

Consigned Stations

*2016 DM2 Connections User Conference
July 18 – 20, 2016*



Consigned Stations

- Split Dealer Credit Card Fees
- Various ways to auto calculate commissions
- Use ending meter readings so program can calculate actual gallons/dollars sold
- Site Tank Reconciliation
- Intellifuel Interface – Automating receipt of meter readings

Lubricants

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Lubricants

Sage Inventory Advisor – Inventory Management

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Sage Inventory Advisor

Be more efficient, hold less stock and make more sales

Sage Sales Advisor helps you to establish what should be reordered based on history, open sales orders and lead time.



An Inventory Health Check, every day

Get all the benefits of an inventory health check, every day. Focusing daily on the exceptions enables you to embark on a journey of continuous improvement.



Planner Dashboard

Our dashboard identifies exceptions to help you avoid stock outs or surplus inventory. KPI's track performance and focus attention on what will make a difference.



Early Warning

Early warning of stock outs, potential stock outs or surplus orders allows for intervention which will improve customer service and inventory turns.



Optimal Ordering

Our ordering schedule details the items that you need in just the right quantity - not too much or too little. These optimal orders will increase fill rate and reduce inventory.

"I've reduced my inventory with the use of Inventory Advisor by \$300,000.00"

DM2 Customer's Success Story

In just five months – saved in excess of \$300,000.00

Sage Inventory Advisor Customer Success



Sage Inventory Advisor Fuels Purchasing Process for Hubert Glass Oil

Hubert Glass Oil Company is a busy fuel and oil distributor serving dealerships, retail stores, and repair facilities throughout eastern Texas. Like all distributors, Hubert Glass Oil strives to ensure it carries the right mix of products in the right quantities to satisfy customers' demands without overstocking. Sage Inventory Advisor, running in conjunction with Sage 100 ERP™, has transformed the company's purchasing process and has already saved the company more than \$300,000.

Accurate Usage Data and Improved Forecasting

"We buy many products in bulk and repackage those products for retail sale. The same component item might be used in multiple products. This tremendously complicated our ability to track inventory usage and forecast sales," explains Leo Johnson, controller for Hubert Glass Oil. "I saw Sage Inventory Advisor in action at Sage Summit and immediately recognized the value for our organization."

Sage Inventory Advisor is a cloud-based solution that is designed to specifically address many of the challenges faced by distributors like Hubert Glass Oil. "It allows us to analyze usage at a raw component level as well as a finished product level," Johnson says. "As a result, we have more accurate usage figures and better forecasting ability."

The ability to accurately forecast sales has proven valuable for Hubert Glass Oil. Sage Inventory Advisor calculates the expected revenue associated with top-selling items and the revenue losses associated with stock outages of those items. "Having this information so easily and clearly available means we're able to take action sooner, avoiding those stock outages and ensuring we can fulfill on our customers' orders," notes Johnson.



Customer
Hubert Glass Oil Company

Industry
Fuel/Oil Distributor

Location
Jacksville, Texas

Number of Locations
Three

System
Sage Inventory Advisor

Inventory Reductions Save \$300,000

Johnson says that Sage Inventory Advisor has replaced the various tools and reports he used to rely on when making purchasing decisions. "The dashboard provides a quick, concise look at my inventory status," he explains. "I can quickly see what products we are running low on, and the suggested timing and quantity of our next order. There is even the option to export the recommended order quantities to Sage 100 ERP and automatically create the purchase orders."

"In just five months, Sage Inventory Advisor has saved Hubert Glass Oil in excess of \$300,000," concludes Johnson. "The savings comes from an overall reduction in inventory thanks to our ability to order just what we need, just in time. We've weeded out slow-selling items and are focusing on the high volume, high-profit items."

Lubricants

Pricing

- Pricing Tiers
 - Define up to 21 Levels (Shell Buybacks)

PetroLink Options (CSV) 6/22/2016

1 Main | 2 Additional | 3 Sales Tax

Drum Deposit / Fee Item 1: DRMDERGEN
Drum Deposit / Fee Item 2: [Search]
Number of Price Quotes to display in S/O Entry: 10
Sales Order / Invoice Auto Popup: Location Only
Default S/O Ticket Class: 0
Drum Deposits in Purchase Order: Never
Post Gallons to G/L:
Non-Financial Offset Account: 99000-00000-00
Non-Financial Offset Account Type: Debit
Number of Pricing Tiers: 10

Buttons: Accept, Cancel, Print, Refresh

Item Pricing Maintenance

Item Code: 12944THERV3255R
Pricing Option: Item Pricing
Price Level: P27
Pricing Method: Cost Markup %
Standard Price: 11.9600
Price Table: Standard Cost: 11.96000
Rebate: No
Rebate Amount: 00000

Step	From Quantity	To Quantity	Markup %	Unit Price
4	15	20	25.000%	14.9500
5	21	25	22.000%	14.9912
6	26	30	20.000%	14.9520
7	31	35	17.000%	13.9933
8	36	99,999,999	0.000%	11.9600

Buttons: Accept, Cancel, Delete, Refresh

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Pricing

- Standard Cost by Warehouse

The screenshot displays three overlapping SAP windows. The top-left window is 'Inventory Management Options (CSV) 7/17/2016', showing a checked option 'Show Standard Cost by Warehouse for Pricing'. The middle window is 'Reorder Maintenance' for item '12844THERV3255R' (Mobil Thermex V-32-55Ga Drum), showing a table of warehouse data. The bottom-right window is 'Item Pricing Maintenance' for the same item, showing pricing details like 'Cost Markup %' and 'Standard Price'.

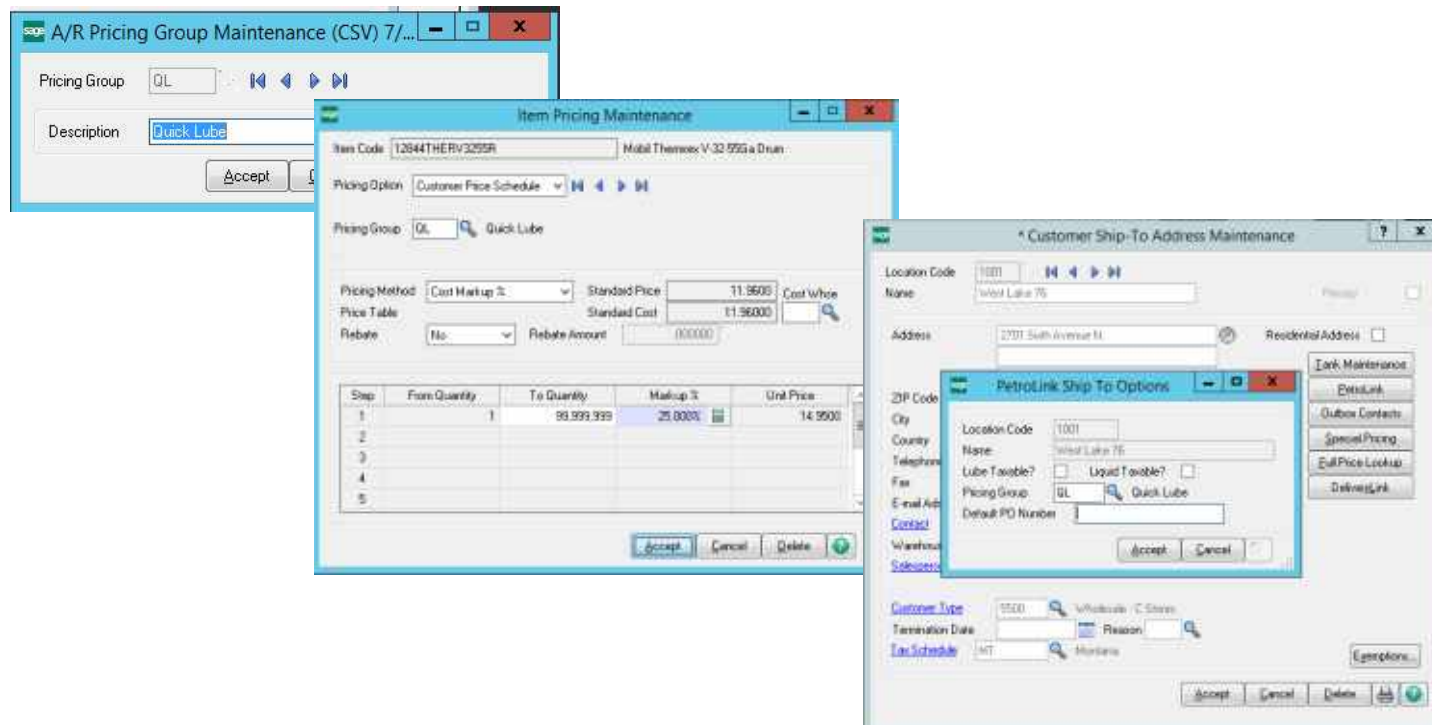
Whse	Desc	Bin Location	Reorder Method	Economic Ord Qty	Reorder Point Qty	Min Order Qty	Max On Hand Qty
73	L09	Miles City Lube Warehouse	24505L3	Max Stock Level	.00	110.00	.00
74	L32	Forsyth Lube Warehouse		None	.00	.00	.00
75	M01	Muzzy Fast Stop		None	.00	.00	.00
76	M05	Billings AR Rebills		None	.00	.00	.00
77	M46	Handy Mart		None	.00	.00	.00
78	P01	Wholesale Propane Kalis		None	.00	.00	.00
79	T01	PDX Transports		None	.00	.00	.00
80	TP7	Spokane Pipe Terminal		None	.00	.00	.00
81	TR6	Columbia Falls Rail Termin		None	.00	.00	.00
82	TR7	Spokane Rail Terminal		None	.00	.00	.00
02	TR8	Spokane Rail Terminal		None	.00	.00	.00
Totals				Economic Order Quantity	Reorder Point Quantity	Minimum Order Quantity	Maximum On Hand Quantity
				.00	110.00	.00	550.00

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Pricing Groups



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Lubricants

- Zero Cost Inventory
 - Consigned Inventory
 - Manufacturing samples
- Purchase Orders
 - Internal PO's – Use current average cost when updating
 - Allocated Costs
 - Auto create PO's from SO
 - Special Order Items
 - Sub Jobbers – Buybacks

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Lubricants

- Shipping
 - Another layer of exposure as to status of product
- Scanning
 - Why
 - Reduce errors – Shipping wrong product
 - More efficient
 - Receiving product – Creates Receipt of Goods
 - Physical Counts – Reduces time required
 - Imports in Sage – ready to run Variance Report
 - Receipt of Goods
 - Sales Orders
 - Physical Counts

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Lubricants

- Equipment Manager
 - Manage your loaned equipment
 - Where installed
 - Is customer full filling agreement
 - Tracking of assets
 - In Bone Yard
 - Auto Fill – Deliver Scheduler
 - Automate monthly rental billings – Recurring SO Invoices

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DM2 Major Oil Lubricant Interfaces	Buybacks	Purchase Orders	Supplemental Allowance (Rebates)
	X	Developing	Developing
	X		
	X	X	X
 Taking on the world's toughest energy challenges™	X	In Beta Testing	In Beta Testing
	X	X	X
	X	Developing	Developing

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Lubricants

Repackaging

- Check Inventory available
- Multiple Usage Batches – Same IM Trans Batch

Inventory Transaction Register
Journal Posting Date: 7/17/2016
Issues Register Number: II-010878
Batch Number: 06656

St. Lucia Petroleum (CSV)

Reference Item Code	Transaction Date	Description	Unit of Measure	Whse	Batch Number G/L Account	Quantity	Unit Cost	Extension
001882UP	7/17/2016				06656			
12853SPE0520000		Mobil Special 5W-20-Bulk	GAL	L01	21020-00000-00	55.00	4.47592	246.18
99974RECDRUM01E		Reconditioned 55Ga Drum	EA	L01	21020-00000-00	1.00	22.25000	22.25
LABOR		Labor	HOUR	L01	21020-00000-00	0.10	24.00000	2.40
Transaction Total:						56.10		270.83
Report Total:						56.10		270.83

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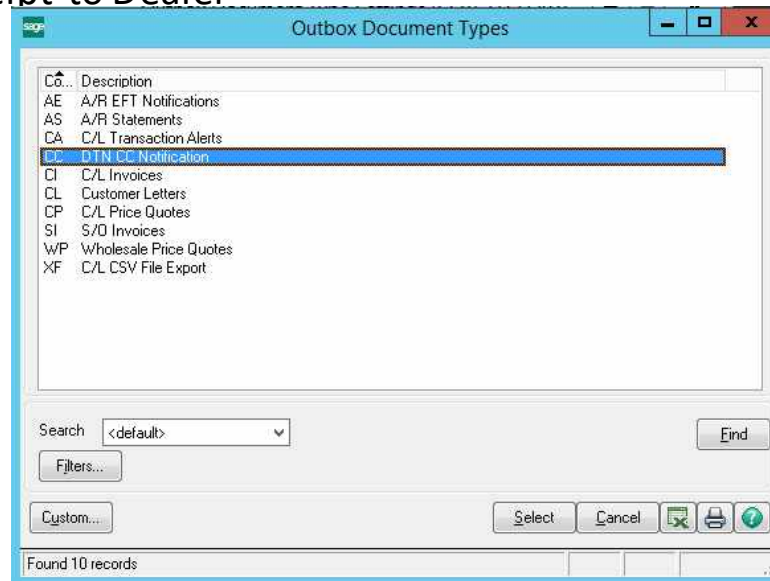
DM2 Outbox

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DM2 Outbox

- Credit Card Batches
 - Email details of receipt to Dealer



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DM2 Outbox

- Send documents to WebLink

Outbox Document Type Settings (CSV) 7/17/2016

Document Type: CC DTN CC Notification Enabled

Also Print Outbox Items Print WebLink-Only Documents

Global WebLink Option %A = Customer Number, %N = Customer Name, %R = Reference No.

Subject Line: %R For %N

Email Settings

Message Body Send Immediately Save in Outbox

Fax Settings

Message Body Send Immediately Save in Outbox

Accept Cancel Delete

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DM2 Outbox

- Reprint SO Invoices via Outbox

The screenshot shows the 'Invoice History Printing' dialog box. The 'Form Code' is set to 'STANDARD'. The 'Number of Copies' is set to 1, and 'Collated' is checked. The 'Print Bill Options' checkbox is checked, and the 'Send To Outbox' checkbox is also checked. The printer selected is 'Microsoft XPS Document Writer'. The 'Print' button is highlighted.

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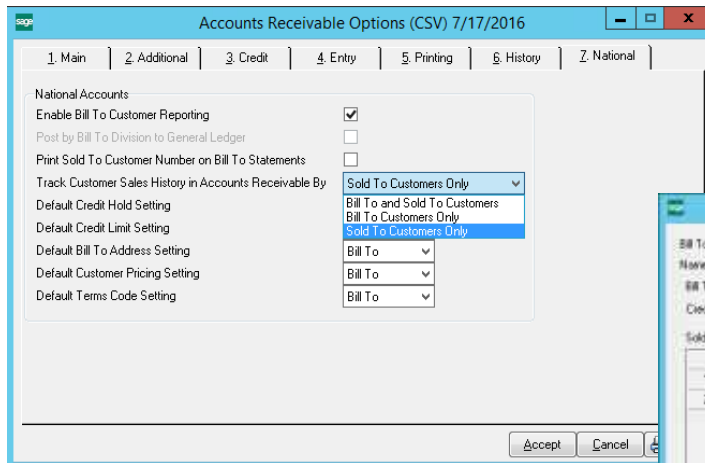
Accounts Receivable

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Accounts Receivable

National Accounts



Accounts Receivable Options (CSV) 7/17/2016

1. Main | 2. Additional | 3. Credit | 4. Entry | 5. Printing | 6. History | Z. National

National Accounts

Enable Bill To Customer Reporting

Post by Bill To Division to General Ledger

Print Sold To Customer Number on Bill To Statements

Track Customer Sales History in Accounts Receivable By **Sold To Customers Only** ▼

Default Credit Hold Setting **Bill To and Sold To Customers**

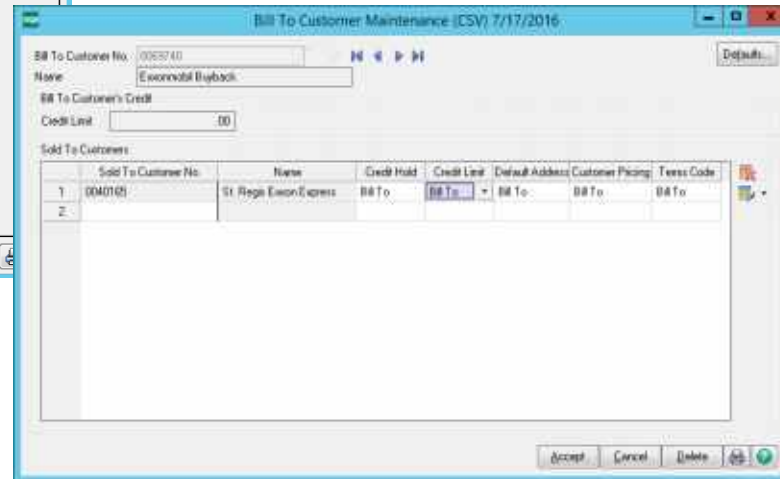
Default Credit Limit Setting **Bill To Customers Only**

Default Bill To Address Setting **Sold To Customers Only**

Default Customer Pricing Setting **Bill To** ▼

Default Terms Code Setting **Bill To** ▼

Accept Cancel



Bill To Customer Maintenance (CSV) 7/17/2016

Bill To Customer No. 0053740

Name ExxonMobil Bayback

Bill To Customer's Credit

Credit Limit .00

Sold To Customers:

	Sold To Customer No.	Name	Credit Hold	Credit Limit	Default Address	Customer Pricing	Terms Code
Y	0040165	St Regis Exxon Express	Bill To	Bill To	Bill To	Bill To	Bill To
Z							

Accept Cancel Delete

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Accounts Receivable

Partial Sales & Excise Tax Exemptions

*** Tax Exemptions Maintenance**

Customer No. 0001655 West Lake 76
Ship To No. 1001 West Lake 76

Tax Code	Description	Exemption Number	Partial Exempt Pct
CA	California		50.00
CA FRS	CA Fresno County		50.00
CA FRSFRS	CA Fresno Fresno		50.00
MT	Montana		.00

Fuel Tax Exemption Maintenance (CSV) 6/22/2016

Customer 0001655 West Lake 76
Ship To 1001 West Lake 76
Item Code
Tax Group DSL CLEAR Diesel Clear
Region MT

	Tax Type	Exempt	Expiration Date	Exemption Code	Partial Percentage
1	State	<input checked="" type="checkbox"/>	12/31/2016	Dealer	50.00 %
2		<input type="checkbox"/>			.00 %

Accept Cancel

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Accounts Receivable

Miscellaneous

- AR EFT Notification - Crystal
- Inactive Flag w/Reason Codes
- GL Substitution by Customer Type

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Sage Payment Solutions

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Sage Payment Solutions

- Cards are stored in the Cloud – PCI Compliant
 - Prevent fraud & reduce your exposure
- Pre Auth Sales Orders automatically
- SO Invoicing – Finalize charge to CC automatically
- Cash Receipts
- Recurring billings such as equipment rentals or Home Heat Budgets

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Paperless

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Paperless Office Solutions

Two Options

- **Sage Paperless Office**
 - Good Tool for basic storage
 - Included with your purchase of DM2
 - **Great way to get started!**
- **DM2 Paperless powered by Cypress**
 - World Class Document Management
 - Comprehensive document storage
 - Handles external documents (Word, Excel, etc)
 - Handles scanning
 - Advanced Search Engine
 - Sophisticated Security
 - Workflow management

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DM2 Paperless

- **Workflow**
 - A/P Approval Process
 - Statement Process
- **Document Bundling**
 - Signed Delivery Ticket going out with invoice
- **Support Centralization of Functions**
 - Documents can be scanned remotely and consolidated centrally

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Paperless

- The ongoing effort to implement and maintain paperless continues to payoff for CityServiceValcon. We scan, index and store many different external documents including signed delivery tickets, product transfer documents, supplier invoices, and terminal BOL's to reduce storage needs like file cabinets and warehouse space. This is in addition to the integrated storage features for storing journals and invoices.
- The real benefit of paperless is realized when a piece of information is retrieved in seconds, not minutes. We have as many as 12 different documents return when searching for a single BOL including customers invoice, suppliers invoice, delivery documents, terminal BOL, DTN BOL, EFT notices, and all supporting journals. These documents are key for researching issues and distributing information throughout dispatch, billing, and tax departments.

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Sage Alerts

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Sage Alerts – What It Is

- Business Activity Monitoring – Identify, Notify and Act
 - There is so much information out there and too little time to identify and act on it
 - By the time you identify an issue or some important piece of information, it is often too late or too old to be of use
 - With Sage Alerts, important information of any kind can be identified and acted on
 - Reporting by exception!!!!

Sage Alerts

- Invoices out of period
- Notify Credit Management
 - New Accounts
- Terms Code Changes
- Credit Hold
- Negative Gross Margin
- Gallons Report – Notify sales rep how many gallons did customer purchase last week
- Notify Operations and sales rep that a sales order was created for customer
- Supplier Cost Changes
- Customer Stopped Buying – let management and sales people know
- Work flow to track order and it's paperwork

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Credit Management – New Accounts

Accounting@...
New Accounts Set Up Today

Subsidiary	Customer No	Name	City	Warehouse	Terms Code	Cost Type	Date Created
Red Car	0001943	Red Car	Chilren	803 - Adams Falls Bulk Plant	COO	0000	06/07/2016
HEER Kinnar	0001944	HEER Kinnar	Amn0934	801 - Adams Falls Plant	Net 15 Days	7000	06/07/2016
Clavel Wines	0001001	Clavel Wines	Kalispell	801 - Kalispell Propane	Net 10th Following Month	0000	06/07/2016
Clavel Wines	0001042	Clavel Wines	Reftard	801 - Kalispell Propane	Net 10th Following Month		
Clavel Wines	0001043	Clavel Wines	Kalispell	801 - Kalispell Propane	Net 10th Following Month		

Sage Alerts <accounting@...>
New Accounts Set Up Today for House

Subsidiary	Customer No	Name	City	Warehouse	Terms Code	Date Created
House	000241	House	Forest River	803 - Adams Falls Bulk Plant	Net 10th Following Month	01/23/2016
House	000242	House	Forence	803 - Adams Falls Propane	Net 10th Following Month	01/23/2016
House	000246	House	Forest River	803 - Adams Falls Propane	COO	01/23/2016
House	000244	House	Columbia Falls	801 - Kalispell Bulk Plant	Net 10th Following Month	01/23/2016
House	000235	House	Cartho	801 - Kalispell Bulk Plant	Net 10th Following Month	01/23/2016
House	000245	House	Wahkon	801 - Kalispell Propane	Net 10th Following Month	01/23/2016
House	000245	House	Dyals	801 - Kalispell Propane	Net Pay	01/23/2016
House	000241	House	Kalispell	801 - Kalispell Propane	COO	01/23/2016

Accounting Alerts

Posted to Different Period

Wed 02/10/2016 3:00 PM
Sage Alerts <accounting@...>
All Invoices Posted Out of Period

Reference Policy: Never Delete Default Policies

The following invoice(s) were posted in a different period than the invoice date. Note that some invoices listed may be the reversing entry, correcting the original invoice.

Account #	Name	Invoice #	Invoice Date	GL Date	User
3004705	...	037255C	01/31/2015	02/01/2015	Kathy Jung
3004705	...	037209R	01/31/2015	02/01/2015	Kathy Jung
3004702	...	037471C	01/31/2015	02/01/2015	Kathy Jung
3004705	...	037471R	01/31/2015	02/01/2015	Kathy Jung

Mon 02/02/2016 3:00 PM
Sage Alerts <accounting@...>
AP Invoices Posted Out of Period

Reference Policy: Never Delete Default Policies

The following invoice(s) were posted in a different period than the invoice date. Note that some invoices listed may be the reversing entry, correcting the original invoice.

Vendor #	Name	Invoice #	Invoice Date	GL Date	User
0042101	...	4109270.1	12/18/2015	01/01/2016	Loke Lane

Operations – Fuel Gallons Report

Wed 06/14/2016 4:02 PM
Sage Alerts <accounting@...>
Fuel Gallons Sold Last Week

To: [Redacted] [Redacted]
Retention Policy: Never Delete Default (None) Expires: Never

Customer sales from last week for [Redacted]:

Customer Number	Name	Date Last Invoiced	Qty Sold	Total GM	Avg Unit GM
0018195	[Redacted]	01/11/2015	5068	\$2,050.20	0.0344
0024935	[Redacted]	01/11/2015	5640	\$564.18	0.01
0010153	[Redacted]	01/10/2015	5393	\$605.01	0.0148
0001738	[Redacted]	01/08/2015	1300	\$207.30	0.0056
0064018	[Redacted]	01/10/2015	3298	\$570.87	0.0173
0073320	[Redacted]	01/10/2015	3051	\$48.74	0.0153
0029685	[Redacted]	01/10/2015	2410	\$40.10	0.0191
0011557	[Redacted]	01/10/2015	2310	\$1,403.20	0.0633

Accounts Payable

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Accounts Payable

Expense Distribution

The image displays three overlapping screenshots of the DM2 software interface, illustrating the Accounts Payable Expense Distribution process.

- Expense Distribution Table Maintenance (CSV):** This window shows a table with columns for G/L Account and Percent. The table contains seven rows of data, with the first row highlighted.
- A/P Invoice Data Entry (CSV) 7/17/2016:** This window shows the invoice details for Vendor No. 00000001, Name: Anamark Uniform Services, Invoice No. 71716, and Invoice Date: 7/17/2016. The Invoice Amount is 500.00. The window also includes fields for Invoice Due Date (8/16/2016), Discount Due Date, and Discount Amount.
- A/P Invoice Data Entry (CSV) 7/17/2016:** This window shows the distribution table for the invoice. The table has columns for G/L Account, Amount, and Comment. The distribution is as follows:

G/L Account	Amount	Comment
62000-10001-00	50.00	
62000-11005-00	50.00	
62000-31001-00	50.00	
62000-41001-00	100.00	
62000-41005-00	100.00	
62000-43001-00	100.00	
62000-43005-00	50.00	
	0.00	

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Accounts Payable

- Invoice # = 20 Digits
- Positive Pay
- Direct Deposit & ACH
- Common Carrier Freight & Fees
- Inactive Flag
- Cleared Checks

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End of Day Audit

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End of Day Audit Tool

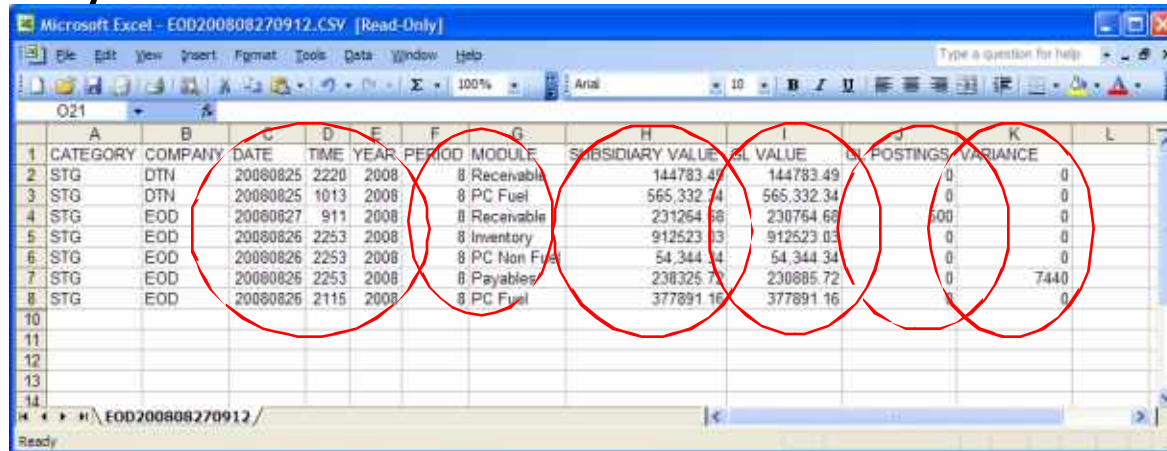
- Automation increases transaction volume
- The need for auditing and reconciling becomes increasingly important
- More frequent “audits/reconciliations” narrows the window to simplify research and resolution
- Tie key balance sheet subsidiaries to GL control accounts
 - Accounts Receivable – AR
 - Inventory Valuation – IM
 - Accounts Payable – AP
 - Purchases Clearing Fuels – PCF
 - Purchases Clearing Non Fuels – PCNF

End of Day Audit Tool

Solution

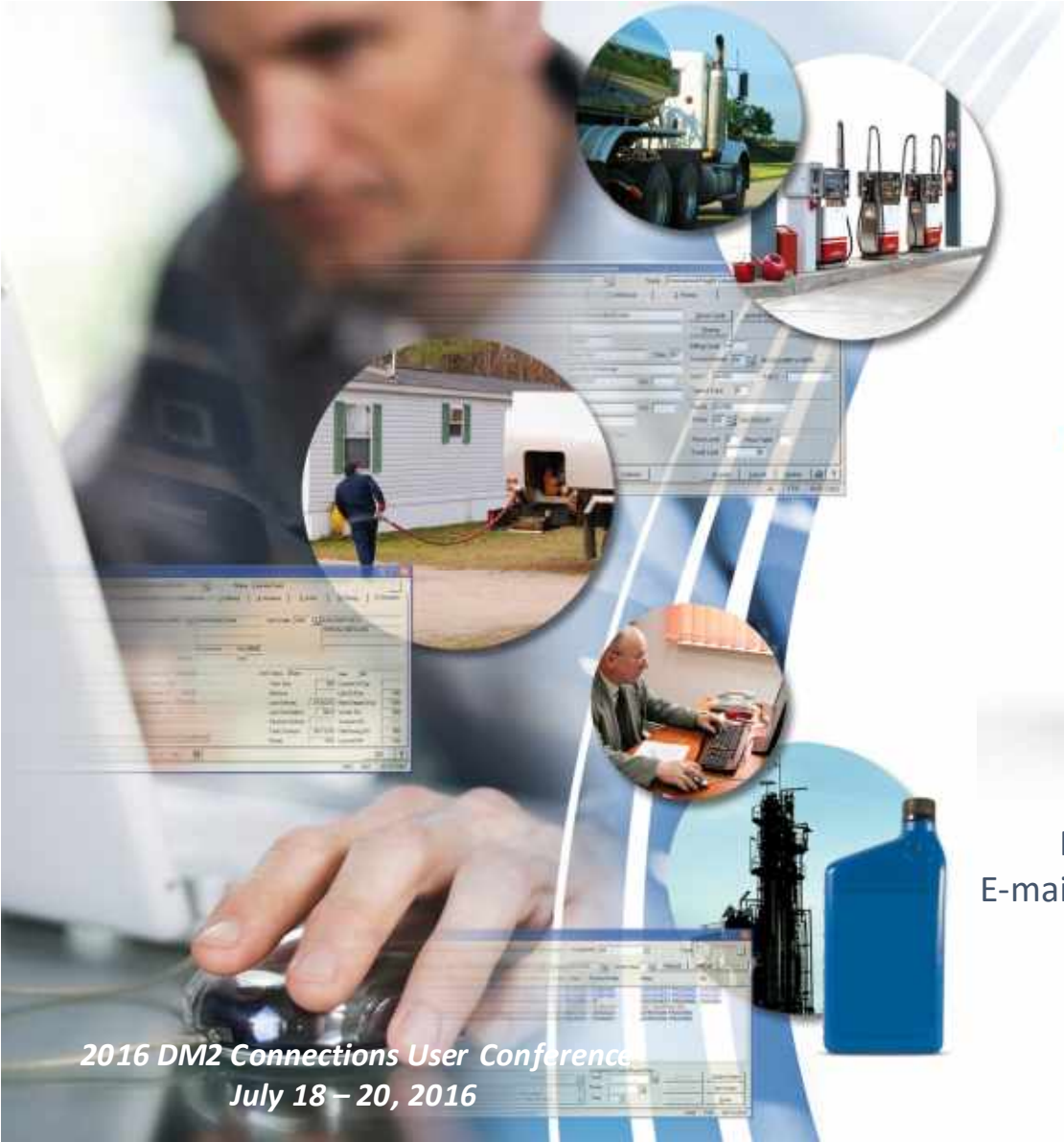
- Automate “checking if the subsidiaries tie to their GL control accounts”
- System writes subsidiary and GL amounts to an EOD Log file
- Each day a summary email is sent to a distribution list
- Once setup, it is completely transparent
- By resolving issues throughout the month, the End of Month process is streamlined leading to quicker and more accurate closings/Financial Reporting
- And... positive ripple effect on other Business Intelligence systems

End of Day Audit Tool



1	A	B	C	D	E	F	G	H	I	J	K	L
	CATEGORY	COMPANY	DATE	TIME	YEAR	PERIOD	MODULE	SUBSIDIARY VALUE	GL VALUE	GL POSTINGS	VARIANCE	
2	STG	DTN	20080825	2220	2008	8	Receivable	144783.49	144783.49	0	0	
3	STG	DTN	20080825	1013	2008	8	PC Fuel	565,332.34	565,332.34	0	0	
4	STG	EOD	20080827	911	2008	8	Receivable	231264.68	230764.68	500	0	
5	STG	EOD	20080826	2253	2008	8	Inventory	912523.03	912523.03	0	0	
6	STG	EOD	20080826	2253	2008	8	PC Non Fuel	54,344.34	54,344.34	0	0	
7	STG	EOD	20080826	2253	2008	8	Payables	236325.72	230885.72	0	7440	
8	STG	EOD	20080826	2115	2008	8	PC Fuel	377891.16	377891.16	0	0	

- If you are on the email list, you will receive a daily email showing the last values from each module as well as their GL control total and any variance
- **DATE/TIME** is the actual date and time when the EOD data was exported from the system (not the transaction date)
- **MODULE** describes the balance sheet item (AR, AP, etc)
- **SUBSIDIARY VALUE** –Dollar amount which matches report total if you were to run the subsidiary reports (i.e. Inventory Valuation report.)
- **GL VALUE** The amount posted to the corresponding GL control accounts
- **GL POSTINGS** – Amounts updated in subsidiary but still in GL Daily Posting file (not yet updated to GL accounts.)
- The Subsidiary value should equal the sum of the GL Value and GL Postings
- **VARIANCE** – The difference between the Subsidiary and the sum of the GL Value and GL Postings



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Follow-up questions?
E-mail DM2 at: sales@dm2.com

