

# TSM

*Merchandising, Stock Control and Financial System*

QUALITY SYSTEMS FOREIGN EXCHANGE RETAIL SOLUTIONS TOUCH SCREEN TECHNOLOGY MAIL ORDER

If you would like more information on this product or a demonstration please contact  
Bill Timson on **0115 986 8786**



Medoc

---

# Introduction

**TSM** forms a comprehensive solution for all aspects of merchandise operations and management. It is a modular group of applications supporting accounting, stock management and control, purchasing, branch point-of-sale and catalogue or mail order selling.

It can be configured to provide a cost-effective solution for all sizes of operation, from a single multiple department store to the largest multi-branch organisation. It can easily be expanded over time, to cope with business growth, additional shops, other outlets, and new product ranges.

It provides a wide range of merchandise control and accounting functions, enabling buyers, sales and accounts staff to maximise gross profit on all kinds of goods.

**TSM** creates and maintains an integrated database, the main functions are as follows:

- Nominal Ledger
- Purchase Order Management
- Purchase Ledger
- Stock Management and Stock Taking
- Retail Credit Ledger
- Customer Marketing Database
- Cash Office Management
- Wedding List
- Electronic Point of Sale Interface
- Capital Goods Sales

Additional **TSM** functions which integrate with the main system modules are:

- **TSM/Crystal** Electronic Point of Sale and Credit Card Management
- **TSM/Mail** Tele-sales, Mail Order and e-commerce
- **TSM/Forecast** Merchandise Planning and Range Forecasting

## Nominal Ledger

The **TSM/Nominal** module is the financial reporting function of a **TSM** implementation. It provides interfaced, automatic and manual double-entry transaction posting mechanisms, producing a trial balance, departmental profit-and-loss statements and final accounts for single and multi-company operations.

**TSM/Nominal** main features are as follows:

- Multi-company and Multi-branch accounts
- Trial balance and profit-and-loss statements for each company, up to 999 branches
- Flexible account coding structure
- Description, current balance, budget and prior year balances for each code
- Transactions retained for a user-defined period
- Transactions date stamped with audit identity reference, source of posting, value and text
- Fully integrates with all **TSM** modules to generate automatic double-entry postings to user-defined default account codes, with full audit trail
- Journal entry postings
- On-screen double-entry posting, with full audit trail
- Standing order, accruals and pre-payments
- Nominal Ledger Transaction Listing
- Bank Transaction Listing
- Budget to actual comparisons
- Spreadsheet down-load
- Comprehensive budget modelling
- Full VAT accounting, including Retail Schemes
- Intrastat VAT reporting

---

# Purchase Order Management

The *TSM/Purchase Orders* system maintains the order book for both trade goods and services. It allows the placing of orders with new or established suppliers, for replenishment or one-off purchases. It enables buyers and purchasing departments to progress orders, issue amendments and cancellations, and provides support for goods received and checking. Purchase Order Management is fully interfaced to the *TSM/Purchase Ledger*.

The module supports buying for unit-based and value-based stock management operations, in any combination. This allows retailers to implement unit stock control in departments with high volume, value or turnover, while using simple stock valuations in other departments. A catalogue is created from which ordering and price control is generated. Creation of stock details is not a pre-requisite of purchase order management.

Purchase Orders can be logged to the system, delivery can be to a central warehouse, or to a specified location. Details include a cancellation date in addition to the expected delivery date, plus text for specification of sampling or other instructions. The order can be printed by the computer, or logged from pre-written order forms. Interface to a fax package can be provided.

Budget Controls can be implemented in a number of ways, though each user may wish to influence the precise calculations.

Purchase Ordering is available in a variety of ways:

- Catalogue-based purchasing
- Manually, by management decision
- Automatically, to stock each location to the pre-defined "maximum" level
- One-time purchasing
- Replenishment purchasing

The system also supports:

- Order transmission either electronically or by automatic fax
- Variable central/branch ordering and delivery
- Foreign orders and currencies
- Amended purchase orders are re-issued as change orders
- System-generated purchase orders are raised as recommendations
- Forward Commitment and open to buy budgeting is provided.
- Goods inwards control
- Unpacking, inspection and checking
- A wide variety of analysis and reports are available

## Purchase Ledger

The *TSM/Purchase Ledger* records supplier details, captures all purchasing transactions, and builds supplier history of performance.

The Purchase Ledger is fully linked to the *TSM/Purchase Order* module. Invoices and payments are automatically posted to the *TSM/Nominal* module.

The following features are supported:

- Registration of purchase invoices, posting and authorisation
- Single ledger or split ledgers into "goods" and "expense"
- Primary and secondary settlement terms for each supplier
- Multiple option Settlement terms:- percentage of due amount; settlement period in days from invoice date; 1st, 10th, 15th, or 20th of month following date of invoice; last day of month following date of invoice; Manchester Terms

- 
- Payment run reviews all invoices, and generates a recommended payment list based on:- approved invoices, supplier not on "stop", invoices not on "stop", payment due before "next-planned" date
  - Option to review recommended payment list, and modify as required
  - Payment by Remittance Advice, Cheques or BACS
  - Manual supplier payment can be made at any time

A variety of enquiries and reports are available:

- Supplier VDU Enquiry
- Registered invoices not approved
- Due for payment
- Creditor list, showing "aged" invoice summaries
- Supplier statement showing all transactions on the account

## Stock Management

The *TSM/Stock Management* system implements full unit-based stock control and stock valuation. In conjunction with the *TSM/Purchase Orders* system and the *TSM/Electronic Point of Sale Interface* module, it provides a complete facility for the buying and selling of stock, reported by unit count and unit buy/sell value.

The *TSM/Stock Management* system enables the Retailer:

- to create a catalogue of items for sale, classified in various ways
- to purchase and replenish stock
- to distribute stock to branches
- to manage retail prices
- to generate priced labels (with or without bar-codes)
- to control mark-ups (and downs)
- to interface with point of sale and mail order processing services
- to carry out annual, periodic and cyclic stock counts with valuations
- to record inter-location transfers
- to make stock adjustments.

Additionally the following functions are available:

- Bar Coding
- Ticketing and Labelling
- Prices and Valuation
- Location Management
- Stock Allocation and Replenishment
- Distribution and Transfers
- Stock Taking
- Enquiry and Reporting

A stock status enquiry can be viewed on the next page.


# Stock Status Enquiry Screen

Unixware1 Demo - \*\*5.033\*\*\*\* STOCK STATUS ENQUIRY \*NEWST5104\*

BRANCH WAREHOUSE DEPARTMENT 1 ADULT KIT CLASS 1 HOME SHIRT  
SUPPLIER \_\_\_\_\_ CREATED \_\_\_\_\_  
DESCRIPTION \_\_\_\_\_  
STOCK CODE \_\_\_\_\_ BARCODE \_\_\_\_\_ SHORT CODE \_\_\_\_\_

DEPT/CLASS	STOCK ITEM	DESCRIPTION	SELL
01 ; 01	INTA00102.001	HOMESHIRT 2003	42.99
01 ; 01	INTA00102.002	HOMESHIRT 2003	42.99
01 ; 01	INTA00102.003	HOMESHIRT 2003	42.99
01 ; 01	INTA00102.004	HOMESHIRT 2003	42.99
01 ; 01	INTA00102.005	HOMESHIRT 2003	42.99
01 ; 01	INTA00102.006	HOMESHIRT 2003	42.99

Close  
F2  
Back  
Next  
Select  
F6  
F7  
F8  
F9  
F10



---

## Credit Ledgers

*TSM/Credit* has many special features that are critical for Retailers offering In House Credit.

*TSM/Credit* offers the following options:

- Up to 99 ledgers, including monthly, option and budget.
- Each ledger can be separately controlled; open item or balance forward.
- Cash can be allocated automatically to the oldest transaction, or allocated against invoices.
- Transactions, once paid, are held on file for up to 3 years after the posting date.
- Statements and age of debt reporting are integral.
- Debtor and marketing letters.

## Customer Marketing Database

The Customer Marketing Database is linked with *TSM/Mail*. Sender and recipient details are extracted from the order and amalgamated into the Customer Marketing Database. An algorithm is used to identify potential duplicate entries that would arise from the use of multiple sources. This is based on the name and post code of the customer.

The primary database section contains the personal or corporate name, address, telephone number and fax, with the business type (when appropriate). If the customer is overseas this is recorded. Gender is held to use in mailing selection.

It is assumed that each mail order is used to add new and update existing details. One name can be logged from up to 14 sources (owners), which can be used in extraction and selection.

Key Words can be held as part of each entry. There may be 8 used for search and extraction. We add, for each customer, the month of the last purchase from each department.

Features include:

- Primary customer information
- Personalisation
- Key words
- Diary facility is available
- Enquiry
- Third Party MailSort System

## Cash Office Management (Till Reconciliation)

The *TSM/Cash Office* module updates *TSM/Nominal* from shop-floor selling (till) data. It is designed to carry out all routine processing, usually overnight, of data from Electronic Point of Sale tilling systems, to support cash office activities and to generate immediate sales performance reports.

The module supports:

- Updating via Electronic Point of Sale interface or alternative keyboard input of Z-read data, including sales by department/ classification and by till.
- Provide Z-read detailed input to cash declaration programs.
- Match till cash declaration to Z-read.
- Till drawer contents entry, if not done at till.
- Separate entry for each till.
- Total value by tender type - cash (by denomination), cheque, credit card, etc.
- Calculates expected cash contents from item quantities and values.
- Generates overs-and-shorts statement and posts to *TSM/Nominal*.
- Sales by Department are compared to budget and prior year on current week/month and to date basis.

---

## Wedding List

*TSM/Wedding List* provides a simple buying service for the wedding guests of the Bride and Groom, and enhances business by bringing incremental customers into the store concerned.

Functions are provided to allow the creation, maintenance and publication of Wedding Present Lists. Once buying has been completed, a report is used to control despatch, on the chosen date, to the Bride and Groom.

The product includes an optional interface to a Post Code system. This facility ensures speedy entry of name and address information, combined with the highest possible level of accuracy.

When the Wedding Present List information is entered, the following data is captured:

- Name and home addresses of the Bride and Groom
- Daytime and evening telephone numbers
- Date of the wedding
- Details of each gift, grouped for a single delivery, or for multiple deliveries on pre-determined dates.

Friends and relatives can be provided with copies of the list on a personalised basis. Lists limited by price range and/or department grouping can be requested by gift donors, or by the couple to send to friends and relatives.

When any individual has selected a specific gift, the item is marked with the sender's details. Lists given to prospective purchases always exclude items already donated.

The software supports multiple simultaneous lists. Stores can develop typical list recommendations that can be copied and customised, simplifying preparation of new lists for each wedding. Gift cards can also be printed for each item, showing the name of the donors.

*TSM/Wedding List* offers a service that is simple to manage and control, yet ensures accuracy of gift-purchasing management and timeliness of delivery. It gives the lowest possible cost in providing the service, whilst ensuring customer satisfaction and loyalty.

## Electronic Point of Sale Interface

The *Electronic Point of Sale Interface* is a technical module which provides communication between *TSM* Head Office system and point-of-sale (tilling) equipment. The standard module provides a complete link between *TSM* and *TSM/Crystal*, Medoc's advanced Electronic Point of Sale system. Interfaces to other manufacturers' products are available.

The interface provides:

- Stock data download transferring stock item information ("PLUs"), including Bar Code, Description, Selling Price and VAT code from *TSM* to the tilling unit
- Data is selected and transferred either as a complete download, additions and amendments only, pre-entered data which has reached "date effective", timed download overnight, on pre-planned basis or ad hoc
- Data upload, the data transmitted depends on specification of Electronic Point of Sale unit or back-office Electronic Point of Sale controller, but usually consists of items sold, item received since last up-load, item total sale value, till Z-read data and till cash declaration

---

Supported Electronic Point of Sale systems currently include:

- *TSM/Crystal*
- Most PC based tillling systems
- Aztek Gold electronic cash register
- Riva

Interfaces can be developed for other systems where documentation is available.

## Capital Goods Sales

In some situations, such as those with white goods, stock items must be sold individually. *TSM* software linked directly to the stock catalogue allows the retailer to capture required details at the point of sale. Typical uses of this function include:

- High-value serial-number stock and items bearing manufacturer warranty, e.g. "electronic" and "white" goods.
- Customer orders for items not in stock, or not normally stocked.
- A variety of transactions are available, including Customer Orders, Customer Sales, Rental Sales, On Approval Sales, Commission Sales, Returns, Repair Orders.
- Order detail entered includes stock items and quantities, variations to selling prices, customer details and payment methods.
- A Customer invoice is printed for presentation to the customer.
- On completion of data entry, stock file quantities are reduced appropriately. Serial-numbered stock items are individually updated.
- Second-hand items can be sold. VAT is correctly handled, being charged on the difference between buy and sell prices.
- Retailers using the *TSM/Credit* can charge the sale to the account. New accounts can be opened during data entry.
- Sale details are held on an "open item" basis, supporting the acceptance of deposits and payments by instalment through *TSM/Credit*.
- Rentals are available whereby stock items are issued to customers and used to generate rental payments these can later be converted to sales.
- Customer payments are made through an Electronic Point of Sale terminal, to ensure proper cash accounting.
- All purchases by a customer can be re-called from archive.