



Overview Of The

Vital System

Specifically

Developed

For The

Distribution Industry

Vital

Distribution System Overview

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The Objective

Most companies are now looking for a system to take them into the future.

Systems capable of doing this should meet specific objectives including:

-  Provide usable information to effectively manage costly resources such as inventory, space, labour, etc.
-  Have system functions and features to beat the competition's level of innovation and service
-  Have up to date data upon which to make the minute to minute 'deals' which comprise so much of today's business activity
-  Use the new types of network facilities to link with branches, sales people, agents, customers and suppliers
-  Eliminate the costs of outmoded data processing approaches
-  Develop a more strategic approach to new systems

There is also now the recognition that the major cost of new systems is not the hardware or the software. People costs is the major tangible cost item. Business opportunity cost is intangible, but it may be even bigger; it depends upon what your competition is doing!

The total cost of all these items over the expected 'life cycle' of the system is the key issue. This will also put individual costs such as the cost of a specific piece of software or hardware into perspective.

VBS believes that the VITAL system will meet the above objectives at the lowest competitive system 'life cycle' costs. It's one of the key reasons to do business with us!

We are confident of making this claim because some of our clients are already proving it for themselves and for us. We invite you to judge us by the facts.



VITAL Application Scope

VITAL is designed to meet the operational and business management needs of companies in Distribution and Merchandising.

The emphasis is on providing high levels of customer service while keeping stocks at the lowest possible levels consistent with your customer service objective.

The VITAL system tracks customer orders, back orders, purchase orders, deliveries, and sales. Both stock and non stock lines are covered.

Order processing is real time with instant updating of all critical data. Links with external sources of orders can be set up. These include sales people in the field with portable computers, EDI, Point of Sale and Telemarketing systems.

Extensive and flexible pricing facilities support your requirements which may include customer contract pricing, and branch pricing. Prices may be amended ahead of the effective date. Different currencies are supported. Sales tax and G.S.T. is fully catered for. Accurate invoices reduce credit claims and improve customer relations.

Stock is updated immediately any transaction takes place. Stock movements are costed accurately for Gross Margin reporting. FIFO costing is available.

Stock may be held in multiple warehouse locations. Warehouses may be designated for special purposes, e.g. 'bond', 'consignment' etc. Stock can be classified for ABC category, Dangerous Goods and Expiry Date.

VITAL stores information about your warehouse layout and can assist with space utilisation. The 'directed putaway' and 'directed letdown' facilities are designed to optimise warehouse space and warehouse labour efficiency.

Both Sales and Demand history at the transaction level are maintained automatically for as long as you wish. This means you can do any analysis on your data now or in the future. A range of standard Sales Reports is offered and customised reports may be built with the special Report Writer.

The Demand Order and Sales History is used to report on 'Lost Sales' and 'Fill Rates' etc. It is also used for Forecasting.

VITAL has a powerful Replenishment Recommendation facility to enable you to minimise inventory investment while still achieving the required level of customer service.

There is an automatic link to Debtors and General Ledger. Full Credit Control facilities are in place to limit your exposure. Overdue account follow up from reports is supported by on line enquiry showing up to the minute account details.



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*VITAL
Application
Scope*

The comprehensive Purchasing module in VITAL identifies your sources of supply, their latest quotations and currency as well as their performance. Open Purchase Orders can be easily expedited in a 'closed loop' manner. Full goods receipt control is provided for including landed cost calculations. Customer back orders can be released automatically upon receipt of goods.

VITAL also incorporates a fully functional Creditors and General Ledger.

The VITAL 'core' system can be combined with customised modules to suit your requirements. The 'core' system can also be interfaced to other external systems. VBS are able to develop and maintain a VITAL solution to continue to meet your requirements.

The scope and functionality of VITAL is a factor of your business needs. VBS is committed to updating VITAL in line with your business needs. This is your guarantee of continued performance of a system which we believe is the vital link to your competitive position.



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The Company Behind VITAL

VBS specialises in distribution and merchandising applications. The company has behind it a team of skilled industry specialists and programmer / analysts that are very much in tune with business requirements of today.

The VBS team has an extensive background with the Vital product and businesses with varying system requirements. The system has evolved over the years through working closely with companies ranging from small central distribution businesses to large international multi branch manufacturing / distribution operations.

VITAL is continually being developed to implement the latest technologies and best business practice. This ensures that the system is assisting you in the competitive distribution industry.

The VITAL application software runs on a choice of HP Open VMS based computers.

VBS's team of distribution application specialists has the skills to develop systems, to provide high level consulting, project management, implementation (software and hardware), and on going training and support. We offer a 'One Stop Shop' approach.

This is also backed up by VBS's own network of computers which you can tap into from any location. The network is available for program development, testing, training, data loading and actual operational requirements. It provides a 'Fast Track' approach to implementing your new system.

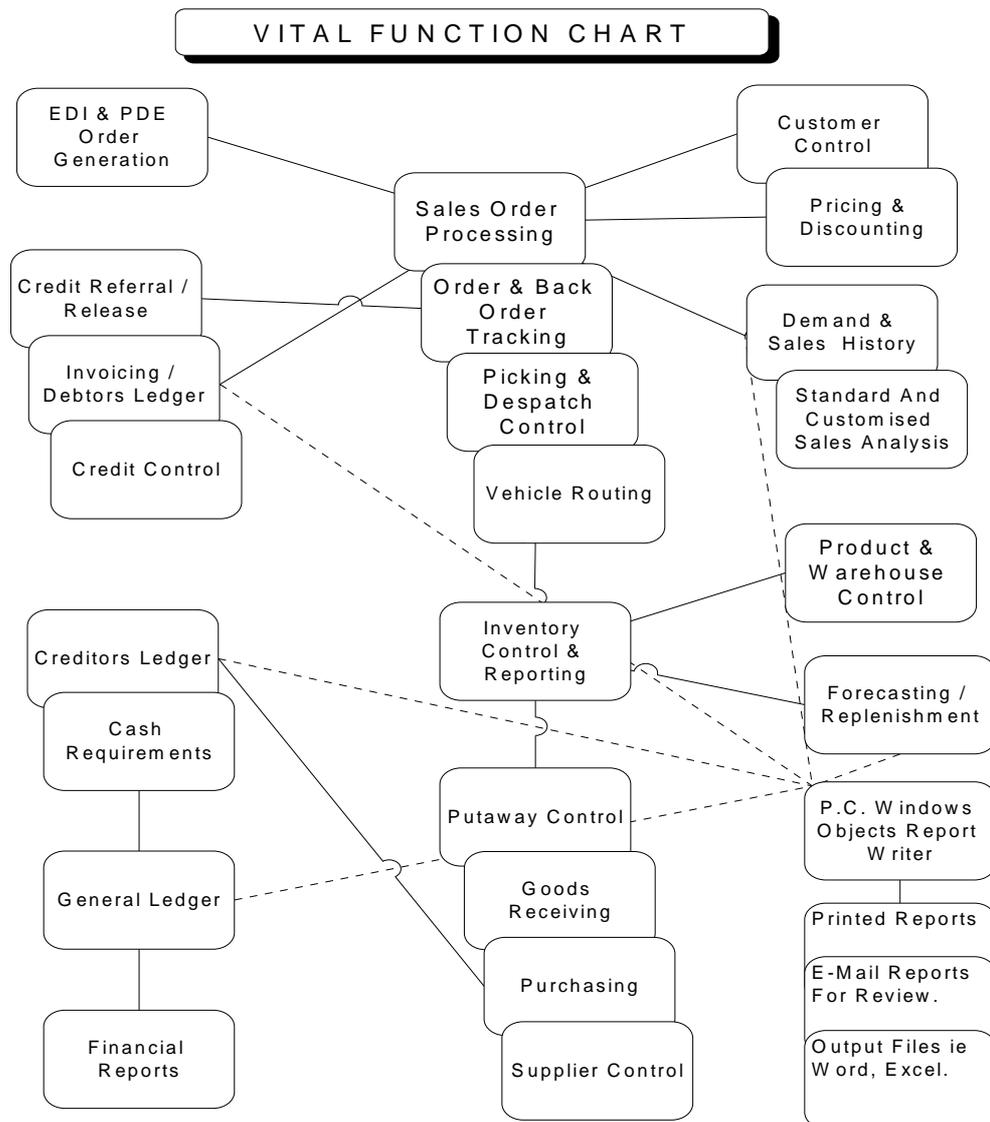
If there is a requirement specific to your company not covered by VITAL, then we have available a team of application and technical specialists to develop a solution to your need.

VBS have a 'core package' policy for VITAL which means you will always have the benefit of the latest developments and most effective support arrangements. This policy also caters for on going support to any customised system components.

We are committed to meet the business management system needs for your industry now and in the future.



VITAL
Function
Chart



The above chart illustrates the key modules of the VITAL system and associated optional modules (shown in light ruled boxes).

The VITAL modules are continually being enhanced to meet your business requirements. This includes interfaces to other application systems which you may want to use now or later.

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The VITAL Difference !

VITAL is designed with the distribution specialist requirements of today and tomorrow in mind. That's the VITAL difference!

Inventory Management Tools

VITAL has all the necessary functions plus: replenishment recommendations based on demand history, stock lot tracking, FIFO option, shelf life indicator, warehouse type control, space management control.

Optimise Customer Service

Remote ordering facilities, full order and back order tracking, capture 'demand' details, lost sales analysis, order fill rate analysis, accurate customer pricing.

Transaction Flexibility

VITAL handles post and pre bill transactions, point of sale, branch and over the counter sales, remote order entry sales (customers, reps etc.), 'buy in' sales, sales of non stock items, and sales of service items.

Profit Monitoring

Gross margin analysis by product group, by product and by customer is a standard VITAL function. Extensive automatic pricing facilities protect profitability on each sale. Exception reporting on margins allows fast corrective action.

Accurate Costing and Pricing

VITAL holds full cost details including latest cost. Landing and transfer costs can be allocated to products. Pricing can be related automatically to costs. Price lists can be set up by type of customer or by individual customer. Prices have effectivity dates for flexibility and ease of update. VITAL has all the tools to properly manage the costing and pricing function.

Easy Interfacing Options

VITAL readily interfaces with other systems including EDI, Point of sale, Sales and Marketing, Warehouse and Transport, Field Sales, Corporate General Ledgers and PC based spreadsheets.

Operational Flexibility

VITAL can run centralised or decentralised on your computers utilising latest WAN / LAN technologies. VBS are also able to offer VBS's computer network to assist in system configuration, application training and system administration tasks.

Save Technical Costs

VITAL is set up to operate so that you do not require technical computer staff to run the computer system or the network. Everything is automated for the system users to make them more effective at their job. There is a really easy to use Report Writer so that you can tap into the VITAL data base for those exception or ad hoc reports which you must have 'yesterday'.



Summary of Benefits

There are major benefits of adopting VBS's VITAL system for your company:



Protect your Investment

VITAL software is constantly developed to meet changing business requirements.

Hewlett Packard Itanium or Alpha hardware, utilising 64 Bit architecture, can be networked and clustered to provide unlimited growth.

This means that you will not have to replace software or hardware - they will both grow with you, protecting your investment in the system at all times.



One Stop Shop

VBS will manage the implementation of all hardware and software and even manage the system for you should you require.

Support for all software is provided by VBS.

You benefit from the clear cut lines of responsibility and the savings in not having to have expensive technical people resources.



Track Record

Vital consistently proves itself as a totally reliable 24 hrs 7 days a week business system.

Businesses cannot afford down time in a system. Vital has a proven track record of operating in harsh circumstances with peak transaction volumes and still being absolutely dependable.



Return on Investment

The VITAL system can help provide a fast pay back on your investment through:

- Improving inventory management, reducing stock costs and increasing sales through improved service levels.

- Pricing flexibility will ensure that customers are charged the correct price at all times - improving gross margins.

- Gross margin analysis will help you focus your efforts on apportioning effort over profitable and not so profitable lines.

- Streamlining paper flow and reducing clerical effort thus reducing overheads.

The lower cost of operation of Itanium or Alpha Open VMS based computer systems. People costs in particular are lower..

