

FLP[®]

BUSINESS MODEL

FLP[®]

INVOICING AND MERCHANDISE DELIVERY

EXECUTIVE SUMMARY

Successful Business Selects **FLP[®]**



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TURN FAST THE ROUTINE OPERATIONS

Quotation, invoice, delivery and settlement are the inevitable daily routines of a company. Though the business processes are repeating hours by hours, many businesses find the processes hard to streamline. Some business owners even falsely believe that it is too costly to put right the business cycles as they consider the paper-works consuming employee productivity. The result is further tightening up the working capital. In addition, most companies do not put efforts to the customer relationship management. In addition, they fail to link sales, delivery, marketing, support and finance as an all-in-one process. FLP[®] provides a complete Invoicing and Merchandise Delivery business model which enables all staff across various departments to prepare quotations, bill customers, receive merchandise and control receivables. All business processes are being done efficiently on one platform.

YOUR REAL COLLABORATIVE PLATFORM

To issue sales invoices involves tedious steps for your staff. Your billing department must firstly ensure that a business transaction has been duly authorized and correct details of the transacted business, usually the sales confirmation, has to be verified for completeness. Then it takes extra searching or cut-and-paste exercise to make data-entry of customer name, address, contacts, products, prices and terms. What's more is further verification of data on the sales invoice before mailing it out. The accounting department has to be circulated a cop of the sales invoice and the accounting executive must then manually enter the data in their accounts





receivable system. The total opportunity cost of this routine process may be more than you think as you can expect that human errors and omission are inevitable and frequent. With FLP®, you now can eliminate the inefficiencies of repetitive data entry and manual processes. FLP® invoicing function helps you run a successful business where all your staff work and communicate collaboratively.

CONTROL OVER ACCOUNTS RECEIVABLES

Today's business competition is keen and one of the success factors to let you stay ahead of your competitors is to have high performance of accounts receivables. Billing and invoice settlement is just the initial part of the billing process. What's more crucial is your ability to steer the customer and invoice data to facilitate dynamic analytical decisions. With FLP®, you can examine outstanding invoices, view customer balances, monitor credit terms, and monitor salesman performance. FLP® gives you extra comfort in managing your bank accounts as bank transactions and balances are always updated in the ledger. With FLP®, you convey a professional image to your customers with accurate and timely invoicing and settlement information to reduce hotline enquires or invoice balance dispute.



IMPROVE THE WORKING CAPITAL

The productivity of a company is diminishing when your accounts receivable department is overburdened with papers, data-entries, and customer inquiries regarding outstanding balances. As a result, the working capital position of your company is getting to deteriorate. With FLP®, your accounts receivable staff can focus more on the significant aspect of billing, which essentially is cash inflow. FLP® provides a swift means for you to monitor unsettled invoices to achieve excellence in working capital position. FLP® invoicing function can be completely integrated with financial accounting and cash flow management processes to improve your ability to strengthen working capital.

COMPLETE INVOICING FUNCTION

FLP® provides a complete invoicing and settlement solution. With FLP®, all relevant department staff having proper access rights can immediately communicate with customers with the most updated customer and invoice information without making unnecessary department calls, causing double time losing for all parties. FLP® is able to handle partial settlements, deposit settlements, multiple settlements, open accounts, and credit terms. More importantly, FLP® gives all your staff the ability to well perform their roles and you to have a complete view of view invoicing history for every customer.



EMPOWERED BY ACCOUNTS ENTRIES HANDLER

FLP® invoicing function is delivered with FLP® Accounts Entries Handler. It works seamlessly with all FLP® business model solutions and has been engineered to automate the double entries in the financial accounting. FLP® offers a unique advantage to you. With a single platform, you can manage the entire cash flow, customer relationship, and financial accounting. without the necessity to develop add-on applications or integrate third-party software. Your accountants have fewer paper work burdens and can avoid excessive overtime.

ORDER FULFILLMENT

More importantly, FLP® Invoicing and Delivery business model supplements your supply chain business processes. You don't have to change existing business processes and can use FLP® Invoicing and Delivery business model as a stable front end tool to manage delivery of goods to customers and a powerful back end all around device to gauge customer buying patterns. FLP® consolidates your customer relationship management by providing the interactive capability to handle invoicing, statement inquiry, and delivery status. To become successful in enterprise management, these financial and logistics processes are required to facilitate dynamic decisions for managers and front line staff to approach customers with immediate and correct online information to support customer and marketing strategies.



SUPPLY CHAIN MANAGEMENT

FLP Invoicing and Merchandise Delivery business model caters for the need to integrate with the backyard supply chain management. It is not difficult to have a foresight of boosting presales marketing activities. Also, it is rather commonly familiar with the improving of sales manners and techniques. The complete product selling cycle does end at the point of coming up with a sales contract. Watch out the terms of non-compliance of delivery! Very often, a profitable sales contract will end up compensation to the buyer for wrong items shipped or delay in shipment.

You can count on FLP Invoicing and Merchandise Delivery business model with which you have complete control over the entire supply chain, from the production line in the factory, to the customer orders in the sales office and to the scheduled delivery in your warehouse. At any point of the business event, you can walkthrough upward or downward the initiating, complementing and resulting business events.

'Type once, use many, many can use' is the key throughout all FLP solutions, equipped with which you achieve comparative advantage over your competitors. Reason is simple. You are more efficient.

You truly have used next generation technology in achieving today's business success.





FLP® BUSINESS MODEL:

A FOUNDATION FOR YOU TO BUILD YOUR OWN BUSINESS MODEL

No two companies are the same even conducting the same business in the same industry. Why should you choose a standard software package.

No other software solutions provide more feature and functions than FLP® does costeffectively. No other software solutions provide such an all-in-one interface integrating with your company wide company business processes. FLP® provides a market leading collaboration platform for all your company staff to work on anytime, anywhere with unlimited scalability without physical country border barriers over the Internet.

What's more, FLP® shares our experience with you to customize the software applications to suit your business and prepare for the future.

FLP® is empowered by IBM® Lotus® Domino®/Notes® technology.

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