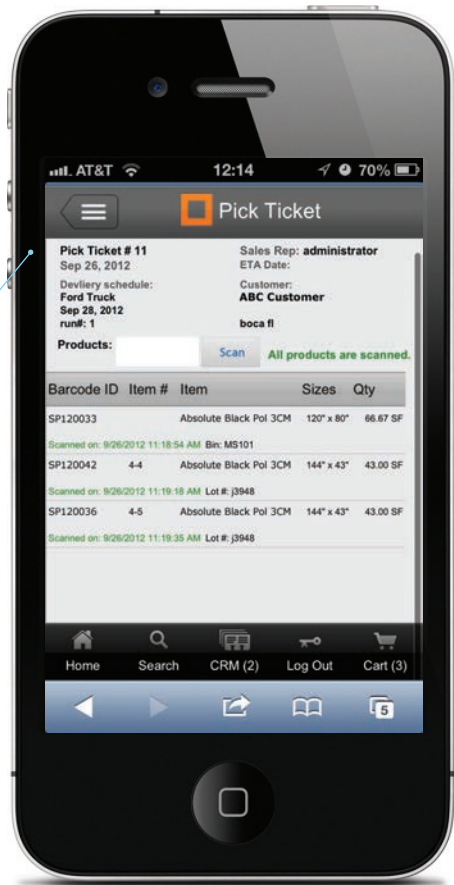






### Warehouse Bar-code Actions

Pair your device with a barcode scanner, and increase its functionality. Your warehouse team can perform tasks such as processing pick tickets, and loading worksheets.



### Processing Pick Tickets

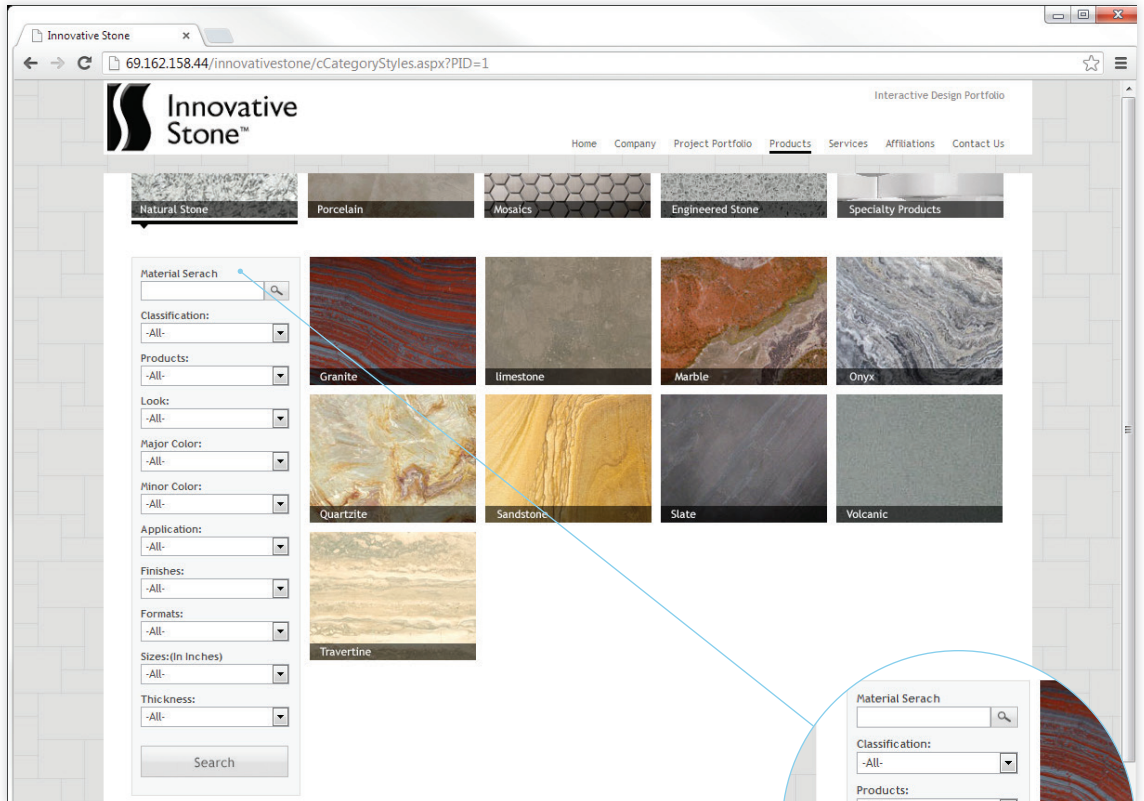
Paired with a bar-code scanner your team can scan a bar-code on the printed pick ticket instantly pulling information for the desired inventory. Your team can then select the inventory by scanning each piece as they go to complete the picking process.





## Web Connect

Website maintenance can be very time consuming especially when showing the products that you sell. The web connect module can cut the time and effort in half. This module allows your website to pull product information and pictures directly from your Stone Profit System. It is not only convenient to you, but your customers also benefit by seeing current and up to date information.



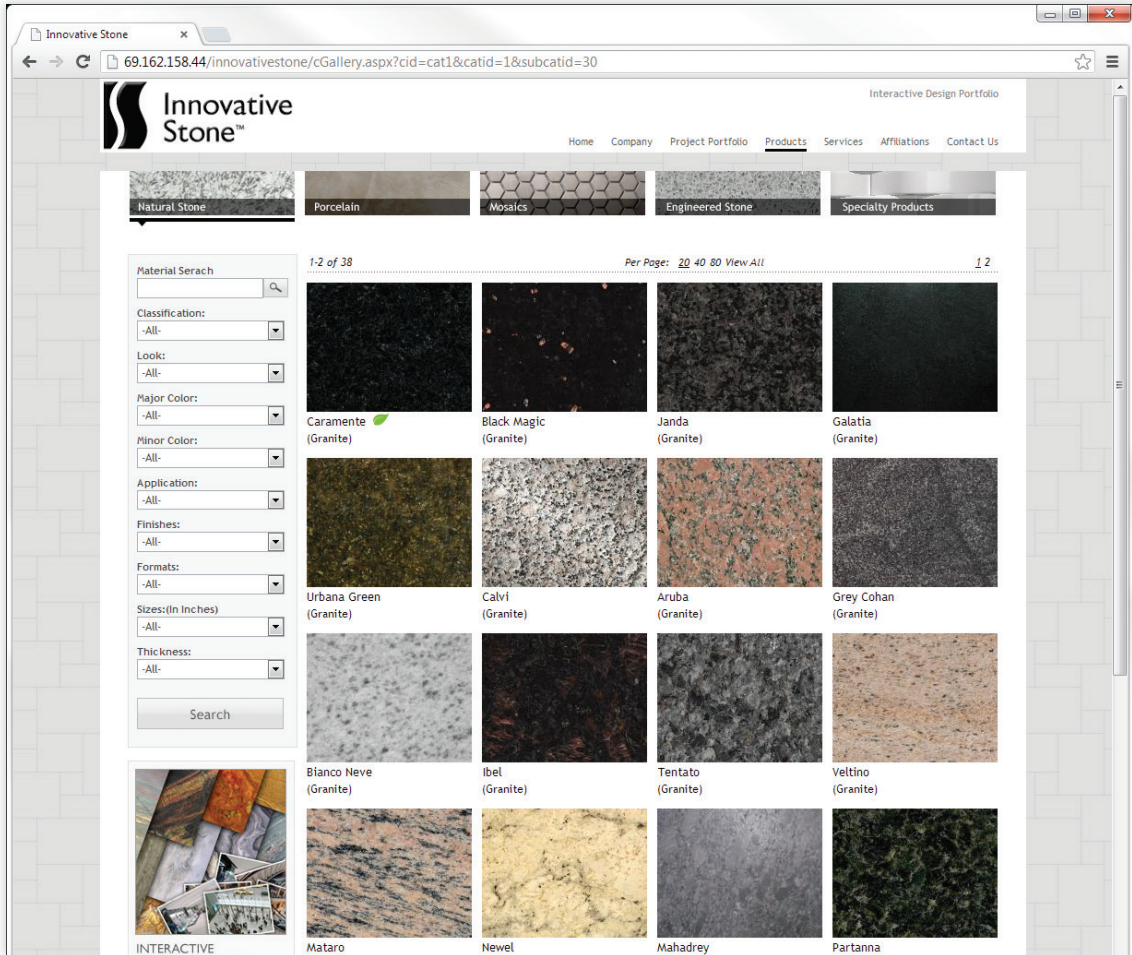
### Products on Your Website

With the web connect module it is easy to group your products in a way that is easy for your customers to find the perfect product. Set up types, categories, and sub-categories in the system, and those divisions will reflect on the website automatically.

### Search Products

Set up a search menu that allows your users to search and sort by: material name, type, category/nature, origin, color, location, and more. They can search by multiple fields to narrow the search down even more.





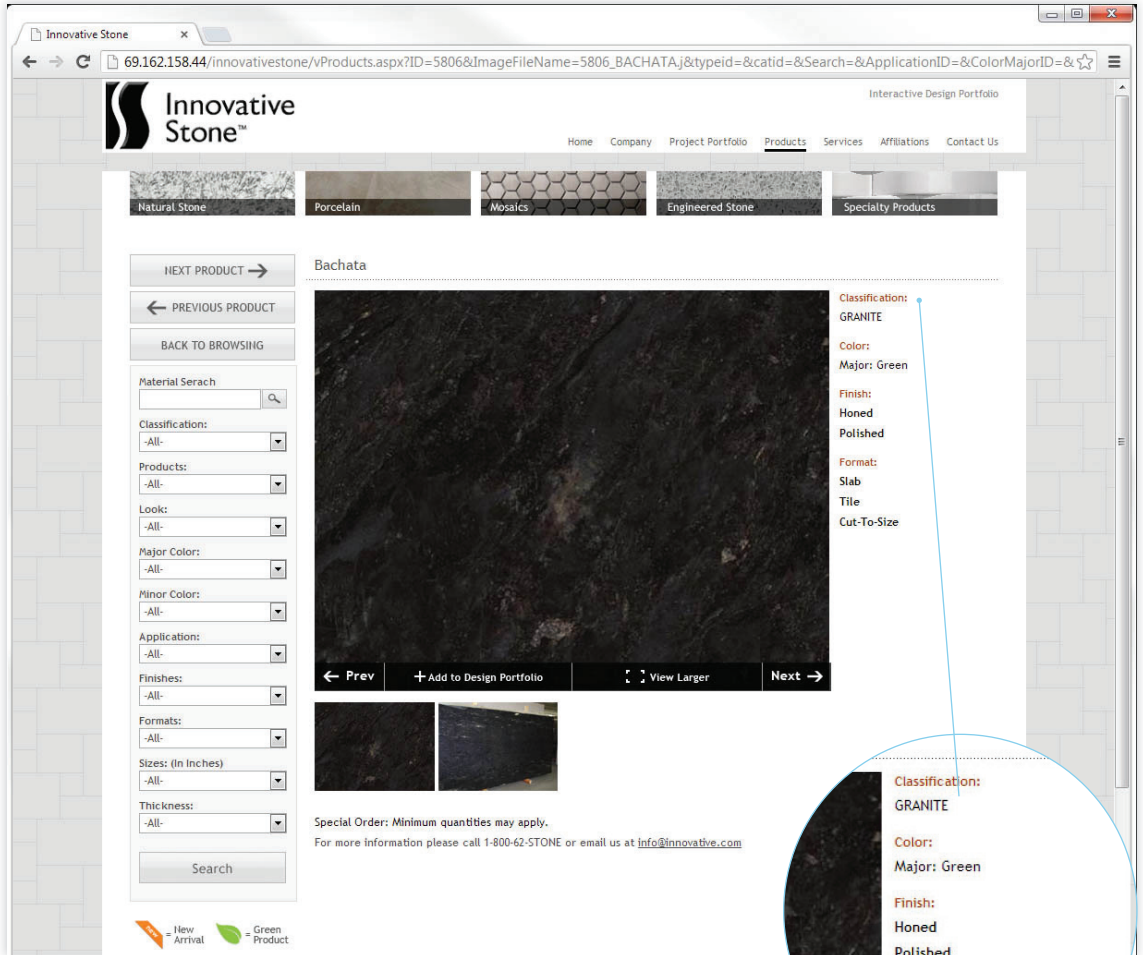
### Browsing

As your customers browse through the products on your website they can clearly see the name of products and what type of product it is. You can also configure the website to show average sizes and availability.

### Configurations

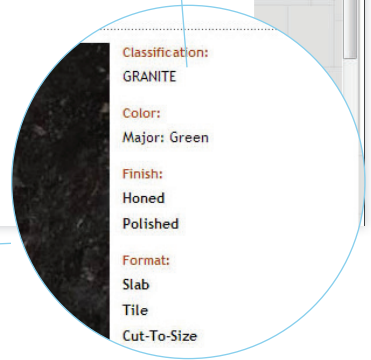
The website can be configured to show all of the products all of the time, or only show products that you currently have available or in stock.

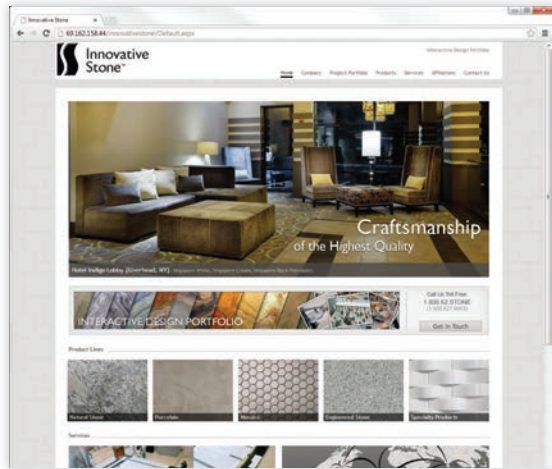




### Detailed Information

Customers/users can click into a product to find out more, such as: name, alternate name, available finishes, country of origin, available formats, average sizes, and more. The images for each product are pulled directly from your Stone Profits System. Upload multiple pictures for each product so your customers can see a slab view and a close up view.



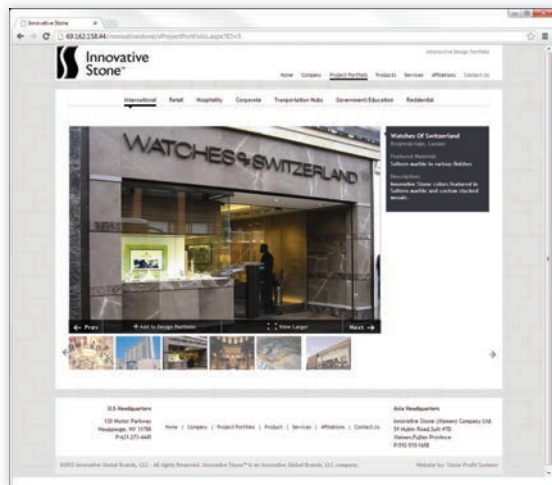
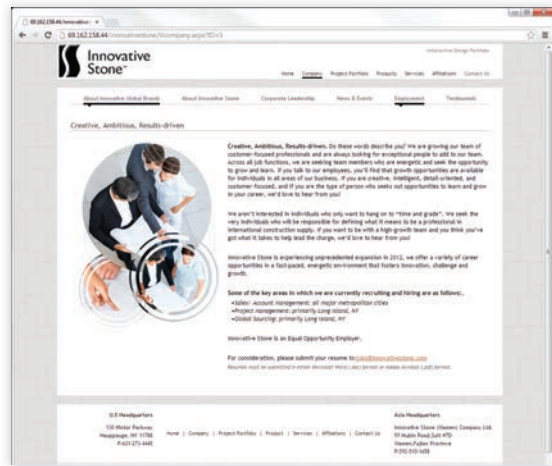


### Full Website Design

Stone Profit Systems can also take care of your needs for designing a full web site complete with a home, company, location, gallery and products page. SPS has the ability to make a web site that is well designed, and completely manageable by you.

### Content Management System

Stone Profit Systems, if requested, can make your site completely content manageable. This means you would be able to easily update text and images on every page of you website without contacting us, or hiring a web-site manager.

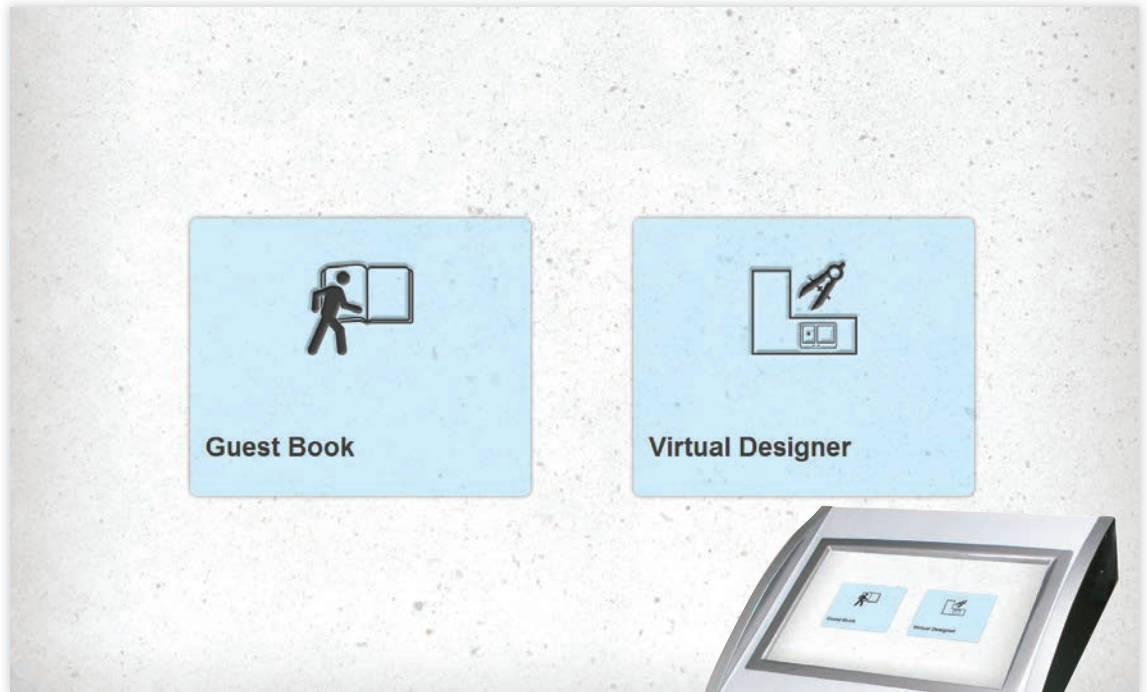


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## Guestbook

Make your show room interactive, and keep track of your visitors. SPS can provide a touch friendly digital guestbook where your customers or visitors can login, enter their information, browse through product photos, and make selections.

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### Digital Guestbook

Visitors in your showroom can sign into guest book to keep track of products they like and if your guestbook is equipped with the virtual designer they can save kitchen designs that they have made, and email the pictures to themselves.



# Welcome to Stone Depot

Please fill in the following details.

\*Name:  Company Name:

\*Phone Number:  Mobile:

Fax:  How did you hear about us?

\*Email Address:   Do not send me any email updates.

Address:

City:  St:  Zip:

Notes:

Back

Submit

### Information Collection

When your visitors log in or enter their information in the guestbook it is automatically loaded into Stone Profit's Opportunities Module as a "visit". They can enter their name, email, company name, phone numbers, and address.

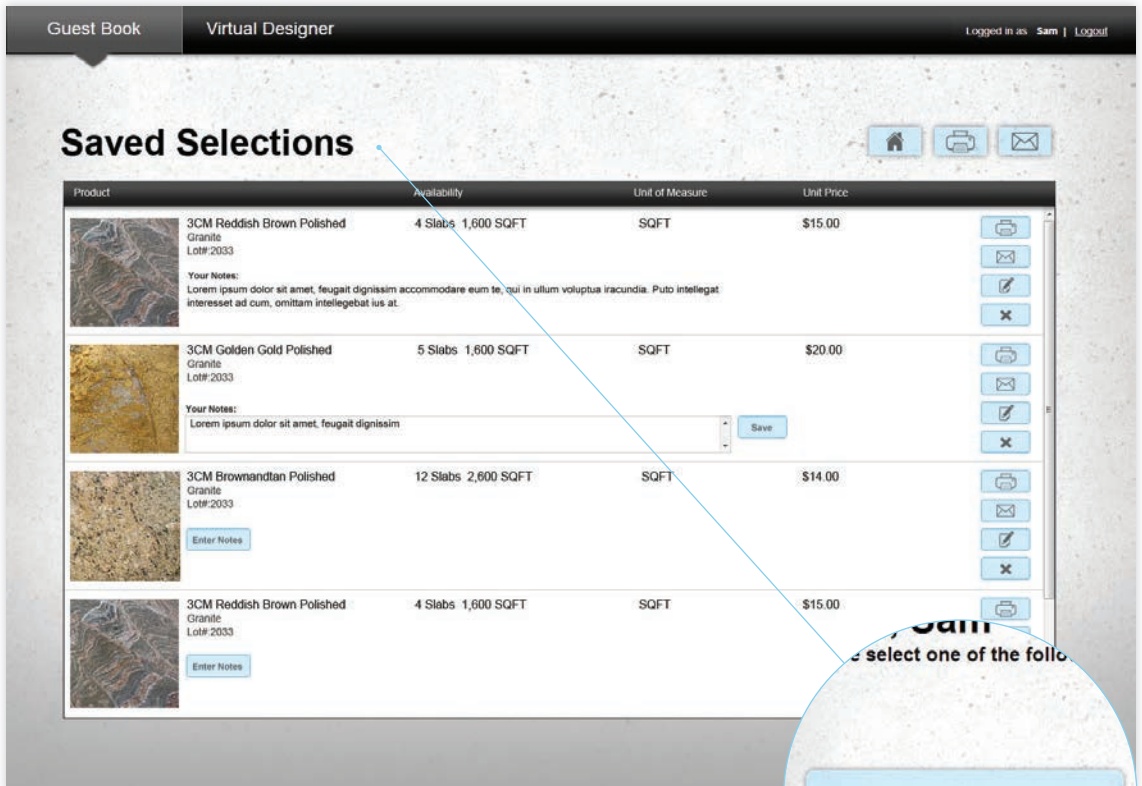
Lists

Visit for Opportunity #

**962- Sam**  
Mar 14, 2013 (03:41 PM)

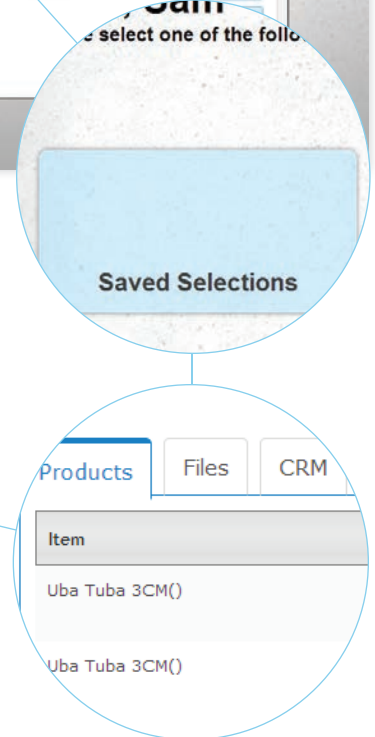
|                       |             |
|-----------------------|-------------|
| Delivery Type:        | Price Level |
| Pickup                | RET         |
| Job Name:             | Bill        |
| am                    |             |
| Ohio Street Suite 350 |             |
| FL 60611              |             |





### Saved Selections

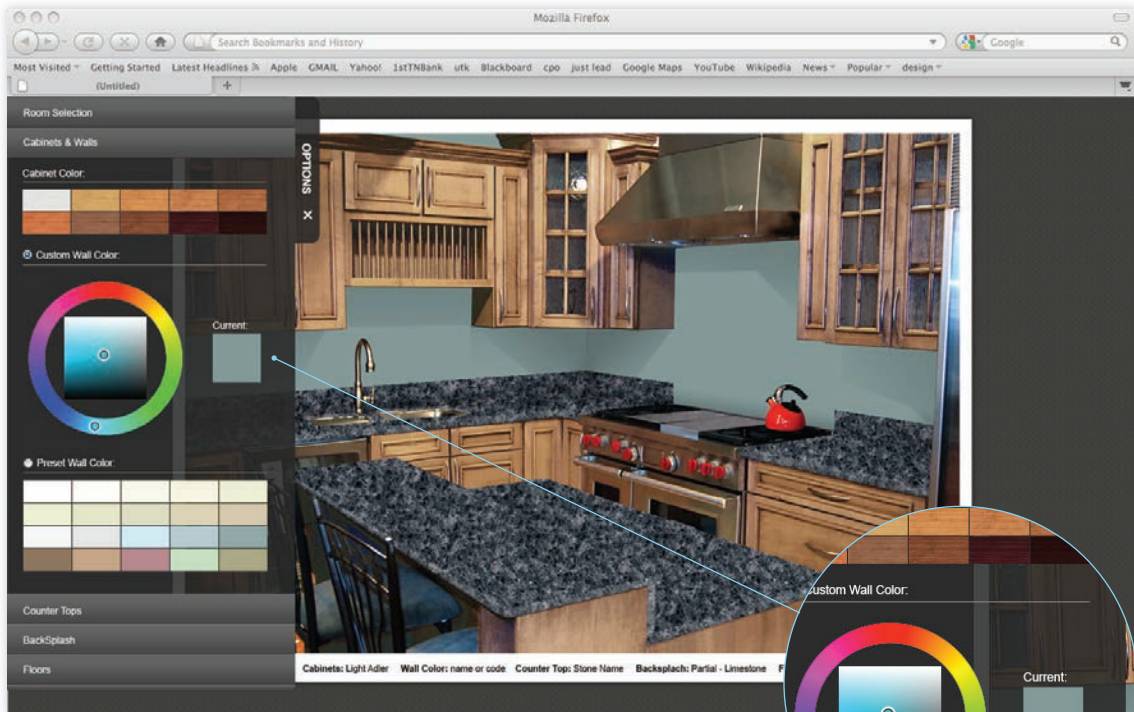
While at the kiosk, customers can browse through a digital list before hiking through your warehouse. They can save what they like and compile a list of products they would like to see. As they create the list, it is automatically added to their "visit" so your sales associate can be prepared for the customer.





## Virtual Designer

Help your customers decide what stone is best for their kitchen or bathroom with the use of Stone Profit's Virtual Designer. With this tool customers can see what specific stone colors can look like in a kitchen or bathroom setting.



### Wall and Cabinet Colors

After your customers select a room to design they can customize the cabinet finish, and select a wall color. They can explore new colors or try to match their current kitchen.

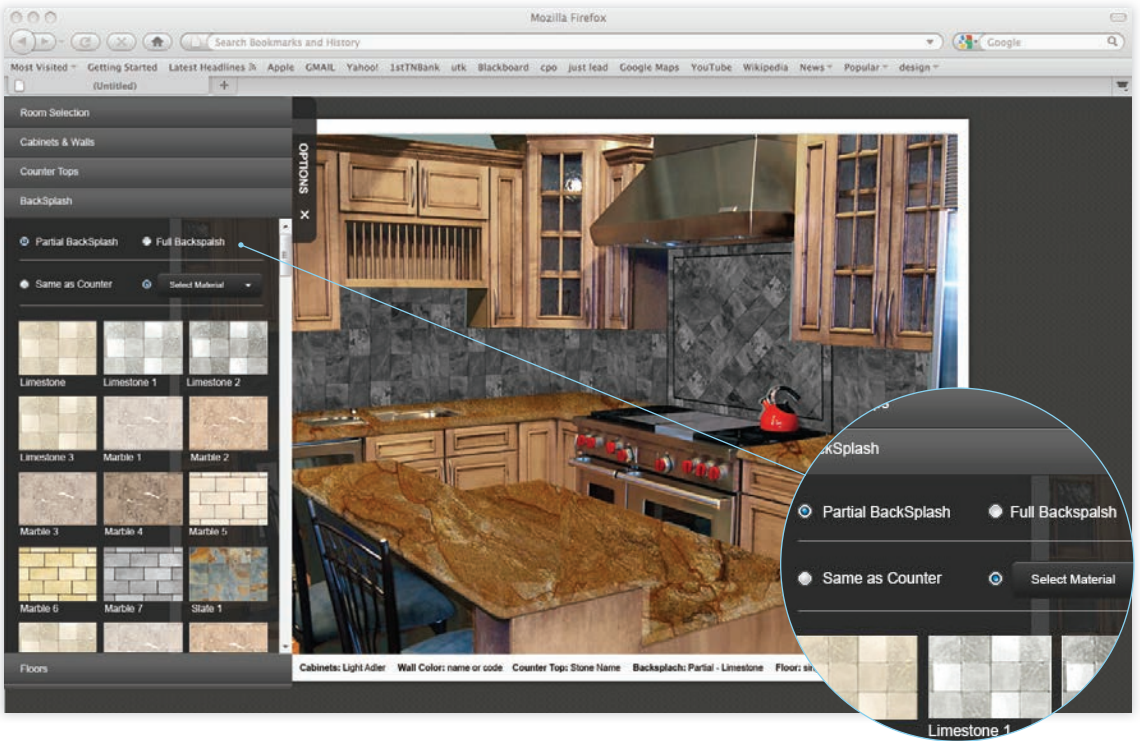
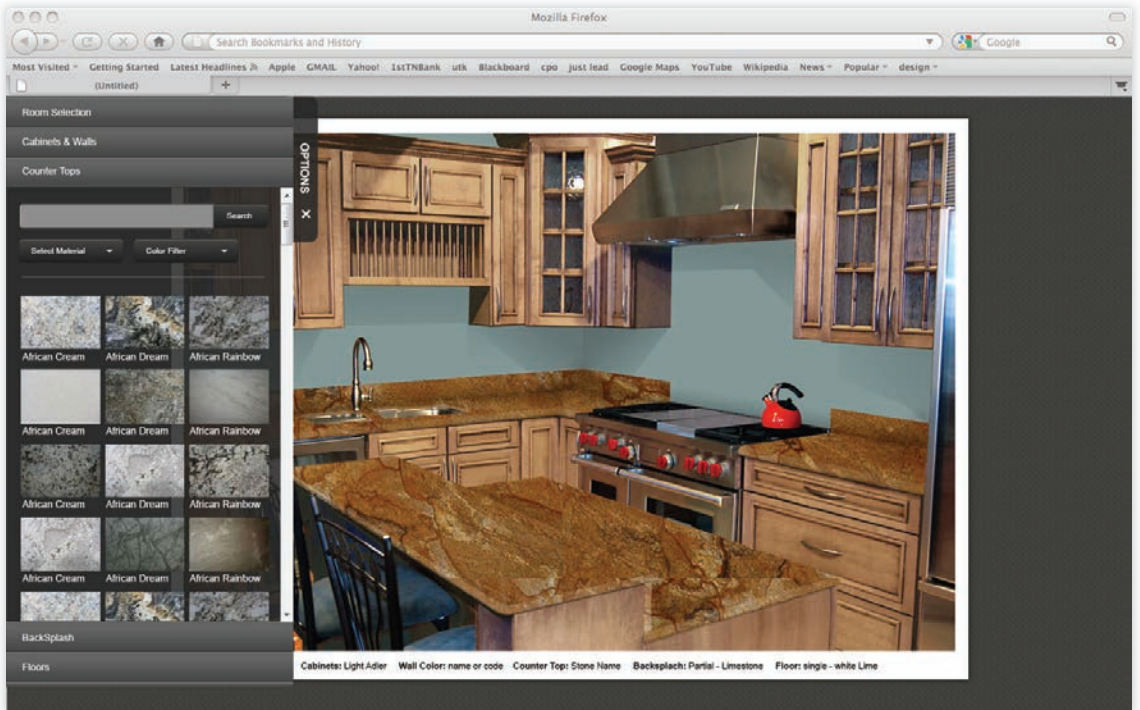
### Counter top Selection

For the counter top colors the Virtual Designer can link directly to your SPS product list. Customers can see your inventory in the kitchen of their dreams.

### Back Splash and More

After they select the cabinets, wall color, and stone, they can continue to preview back splash and floor patterns and colors. The possible combinations are endless.





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# REQUIREMENTS

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- Server
  - Client Computers
  - Tablet/Mobile Devices
  - Bar-code Scanners
  - Printer and Media
-



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## Minimum Hardware for Servers

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The minimum hardware that is required to install and run SPS Quantum includes:

| ITEM                        | REQUIREMENT   |
|-----------------------------|---|
| Processor                   | 2 CPU sockets filled with XEON Quad-core Xeon 3.0 GHz (or better for GHz and for core)  |
| RAM                         | 16GB RAM or More<br>For most environments, larger amounts of RAM will yield higher levels of overall performance. When purchasing RAM, consider future upgrade options and the RAM limit for your server's operating system.  |
| Hard drive Space            | 2GB for smaller systems to over 10 GB for larger systems of free disk space for the database file. (Depends on number of users and transaction volume) <ul style="list-style-type: none"><li>• Additional space requirements for uploading documents and files.</li><li>• For best performance, select SCSI Ultra Fast/Wide Disk Drives rotating at 15,000 rpm. Select a higher value of disk buffer size like 16 or 32 MB or more.</li></ul> |
| Tape Drive Backup Equipment | SPS Quantum recommends your company invest in a reliable backup system. Your hardware vendor can provide a recommendation.  |

Actual requirements will vary based on the system configuration and the applications and features that you decide to install. Choosing appropriate hardware for SPS Quantum depends on many factors, including the following:

- Number of transactions per hour
- Number of concurrent users
- Number of locations
- Number of concurrent users for the customer log in portal
- Number of concurrent users for the supplier log in portal
- Number of concurrent users for the web-connect module

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## Supported Server Operating System

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The following server operating systems are supported for SPS Quantum.

| REQUIREMENT   | Notes                                 |
|---|---------------------------------------|
| Windows Server 2003 Standard Edition, Enterprise Edition,                     | 64-bit recommended, 32-bit works too. |
| Windows Server 2008 R2 Standard Edition, Enterprise Edition,                  |                                       |
| Windows Server 2008 Standard Edition, Enterprise Edition, with Service Pack 2 |                                       |

NOTE: Although a server operating system is required for most SPS Quantum components, you can install some server components on supported client operating systems, as well. This type of installation is supported for demonstration or development. However, in a production environment, you must install on a supported server operating system.

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## Software Requirements for Database Servers

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Servers where you install SPS Quantum must meet the software requirements listed in the following table.

| REQUIREMENT  | Notes  |
|--|--|
| Microsoft SQL Server® 2005, Standard or Enterprise editions with service pack 4          | Only 64-bit versions of SQL Server are supported.  |
| -or-<br>Microsoft SQL Server® 2008, Standard or Enterprise editions, with Service Pack 1 | View the minimum hardware requirements for SQL Server at:<br><a href="http://www.microsoft.com/sql/default.mspx">http://www.microsoft.com/sql/default.mspx</a> . |
| -or-<br>Microsoft SQL Server 2008® R2, Standard, Enterprise, or Datacenter editions      | In a production environment, we recommend installing the latest Cumulative Update for the version of SQL Server that you are using.                              |

To support e-mail alerts in SPS Quantum, an SMTP (Simple Mail Transfer Protocol) server must be present in the environment.

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## Network Requirements

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In the table below are the minimum network requirements for connection between the client and the SPS Quantum application server (QAS) as well as the connection between the SPS QAS and the database servers.

| VALUE     | CLIENT TO QAS                    | QAS TO DATABASE         |
|-----------|----------------------------------|-------------------------|
| Bandwidth | DSL or higher quality connection | 100mps                  |
| Latency   |                                  | Less than 5Milliseconds |

We recommend that you consider the following types of connections when planning your system:

- For a system that uses a local area network (LAN) or wide area network (WAN), connect by using IP restricted access to the IP address of the server that is setup as a web site in Internet Information Services. SPS Quantum can operate on networks that use Internet Protocol Version 4 (IPv4) or Internet Protocol Version 6 (IPv6).

## Domain Requirements

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Consider the following domain requirements when you install SPS Quantum:

- Computers that are running SPS Quantum must have access to the server on which the SPS Quantum system has been setup in IIS.

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## Minimum Hardware for All Client Computers

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The minimum hardware that is required to install and run SPS Quantum includes:

| ITEM           | REQUIREMENT  |
|----------------|--|
| Processor      | Intel Pentium/Celeron family or compatible Pentium III Xeon or higher processor<br>minimum 1.4 GHz or higher recommended |
| RAM            | 2GB RAM or More recommended  |
| Monitor        | Super VGA (1024 x 768) or higher resolution monitor  |
| Communications | DSL or higher quality connection is required to access the application via an internet browser.                          |



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## Software Requirements for All Client Computers

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The following software must be present on the computer for SPS Quantum to be accessed.

| REQUIREMENT  | Notes   |
|--|---|
| Internet Explorer 9.0                                      | Web browser clients can run on many operating systems. However, those configurations are supported only for issues that can be reproduced when the browser is running on an operating system that is supported for SPS Quantum. |
| Mozilla Firefox 3.5 or higher                              |   |
| Google Chrome 10.0.612 or higher                           |   |
| Safari 4.1.3 or higher                                     |   |
| 2007 Office release, Service Pack 2 or 2010 Office release |   |

### Supported Client Operating Systems

| OPERATING SYSTEM   | Notes   |
|--|---|
| Windows 7 Professional edition, Home Edition, Ultimate edition, or Enterprise Edition                    | Both 32-bit and 64-bit versions of Windows 7 are supported.     |
| Windows Vista Business Edition, Home Edition, Ultimate Edition or Enterprise Edition with Service Pack 2 | Both 32-bit and 64-bit versions of Windows Vista are supported. |
| Windows XP Professional Edition, Home Edition  | Both 32-bit and 64-bit versions of Windows XP are supported.    |

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## Tablet / Mobile Device Options

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### Apple iPad, iPad Mini, iPhone, iPod Touch

<http://www.apple.com/ipad/>



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### Google Nexus 4, 7, and 10

[https://play.google.com/store/devices?feature=corpus\\_selector](https://play.google.com/store/devices?feature=corpus_selector)



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### Samsung Galaxy Tab and Note

<http://www.samsung.com/us/mobile/galaxy-tab>



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### Windows Surface

<http://www.microsoft.com/Surface/en-US>



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## Bar-code Scanner Options

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### Motorola CS3070

Batch mode

<http://www.motorola.com/>



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### Motorola CS3070

Paired with tablet via Bluetooth

<http://www.motorola.com/>



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### Saveo Scan RCCD-BH

Paired with Apple or Android Smart phone

<http://www.saveoscan.com>



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## Printer and Media Options

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### Laser Printers

SPS recommends the use of any laser printer. It can be black and white or color. Laser Printers are recommended for the speed in which documents can be printed, and because the ink/toner does not smear on media.



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### Bar-code Sheet Media

SPS offers a plastic tag material in letter size that has 22 pre-cut labels per sheet. Bar-codes can be printed on to media using any office laser printer.



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# DATA MIGRATION

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- Data Migration and Implementation
  - Migration Time Line
-



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## Data Migration and Implementation

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Stone Profit Systems is implemented in four phases. During this time period the system is set up and configured for your business. All of your data, static and dynamic, is migrated from previous systems/methods to SPS, and your staff is trained on the use of the system depending on their job description. Please see the next page for a time line for data migration.

### Server Hardware Setup

During this step, SPS representatives will assist you with server specifications. You will receive quotations for server hosting, and contracts regarding the server will be signed. Also, the server itself will be set up with the appropriate software including: Microsoft Server OS, SQL Server, email, and fax components.

### Stone Profit Setup

At this point a system will be created, installed on a server, and configured for your company. A license file will also be installed on the server. We will also begin to setup your company's locations, addresses, and setup your company logo for any printed documents. Accounting defaults, user access rights, drop-down items, terms, conditions and disclaimers will all be setup as well.

### Data Migration

Data migration is completed in two parts. The first is the static data migration, which includes your list of customers, products, suppliers, vendors, and chart of accounts. SPS will give you a template file that will help you list the information needed for each item. Once SPS has the lists, your data will be pushed onto the server and into the system.

The second part is the dynamic data migration. This involves the push of the open accounts payable and receivables, as well as the current inventory. Your general ledger and trial balance will also be pushed at this time.

### Training

While all of the items above are being completed you and your staff will be trained to use the system. Our training experts will make appointments with you and your team, and lead remote training sessions where we will connect to your computers and show your team step by step instructions to specific processes that they will perform day to day.

NOTE: Most of your data migration is completed by SPS for you. Data is expected in excel or CSV format. If necessary SPS can be available for manual data input if your data exists only in hard copies.





2

**SPS Goes Live**

WEEK 3

**Use Case Testing** 4 Days

**Dynamic Data** 2 Days

**Close Trial Balance** 1 Day

Post live

**Dynamic Data Migration**

- Inventory in-stock
- Opened Accounts Receivable
- Opened Accounts Payable

**Training**

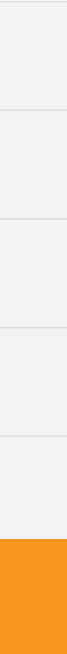
- Administration
- Purchasing
- Inventory
- Pre-Sales
- Sale Orders
- Accounting
- Reports

**SPS Live**

Date in which your company stops using old system/methods, and begins using Stone Profit Systems.

**Post Live**

- Close Trial Balance



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# TECH SUPPORT

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- Annual Support Contracts
  - Hourly Support Options
-



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# Annual Support Contracts

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Stone Profit Systems provides ongoing assistance under either a fixed price annual maintenance agreement or on an hourly basis. You can choose whichever approach would be most cost-effective for your company.

## Annual Support Contract

The annual contract includes the following options:

| INCLUDED OPTIONS        | DESCRIPTION  |
|-------------------------|--|
| Product Refinement      | Feature enhancements, report changes, and refined functions are occasionally added to all SPS products. We have an ongoing list enhancement list collecting ideas from various customers. If you have suggestions for reports a support specialist will be able to advise and assist you.  |
| System Updates          | <p>System upgrades or patches are various periodic updates to your Stone Profit System that insures its compatibility with the related software such as web browsers, database servers, and operating systems; as well as hardware such as phones, tablets, and bar-code scanners.</p> <p>Whenever there is an update in the database server, SPS will get an update too. If the Web Browser upgrades to a new version. SPS will be updated to insure compatibility. When new hardware is released, SPS will be updated too.</p> |
| Training                | SPS provides remote training for all of your employees and to any new employees that start after your system goes live.  |
| Unlimited Phone Support | Unlimited SPS Technical Support is available via phone call, email, and the support center at <a href="http://www.stoneprofits.com">www.stoneprofits.com</a> . You can reach a support specialist about issues that may arise, or for advice or insight on how to make SPS work even harder for you. Having unlimited access means you can call or e-mail our specialist as often as you like no matter how big or small the issue.  |
| Back-up Integrity Check | SPS's Technical Support Team periodically performs integrity checks on your backed up data to make sure all your database backup and maintenance procedures are in place and working properly.   |

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## Hourly Support Options

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Stone Profit Systems provides ongoing assistance under either a fixed price annual maintenance agreement or an hourly basis. You can choose whichever approach would be most cost-effective for your company.

### Hourly Support

The following options are available for hourly support.

| OPTION                       | DESCRIPTION   |
|------------------------------|---|
| Hourly Support               | Hourly support is offered at a rate of \$120.00 per hour. Support includes a wide range of services from training, consulting, new location integration, and technical support. |
| Pre-purchased 20 Hour Blocks | Blocks of 20 hours can be purchased for a discounted price of \$100.00 per hour.  |

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# PRICING

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- Pricing Factors
  - Receive a Quote
  - System Option Comparison
-





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## Pricing Factors

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Stone Profit Systems' pricing depends on the following factors:

- Type of System
  - **SPS Light:** (1 Location Company with 1 to 10 Users)
  - **SPS Standard:** (1 to 2 Location Company with 5 to 20 Users)
  - **SPS Enterprise:** (Multiple Location Company with more than 20 Users)
- Number of Users
- Number of Locations
- Data Migration / Data Entry Services
- Training Sessions Needed
- Custom Changes
- Add-on Modules Selected

## Receive a Quote

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In order to give you an accurate quotation SPS needs to collect information about your company and its dealings. The information we collect will only be used for quotation purposes and will not be shared.

To complete a quotation questionnaire please go to our web site [www.stoneprofits.com](http://www.stoneprofits.com) and select contact us and then select receive a quote. If needed a PDF version of the questionnaire can be sent to you via e-mail. Please fill out the form with as much detail as possible. The more information we have, the more accurate our quotation can be.

# System Option Comparison

|  | Light | Standard | Enterprise |
|--|-------|----------|------------|
| <b>1. SYSTEM SETUP</b>                       |       |          |            |
| System Parameters                            | ✓     | ✓        | ✓          |
| Drop-Down Setup                              | ✓     | ✓        | ✓          |
| Units/Currencies                             | ✓     | ✓        | ✓          |
| Delivery Setups                              | ✓     | ✓        | ✓          |
| Bin Locations                                | ✓     | ✓        | ✓          |
| Customer Surveys                             | ✓     | ✓        | ✓          |
| Accounting Setup                             | ✓     | ✓        | ✓          |
| Sales Tax Setup                              | ✓     | ✓        | ✓          |
| Standard Communication Letters               | ✓     | ✓        | ✓          |
| Custom Communication Letters                 |       | ✓        | ✓          |
| Policies and Disclaimers Setup               |       | ✓        | ✓          |
| Bar-code Setup                               |       | ✓        | ✓          |
| Budget Setup                                 |       |          | ✓          |
| Print various Artifacts/Documents            | ✓     | ✓        | ✓          |
| E-mail various Artifacts/Documents           | ✓     | ✓        | ✓          |
| Fax various Artifacts/Documents              |       | ✓        | ✓          |
| <b>2. USER &amp; LOCATION ADMINISTRATION</b> |       |          |            |
| Predefined User Groups - 6 groups            | ✓     | ✓        | ✓          |
| Custom User groups                           |       | ✓        | ✓          |
| User Group Assignment                        | ✓     | ✓        | ✓          |
| Passwords                                    | ✓     | ✓        | ✓          |
| Location Access                              | ✓     | ✓        | ✓          |
| Session Time                                 | ✓     | ✓        | ✓          |
| Access Rights                                | ✓     | ✓        | ✓          |
| IP Security                                  |       | ✓        | ✓          |
| User Log                                     | ✓     | ✓        | ✓          |
| User Login IP Address Tracking               |       | ✓        | ✓          |
| Details Transaction Log                      |       |          | ✓          |
| SPS Feature Comparison Sheet                 | ✓     | ✓        | ✓          |
| Multi Location Setup                         |       | ✓        | ✓          |
| Inter Location Setup                         |       | ✓        | ✓          |
| Parent & Multi Location Customer             |       | ✓        | ✓          |
| <b>3. CUSTOMER MANAGEMENT</b>                |       |          |            |
| Active/inactive Customers                    | ✓     | ✓        | ✓          |
| Customer Types                               | ✓     | ✓        | ✓          |
| Prospective Customers                        | ✓     | ✓        | ✓          |
| Customer Notes                               | ✓     | ✓        | ✓          |
| Multiple Shipping Addresses                  | ✓     | ✓        | ✓          |
| Credit Limits                                | ✓     | ✓        | ✓          |
| Customer Locks                               | ✓     | ✓        | ✓          |
| Customer Alerts                              | ✓     | ✓        | ✓          |
| Tax IDs                                      |       | ✓        | ✓          |
| Parent/Multi Location Customer               |       | ✓        | ✓          |

|                                       | Light | Standard | Enterprise |
|---------------------------------------|-------|----------|------------|
| <b>4. PRODUCT MANAGEMENT</b>          | ✓     | ✓        | ✓          |
| Picture Catalog                       | ✓     | ✓        | ✓          |
| Alternate Names                       | ✓     | ✓        | ✓          |
| Base Colors                           | ✓     | ✓        | ✓          |
| Countries of Origin                   | ✓     | ✓        | ✓          |
| Reorder Levels                        | ✓     | ✓        | ✓          |
| Sizes and Weights                     | ✓     | ✓        | ✓          |
| Picking Units                         | ✓     | ✓        | ✓          |
| Price Levels                          | ✓     | ✓        | ✓          |
| Customer Specific Special Pricing     |       | ✓        | ✓          |
| Preferred Supplier                    |       | ✓        | ✓          |
| Accounting Defaults                   | ✓     | ✓        | ✓          |
| Supplier Pricing                      | ✓     | ✓        | ✓          |
| Product Attachments                   |       | ✓        | ✓          |
| <b>5. INVENTORY MANAGEMENT</b>        |       |          |            |
| Product Search                        | ✓     | ✓        | ✓          |
| Inventory Search                      | ✓     | ✓        | ✓          |
| Bin Number Search                     | ✓     | ✓        | ✓          |
| Create Transactions                   | ✓     | ✓        | ✓          |
| Inventory Reconciliation              |       | ✓        | ✓          |
| Inventory Adjustments                 |       | ✓        | ✓          |
| <b>6. BAR-CODE MODULE</b>             |       |          |            |
| Types of Scanning                     |       | ✓        | ✓          |
| Real-Time Scanning                    |       | ✓        | ✓          |
| Batch Scanning                        |       | ✓        | ✓          |
| Bar-Code Symbologies                  |       | ✓        | ✓          |
| Bar-Code Labels                       |       | ✓        | ✓          |
| Cycle Counts                          |       | ✓        | ✓          |
| Inventory Reconciliation              |       | ✓        | ✓          |
| <b>7. QUOTES AND ESTIMATION</b>       |       |          |            |
| Quotes Entry                          | ✓     | ✓        | ✓          |
| Quotes Follow-up and Reminder Letters | ✓     | ✓        | ✓          |
| Conversion Reports                    | ✓     | ✓        | ✓          |
| Quote Attachments                     |       | ✓        | ✓          |
| Supplier Pricing                      |       | ✓        | ✓          |
| Inventory Availability                |       | ✓        | ✓          |
| Quote Revisions                       | ✓     | ✓        | ✓          |
| <b>8. JOBS MANAGEMENT</b>             |       |          |            |
| Job Contracts                         | ✓     | ✓        | ✓          |
| Job Tickets                           | ✓     | ✓        | ✓          |
| Print Selections Letter               | ✓     | ✓        | ✓          |
| Job Attachments                       |       | ✓        | ✓          |
| Custom Job Documents                  |       | ✓        | ✓          |
| Remnant Handling                      | ✓     | ✓        | ✓          |
| Piece Route Dashboard                 |       | ✓        | ✓          |
| Custom Dashboards                     |       | ✓ *      | ✓ *        |

\* Additional Charges Apply

|                                       | Light | Standard | Enterprise |
|---------------------------------------|-------|----------|------------|
| <b>9. SCHEDULING</b>                  |       |          |            |
| Template Scheduling                   | ✓     | ✓        | ✓          |
| Install Scheduling                    | ✓     | ✓        | ✓          |
| Job Field Calendar                    | ✓     | ✓        | ✓          |
| Shop Scheduling                       | ✓     | ✓        | ✓          |
| Shop Calendar                         | ✓     | ✓        | ✓          |
| Route List                            | ✓     | ✓        | ✓          |
| Cell Phone Text Engine for Route List |       |          | ✓          |
| Signature Capture                     |       |          | ✓          |
| <b>10. HOMEOWNER VISITS</b>           |       |          |            |
| Homeowner Visit                       |       | ✓        | ✓          |
| Visit Calendar                        |       | ✓        | ✓          |
| Reopen Old Selections                 |       | ✓        | ✓          |
| Print Selections letter               |       | ✓        | ✓          |
| <b>11. HOLDS</b>                      |       |          |            |
| Holds Tracking                        | ✓     | ✓        | ✓          |
| Reference Information                 | ✓     | ✓        | ✓          |
| Hold Information Letter               | ✓     | ✓        | ✓          |
| Homeowner Information Letter          | ✓     | ✓        | ✓          |
| Hold Expiry Letter                    | ✓     | ✓        | ✓          |
| Homeowner Expiry Letter               | ✓     | ✓        | ✓          |
| Hold Summary Letter                   | ✓     | ✓        | ✓          |
| Holds Archive/Log                     |       | ✓        | ✓          |
| Signature Capture                     |       |          | ✓          |
| <b>12. SALES ORDERS</b>               |       |          |            |
| Sales Order Tracking                  | ✓     | ✓        | ✓          |
| Fulfillment Quantity                  | ✓     | ✓        | ✓          |
| Print Various Sales Order Documents   | ✓     | ✓        | ✓          |
| Receive Deposits                      | ✓     | ✓        | ✓          |
| Special Orders Management             |       | ✓        | ✓          |
| <b>13. DELIVERY HANDLING</b>          |       |          |            |
| Delivery Status                       |       | ✓        | ✓          |
| Delivery Calendar                     |       | ✓        | ✓          |
| Delivery Management                   |       | ✓        | ✓          |
| Sold as Name                          |       | ✓        | ✓          |
| Print Delivery Documents              | ✓     | ✓        | ✓          |
| Truck Scheduling                      |       | ✓        | ✓          |
| Truck Loads and Routes                |       | ✓        | ✓          |
| Signature Capture                     |       |          | ✓          |
| <b>14. PURCHASING</b>                 |       |          |            |
| Create Purchase Orders                | ✓     | ✓        | ✓          |
| Purchase Packing list                 | ✓     | ✓        | ✓          |
| Lot Specific Information              | ✓     | ✓        | ✓          |
| Bar-Code Printing                     |       | ✓        | ✓          |

|                                       | Light | Standard | Enterprise |
|---------------------------------------|-------|----------|------------|
| <b>15. ACCOUNTING</b>                 |       |          |            |
| General Ledger                        |       | ✓        | ✓          |
| Accounts Receivable Management        | ✓     | ✓        | ✓          |
| Accounts Payable Management           | ✓     | ✓        | ✓          |
| General Journal Entries               |       | ✓        | ✓          |
| Reverse Entries and Periodic Journals |       | ✓        | ✓          |
| Non Inventory Vendor Management       |       | ✓        | ✓          |
| Customer Payments and Deposits        |       | ✓        | ✓          |
| Payments and Checks                   |       | ✓        | ✓          |
| Bank Reconciliation                   |       | ✓        | ✓          |
| Budget Analysis                       |       |          | ✓          |
| <b>16. REPORTS AND ANALYSIS</b>       |       |          |            |
| Customer Reports                      | ✓     | ✓        | ✓          |
| Inventory Reports                     | ✓     | ✓        | ✓          |
| Purchasing Reports                    | ✓     | ✓        | ✓          |
| Sales Reports                         | ✓     | ✓        | ✓          |
| Accounting Reports                    | ✓     | ✓        | ✓          |
| Financial Statements                  | ✓     | ✓        | ✓          |
| <b>+ ADDON MODULES</b>                |       |          |            |
| Inward Consignment                    |       | ✓ *      | ✓ *        |
| Outward Consignment                   |       | ✓ *      | ✓ *        |
| CRM Customer Management               |       | ✓ *      | ✓ *        |
| Cell Phone Module                     |       | ✓ *      | ✓ *        |
| Web site Connect                      |       | ✓ *      | ✓ *        |
| Customer Login                        |       | ✓ *      | ✓ *        |
| Supplier Login                        |       | ✓ *      | ✓ *        |
| Integration to Other System           |       |          | ✓ *        |
| Offline Reporting                     |       |          | ✓ *        |

\* Additional Charges Apply

