ASI COMPUTER SYSTEMS

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bringing it all together in one industry specific solution

ProfitMAKER
It's What We Do!
Complete Customer Service, Order Processing, Accounting and Business Management Software Solution!

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ProfitMAKER

Complete Customer Service, Order Processing, Accounting and Business Management Software Solution!

Distribution ■ Inventory ■ Manufacturing ■ eCommerce
Efficient Order Processing

Power and flexibility are at your fingertips with the Quotation, Order Processing and Inventory functions available in ProfitMaker. Easily turn a Quote into an Order and then an Invoice without having to re-enter data. Unlike off-the-shelf accounting packages, ProfitMaker was designed to handle the unique paper-flow and accounting functions involved with “drop-ship” orders.

Multiple vendor orders are also handled with ease, allowing you to spend less time during invoicing and commission calculation. And with ProfitMaker’s direct interface with ESP Online and ASItransact™, the entire order process just gets easier. If you have ESP Online you can start your order there and transfer it automatically to ProfitMaker. Process the order easily through ProfitMaker and transfer it directly to participating ASItransact vendors. From start to finish the order entry process couldn’t be easier or more streamlined!

Extensive Reporting

Daily Order Journal
Open Order by Ship Date
Open Order by Customer
Open Order by In-Hand Date
Open Order by Item
Open Order by Product Code
Open Quotes
Quotation Status
Order Tracking
Booked / Billed Analysis
Order History by Customer
Order History by Key Word Search
Order History Letter Writing
Backorders
Re-Order Notice
Ship To Analysis
Acknowledgements
Purchase Orders
Powerful Sales & Marketing

ProfitMaker® effectively manages your sales & marketing activities and provides the necessary information to help you make essential marketing decisions. With ProfitMaker you’ll be able to track and analyze your salespersons’ activity and provide them with qualified lead reports to help ensure your customers and prospects are being contacted regularly. And with Prospecting, a full fledged customer resource management package that interfaces with ProfitMaker, you can design marketing strategies with ease.

You’ll also greatly reduce the amount of time you spend calculating and paying commissions with ProfitMaker’s direct integration of the order processing and commission tracking programs.

Prospecting, the contact management system that integrates directly with ProfitMaker®, helps you keep track of your customers and their buying habits. Generate callbacks & follow-up activities to customers by sending automatic letters, emails and faxes directly from your system. ProfitMaker keeps you in front of your customers while monitoring your sales force contact activity simultaneously. Easily create quotes in Prospecting and turn them into orders in ProfitMaker.

Extensive Reporting

- Salesperson Profitability
- Book vs Billed Comparison
- Order History by Salesperson by Customer
- Order History by Item by Salesperson
- Paid Commission
- Open Commission
- Detailed Commission by Order
- Customer Callback Listing / Report
- Salesperson Scheduling
- Marketing Program Tracking
- Contact Analysis
- Salesperson Contact Analysis
- Mail Merge
- Email
ProfitMaker doesn’t have just one customer service module. Instead ProfitMaker includes customer service capabilities in EVERY module giving you quick and easy access to customer, order, invoice and accounting information from many areas of the system. Analyze your customer activity and profitability with the customer service reports available throughout the system.

The customer record is one of the most important areas in ProfitMaker. Information recorded in the customer master will update all affected modules in the system and can be accessed instantly by your customer service and order entry personnel. ProfitMaker gives you the flexibility to set up and track your clients on an individual basis. The data in each portfolio is specific as to how you do business with each customer.

Effective Customer Service

Extensive Reporting
- Open Order by Ship Date
- Open Order by Customer
- Open Order by Follow-Up Date
- Open Order by In-Hand Date
- Open Invoice
- Order History by Customer
- Order History by Key Word Search
- Customer Aging
- Customer Sales Activity View (MTD, YTD, LYR)
- Credit Limit Check
- Past Due Limit Check
- Mail Merge Letter Writing
- ASItransact™ Order Status View

Immediate Real-Time Access

Information recorded in the customer record becomes a library of data that can be accessed automatically throughout the system. Whether you are answering customer service questions, needing detailed financial information or creating sales/marketing reports, the customer record provides updated information in real-time and will help you make quick management decisions based on financial history.
Maintain control of your business with a fully integrated real-time accounting system. Interfaced directly with order processing, ProfitMaker® allows you to analyze your profit position daily. From simple daily and monthly reporting, to more detailed activity and budgetary analysis, the accounting functions in ProfitMaker will handle all your needs. Gain some piece of mind by knowing that the unique “costing” associated with drop-ship accounting is handled automatically in the system. With a “work in process” logic for your drop-ship activity, the accounting portion of the software keeps track of when your costs actually need to affect your general ledger. This provides an accurate representation of your profitability.

**Reliable Accounting**

**Extensive Reporting**

- Statements
- Aging
- Cash Requirements
- Sales Tax Summary
- Deposits
- Bank Reconciliation
- Trial Balance
- P&L
- Budget
- Cash Flow Analysis
- 1099’s
- Check Register
- Invoice Journal
- Open Invoice
- Checkwriting
- Recurring Journal Entry
- General Ledger Distribution
- General Ledger History
- System Checks & Balances
- Company Management Report

Maintain control of your receivables with the A/R Aging Summary. Providing a quick look at your aged receivables, ProfitMaker® also allows you to analyze your receivables by customer or by your company totals. Determine the receivable information you need to see and ProfitMaker will automatically create custom screen or printed reports accordingly to keep you informed of every dollar you are owed. Also provides extensive G/L detail reporting.
Inventory Tracking with Sales Analysis

Keep track of the purchasing information related to the item record. ProfitMaker® will quickly relate the vendor costing information as needed throughout the system. Get a quick view of your item availability, allocations, value and on-order information from this window. Also, with eCommerce Gold, you can maintain your web store easily from within the ProfitMaker system.

Accurate Inventory Control

Designed for the unique needs of promotional product companies, the ProfitMaker® inventory option allows you to streamline your order processing. Many systems require you to “create” an item record even though you may never actually stock it. While not required, ProfitMaker allows you to create one, if and when you choose. This keeps your item activity reports more accurate and streamlined. For the times you do need to stock physical inventory, the system will track the activity, profitability and availability. It also keeps track of vendor activity and costing information.

Extensive Reporting

- Item Movement
- Inventory On-Hand Balance
- Item Profitability
- Valuation
- Backorder
- Item Availability
- Purchase Requirements
- Below Minimum
- Unshipped Item
- Shipping Log
- Inventory GL Activity
- PO Cost History
- Product Code Analysis
- Product Category Analysis
ProfitMaker is designed to handle the needs of most businesses in the Promotional Product marketplace. For those companies who have a need for a higher level of inventory control—whether it comes in the form of tracking inventory or producing inventory/goods—ASI Computer Systems has a set of Expanded Inventory Options that are fully integrated with ProfitMaker.

If you have any of the following needs, one of our Expanded Inventory Options will help with: Auditable Inventory Control, Make to Order / Make to Stock production, Customer Owned or House Owned Inventory Control, FIFO/LIFO Inventory Control, Automating cost updating of inventory items, Production/Workcenter scheduling, Item Component Maintenance, Overhead/Labor Costs associated with items, . . . . many, many more.

**Expanded Inventory & Fulfillment Module**

Designed specifically for the distributor who needs to administer catalog/fulfillment type programs for their clients. The Fulfillment module takes the guess-work out of tracking activity and profitability of “program” sales and administration. Interfaces with the eCommerce module to incorporate web stores into the mix.

**Expanded Inventory & Manufacturing Module**

When production processing and administration is a concern, the Manufacturing module has tools and options to fit most promotional product needs. Improve your customer service offering by tracking and scheduling your orders within your production facility. From imprinting garments, to the production of multiple component items, the Manufacturing module will handle your needs.

**eCommerce Module**

Link your web stores to your ProfitMaker system with the eCommerce Module. Whether you already have a custom web store, or if you have the need for a “website in a box”, the eCommerce module will fit your needs. If you have a client who needs you to administer a web store for them, or if you want to offer the service, the eCommerce module has a full set of tools and options for you.
Fulfillment Module

One of the quickest ways to increase your business volume is to administer a Fulfillment / Catalog program for a client. ProfitMaker® will help you operate your fulfillment program effectively and help boost your profitability.

ProfitMaker’s Expanded Inventory & Fulfillment module incorporates programming designed specifically for catalog and fulfillment activity within the Promotional Products Industry. With the Expanded Inventory & Fulfillment module integrated seamlessly into your ProfitMaker software you will be able to offer:

- Company Catalog Programs
- Interface with Web Stores
- House Owned and Customer Owned Merchandise
- Warehouse Management
- Consolidated Invoicing
- Item Size / Color Matrixes
- Interface with Web Stores
- Warehouse Management
- Item Size / Color Matrixes

Maintain control of your business with this unique software solution

The Expanded Inventory and Fulfillment module takes the “guess work” out of administering your fulfillment programs. This module streamlines many of the “behind the scenes” accounting and business functions that go hand-in-hand with customer inventory programs.

The success of your fulfillment programs are largely dependent on the type of item and sales activity analysis you are able to provide. With ProfitMaker’s Expanded Inventory & Fulfillment option, you have access to hundreds of fully customizable reporting options to help administer your programs.

You can feel confident in knowing the order processing function of the Fulfillment module is more efficient and streamlined than the ProfitMaker base package and will be able to handle the large volume of orders associated with fulfillment programs.

Extensive Reporting

- Zip Code Table Report
- Unbilled Customer Owned Items Report
- Sales by Ship To Code Report
- Ship-To-History (View)
- Invoiced Orders Report
- Generic Report Generator
- Detailed Sales Report
- Freight Table Report
- Additional Labels
- Alternate Item Report
- Bill of Materials Report
- General Ledger Activity Report
- Inventory Allocations Report
- Inventory Backorder Report
- Inventory Balancing Report
- Inventory On Hand Balance Report
- Inventory Status Report
- Item Sales Report
- Item / Component Activity Summary Report
- Program Master Report
- Programs Bill-to Customers Report
- Purchase Requirements Checklist Report
- Shipping Log Report
- Standard Cost vs LIFO/FIFO Cost Report
- Unshipped Items Report
- Unshipped Items View
Manufacturing Module

Designed for the company who produces items or has a process to complete an item for sale, the Manufacturing Module administers multiple components and processes in a manufacturing environment.

While the Manufacturing Module was designed with the promotional product Supplier in mind, many Distributors utilize the production capabilities for their in house processing. With the Manufacturing module integrated seamlessly into your ProfitMaker® software, you will be able to offer:

- Purchasing Control
- Substitution of Items / Components during Order Entry
- Bill of Materials Maintenance
- Labor Scheduling & Control
- Production Scheduling & Control
- Make to Order Processing
- Make to Stock Processing
- Shipping Manifest Interface
- Warehouse / Item Location Management
- Item Size / Color Matrixes
- Bill of Materials Report
- Catalog Mailing Labels
- Component Master Report
- Component Utilization Report
- Customer Rebate Report
- Material Scheduling Report
- Production Orders Report
- Program Master Report
- Work Center Scheduling Report
- Work in Process Report
- Alternate Item Report
- General Ledger Activity Report
- Inventory Allocations Report
- Inventory Backorder Report
- Inventory Balancing Report
- Inventory On Hand Balance Report
- Inventory Status Report
- Item Sales Report
- Item / Component Activity Summary Report
- Program Master Report
- Purchase Requirements Checklist Report
- Shipping Log Report
- Standard Cost vs LIFO/FIFO Cost Report
- Unshipped Items Report
- ASI Credit Reporting (for Suppliers only)

Improve the communication between Customer Service and your Production facility.

The Expanded Inventory and Manufacturing module provides a needed link between your “front office” and your manufacturing processes. Unique item setup options provide for a flexible order entry system. Utilize items in stock, select items to be produced – even substitute components during Order Entry to build an item on-the-fly. With quick and easy order routing/tracking, you can easily inform your clients on the status of their orders. Likewise, your production manager has a wealth of information at their fingertips relating to production and labor schedules based on the orders that are being input throughout the day.

With industry-tested reports and integrated processes built into the system, the Manufacturing module provides a level of security that is not found in other generic applications. Maintain close control of your inventory and production activity and expenses.
Experience the seamless integration between your ASI Computer Systems (ASICS) package and your eCommerce solution. Choose to simply import orders into Order Entry, or have a dynamically linked solution that ties your web store directly to your inventory control module and your order processing module. ASICS has options to suit your web store needs.

**PLATINUM**

The most complete and comprehensive of the eCommerce offerings. eCommerce Platinum includes all of the options listed in the Gold and Standard offerings, plus:

- Real-time Shipping system interface (UPS, FedEx)
- Enhanced Credit Card Authorization options
- Supervisor Level Order Approval functionality

eCommerce Platinum bundles nearly every eCommerce option available into one offering.

**GOLD**

Utilizing the Expanded Inventory & Fulfillment module in ProfitMaker®, eCommerce Gold dynamically links ProfitMaker with your web stores. eCommerce Gold provides a customizable web store template which acts as an extension of your ProfitMaker package. Information is read directly from your ProfitMaker software and presented on your webpages. Your pages are as current as the last entry in ProfitMaker. Adding/deleting items, changing prices, displaying customer service information is a breeze! Simply work in ProfitMaker and your webpages automatically reflect the current information. No need for a web designer to make changes to your website. As orders are placed on the web site(s), they will be automatically transferred to your ProfitMaker system.

**STANDARD**

Eliminate the need to re-key orders into your ProfitMaker system. Facilitates the transfer of XML or ASCII files from your existing web store into your ProfitMaker system. Built-in Query program allows for data to be passed from your ProfitMaker system into your existing web store.

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**eCommerce Shopping Cart Software**

Integrates Seamlessly into your ProfitMaker® System

- **Unlimited number of web stores**
  With one low price, you can create and maintain an unlimited number of web stores.

- **Shopping cart program / import orders**
  Automated order entry from on-line, real-time catalog of items. Orders are generated on your website and imported into ProfitMaker. No re-keying of orders.

- **Email order confirmation**
  Email order confirmations are automatically generated to your customers.

- **Real-time inventory levels**
  Integrates directly with the ProfitMaker inventory module.

- **Order status**
  Real-time order status, customer history, and shipping tracking information.

- **UPS / FEDEX Integration & more**
  On-line immediate real-time shipping charges and package detail.

- **Credit Card Payments**
  On-line credit card authorization.

- **New Customers**
  Create new customers on the fly from your webpage.

- **Simple Maintenance**
  Add, delete, and edit the detail of items on your website simply by making a change in your ASICS ProfitMaker inventory module, eliminating the need to pay a web designer to make changes.

- **Shipping Interface**
  Integrated shipment tracking information included with Platinum option.

* Shopping Cart integration available with Platinum & Gold options