

**FLP<sup>®</sup>**

## **BUSINESS MODEL**

**FLP<sup>®</sup>**

## **INVOICING AND MERCHANDISE DELIVERY**

### **FEATURES AND FUNCTIONALITIES**

Successful Business Selects **FLP<sup>®</sup>**



# FLP<sup>®</sup>

## INVOICING AND MERCHANDISE DELIVERY FEATURES & FUNCTIONALITIES



### ENTIRE SALES PROCESSES

FLP<sup>®</sup> Invoicing and Merchandise Delivery business model handles the entire sales process with a customer. The business model encompasses all processes from creating a quotation, sales confirmation, sales invoice to sales delivery.

- ❖ Managing customer relationship
- ❖ Quick issue of quotations
- ❖ Efficient billing
- ❖ Punctual delivery of inventory
- ❖ Performance analysis.

Ultimately, FLP<sup>®</sup> allows you to enjoy measurable benefits in cost-saving, higher turnover, and adaptable strategy.

### COST-SAVING

By seamlessly integrating merchandise planning, demand forecasting, allocation, and replenishment functions, you ensure a more responsive, flexible supply chain, enhancing efficiencies and minimizing expenses.



## FEATURES

- ❖ Customer Relationship Management
- ❖ Quotation, Sales Confirmation, Proforma Invoice
- ❖ Sales Invoice, Sales Returns
- ❖ Debit Note
- ❖ Delivery Note
- ❖ Delivery Calendar
- ❖ Customer Outstanding Reminder
- ❖ Customer Outstanding Analysis
- ❖ Document Version control
- ❖ Business Intelligence
- ❖ Analytical Review
- ❖ Email Integration
- ❖ PDF Print Driver
- ❖ Click and Trigger
- ❖ Comprehensive security
- ❖ Reduce costs of error correction
- ❖ Eliminate duplicate copies of paperwork
- ❖ Seamlessly integrated with other FLP® solutions

## CENTRALIZED CUSTOMER DATABASE

FLP® Invoicing and Merchandise Delivery business model is founded on the concrete strong features of the FLP® Customer Manager. You are given the value added capability of customer relationship management.

Customers by Name FLP®

- ▼ **Regerial Material Limited**
  - ▼ Contact
    - 2005-01-19 Punon To > CEO Phone: 2236 2236, Mobile: 9188 9188
    - 2005-02-05 Danny Lee > Marketing Manager Phone: 9998 8999, Mobile: 9997 7888
  - ▶ Relevant
  - ▼ Meeting
    - 2005-01-03 Kick off meeting
    - 2005-01-10 User requirements collection
  - ▶ To Do
  - ▼ Customer Services
    - 2004-12-22 Server Installation
    - 2004-12-23 Server Installation
    - 2005-01-21 Find out proper MTU size
    - 2005-02-01 staff email
  - ▶ Discussion
  - ▶ Equipment and Software
  - ▶ FLP - Advertisement
- ▼ FLP - Projects
  - 2004-11-26 Quotation
  - 2004-12-21 Design and Time Plan
  - 2004-12-21 Purchase Order Format
  - 2004-12-31 5 logos
  - 2005-01-30 Sample Inventory List
- ▶ Project Agreement
- ▶ Project Definition
- ▶ Project Documentation
- ▶ Project Schedule
- ▶ Proposal

- ▶ **Rich Manufacturing Limited**
- ▶ **Richain Manufacturing Limited**
- ▶ **Rox(Hong Kong) Limited**

Customer FLP®

Basic | Potential | Grade

Company Name: Chevalch Services Ltd.  
 公司名称: 其技工程有限公司  
 Phone: 5568 4361  
 Fax: 5568 5568  
 Web Site: www.chevalch.com

Contact | Address | Business | Product | Relevant | Owner

First Name	Last Name	Position	Mobile	Email	Phone	Fax
C.	Kwong	Senior Engineer		gch_kwong@chevalch.com	4301 1301	6460 6460
Lee	Ng	Senior Manager		eno_ng@chevalch.com	4361 1361	5568 5568

Remarks:

Revision History

## QUOTATION

FLP® Invoicing and Merchandise Delivery business model allows your staff to issue quotations with several clicks on the keyboard and the quotations can be emailed directly in PDF file format.

The screenshot displays a software interface for generating and sending a quotation. The top window shows the 'Ultra Active TECHNOLOGY LIMITED' logo and contact information. Below this, the quotation details are listed, including the company name 'KGR Capital (Hong Kong) Limited', contact 'Mark Rampton', and the date '2005-02-02'. A table titled 'Quotation' lists one item: 'Polycom SoundStation2 EX w/o Mic' with a price of 5,310.00 HKD and a quantity of 2, totaling 10,620.00 HKD. The bottom window shows an email composition screen with the recipient 'mark@kgrcapltd.com', the date '2005-02-12 23:47', and the subject 'Quotation for one piece of camera'. The email body contains a message from Kelvin Ka Wing Leung, including a PDF attachment named 'Kelvin Ka Wing Leung - 000405KL.pdf'.

Room 1903, Office Tower, Convention Plaza,  
No. 1 Harbour Road, Wanchai, Hong Kong  
Tel: (852) 31119400 Fax: (852) 23873368  
Enquiry: info@ultraactive.com Web Site: www.ultraactive.com

Company: **KGR Capital (Hong Kong) Limited** Date: 2005-02-02  
Contact: **Mark Rampton** Sales: Kelvin Ka Wing Leung  
Address: Rm 1502, 15/F, Henley Building, 5 Queen's Rd Central, Central Email: kelvin@ultraactive.com  
Tel/Fax: 2843 6861 / 2869 1888 Phone: (852) 3111 9634 / 9223 3328  
Our Ref: **QU0405KL04117**

### Quotation

Our Code	Description	Price in HKD	Qty	Amount
PB001396	Polycom SoundStation2 EX w/o Mic Full Duplex, 360 Degree Room Converge, Record Function, Echo cancellation	5,310.00	2	10,620.00
Total in HKD:				<b>\$10,620.00</b>

Payment Terms: C.O.D.  
Delivery: Stock  
Remarks: Valid within 14 days, Confidential

For and on behalf of  
**Ultra Active Technology Limited**  
**Kelvin Ka Wing Leung**

Send Send and File... Save As Draft Address... Delivery Options... Follow Up Tools

2005-02-12 23:47

To: mark@kgrcapltd.com  
cc:  
bcc:  
Subject: Quotation for one piece of camera

Dear Mark

Attached below is the quotation for your perusal.

Price has been revised and should meet your expectation.

Look forward to receiving your confirmation.

Best regards  
Kelvin

- Kelvin Ka Wing Leung - 000405KL.pdf

Subject of message.



## WHAT YOU SEE IS WHAT YOU GET

Throughout all FLP® solutions, the printed documents, for example quotation, carry the same format as the entry screen.

Adobe Reader - [Kelvin Ka Wing Leung - QU0405KL.pdf]

File Edit View Document Tools Window Help

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Find: [ ]

Pages

Attachments

Comments

1 of 1

**UAT Ultra Active**  
TECHNOLOGY LIMITED

Room 1502, Office Tower, Concorde Plaza,  
No. 1 Harbour Road, Wanchai, Hong Kong  
Tel: (852) 31119400 Fax: (852) 31970323  
Email: [info@ultraactive.com](mailto:info@ultraactive.com) Web Site: [www.ultraactive.com](http://www.ultraactive.com)

Company: KGR Capital (Hong Kong) Limited Date: 2005-02-02  
Contact: Mark Rampton Sales: Kelvin Ka Wing Leung  
Address: Rm 1502, 15/F, Henley Building, 5 Queen's Rd Central, Central Email: [kelvin@ultraactive.com](mailto:kelvin@ultraactive.com)  
Tel/Fax: 2843 6861 / 2869 1888 Phone: (852) 3111 9434 / 9223 3320  
Our Ref: QU0405KL04117

**Quotation**

Our Code	Description	Price in HKD	Qty	Amount
P0001396	Polycom SoundStation2 EX w/o Mic Full Duplex, 360 Degree Room Coverage, Record Function, Echo cancellation	5,310.00	2	10,620.00

Payment Terms: C.O.D. Total in HKD: **10,620.00**  
Delivery: Stack  
Remarks: Valid within 14 days, Confidential

For and on behalf of  
Ultra Active Technology Limited

**Kelvin Ka Wing Leung**  
Authorized Signature

Accepted by:  
\_\_\_\_\_  
With Chop & Signature

## SALES CONFIRMATION

Depending on your precise business model, data can be pulled out from your quotation with one click. And all sales confirmations are immediately under your inspection on-line without queuing up for posting or updating.

Accounts Receivable Management FLP

合同编号	日期	业务员	客户名称	金额	货款金额
未完结					
SC030402881					
SC030402880					
SC030402879					
内部合同	2003-10-18	Ko Ngo Kim	Dongguan Nan Electric Appliances	USD	15,120.00
货物资料	2003-10-18	Ko Ngo Kim	GPFS TAIRIREX GP9250	USD	15,120.00
正式合同	@2003-10-18	Ko Ngo Kim	Dongguan Nan Electric Appliances	USD	15,120.00
SC030402878					
内部合同	2003-10-18	Michael Lian	东莞桥头大厂益塑胶制品厂	USD	18,750.00
货物资料	2003-10-18	Michael Lian	PP TAIRIPRO K1011	USD	18,750.00
正式合同	@2003-10-18	Michael Lian	东莞桥头大厂益塑胶制品厂	USD	18,750.00
SC030402877					
SC030402876					
SC030402875					
SC030402874					
SC030402873					
SC030402870					
SC030402868					
SC030402867					
SC030402866					
SC030402865					
SC030402864					
SC030402863					
SC030402862					
SC030402861					
SC030402860					
SC030402859					
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SC030402857					
SC030402856					
SC030402854					
SC030402852					
SC030402851					
SC030402850					
SC030402849					

Adobe Reader - [正式合同-SC030402878.pdf]

File Edit View Document Tools Window Help

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Find:

**上豪有限公司**  
Shanell Limited

香港九龍管理專業園15B21號  
2120室  
Room 2120, 2/F, No.1 Hong To Road,  
Kwai Tong, Kwun Tong  
香港九龍 電話 2344 8888  
傳真 2344 8888  
網址 <http://www.shanell.com>

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賣戶 Company: 东莞桥头大厂益塑胶制品厂      日期 Date: 2003-10-18

賣戶人 Contact: 謝志強先生  
地址 Address: 中國, 廣東省, 東莞市, 莞城鎮, 北門外第一工業區  
電話/傳真: 0769-3340746 / 0769-3340749

**銷售合同 Sales Contract**      銷售合同編號 Contract Number: SC030402878

貨名 Product	單位 Packing	數量 Quantity	單位價 Unit Price	總價 Amount
PP TAIRIPRO K1011 台灣	3442 PCS	25M	USD750 / MT	USD18,750.00
				USD18,750.00

採購單據 Documents Required  
 出貨單 Goods Delivery: ID:2593118  
 交貨地點 Place of Delivery: 貴州鎮江  
 付款方式 Payment Terms: 銀信30天/7天票  
 兌換匯率 Exchange Rate: USD1=HKD7.8


備註 Remark:  
 此貨品為特別訂造貨品, 凡買家欲購買此貨品本公司須向中國生產商及代理商索取樣品及報到日期以憑  
 核實及備貨, 凡買家欲購買此貨品, 須向本公司索取樣品及報到日期以憑核實及備貨。  
 賣方上豪有限公司及以下買方同意上述貨物之買賣。  
**SHANELL LIMITED as Seller hereby confirms the sale to the undermentioned Buyer and the Buyer confirms the purchase from the Seller of the subject products mentioned above.**  
 買方自應按系統上所有貨物的價值。  
**Title in the goods applied does not pass to the buyer until the buyer has paid for the goods in full.**

賣戶 SHANELL LIMITED  
 買方 Buyer: \_\_\_\_\_ 賣方 Seller: \_\_\_\_\_

1 of 2

## PROFORMA INVOICE

One click on the 'Proforma Invoice' button on the Quotation screen will bring you a proforma invoice. Similarly, one click on the keyboard will trigger a sales invoice. The chance of committing data entry error is greatly reduced and it almost requires no time in releasing a sales invoice from quotation.


 Room 1903, Office Tower, Convention Plaza,  
 No. 1 Harbour Road, Wanchai, Hong Kong.  
 Tel: (852) 31119600 Fax: (852) 23579328  
 Enquiry: info@ultraactive.com Web Site: www.ultraactive.com

Company: **Clipsal Asia Limited** Date: 2004-10-23  
 Contact: **Ken O. C. Chiu / Assistant Mkt Manager** Sales: Victor Tao Yang Hung  
 Address: 1/F, Kam Bun Industrial Building, 13-19 Kwai Wing Road, Kwai Chung, Hong Kong Email: victorhung@ultraactive.com  
 Tel/Fax: 2484 4131 / 2480 4217 Phone: (852) 3111 9631

**Proforma Invoice** Sales Invoice Number: QU0405VH02626

Our Code	Description	Price in HKD	Qty	Amount
P000339	<b>Polycom ViewStation SP/128K</b> Support 128K ISDN line, Single Monitor, 10x Zoom, Pan, Tilt camera, Web-server build in, H.323 IP for 768K, Additional 1 Video I/P	25,500.00	1	25,500.00
Total in HKD:				<b>\$25,500.00</b>

Payment Terms: C.O.D.  
 Delivery: Stock  
 Remarks: Valid within 14 days, Confidential

For and on behalf of  
**Ultra Active Technology Limited**


 Room 1903, Office Tower, Convention Plaza,  
 No. 1 Harbour Road, Wanchai, Hong Kong.  
 Tel: (852) 31119600 Fax: (852) 23579328  
 Enquiry: info@ultraactive.com Web Site: www.ultraactive.com

Company: Clipsal Asia Limited Date: 2004-10-28  
 Contact: Ken O. C. Chiu / Assistant Mkt Manager Sales Person: Victor Tao Yang Hung  
 Address: 1/F, Kam Bun Industrial Building, 13-19 Kwai Wing Road, Kwai Chung, Hong Kong Email: victorhung@ultraactive.com  
 Tel/Fax: 2484 4131 / 2480 4217 Phone: (852) 3111 9631  
 Ordered By: Clipsal Asia Limited Ken O. C. Chiu / Assistant Mkt Manager

**Sales Invoice** Sales Invoice Number: SI040500531

Our Code	Description	Price in HKD	Qty	Amount
P000339	<b>Polycom ViewStation SP/128K</b>	25,500.00	1	25,500.00
Total in HKD:				<b>25,500.00</b>

Please settle this invoice: **HKD25,500.00**

Your PO Number:  
 Quotation Number: QU0405VH02626



## SALES RETURNS AND DEBIT NOTES

The financial management functionalities of FLP® enable preparing sales returns and debit notes with ease. You no longer need to search your manual files for the original invoice and customer records, worrying if the copy and the data on in are the most updated FLP® is a true collaboration business solution and you can always access to the updated information online.

Room 1903, Office Tower, Convention Plaza,  
No. 1 Harbour Road, Wanchai, Hong Kong  
Tel: (852) 31119400 Fax: (852) 23575322  
Enquiry: info@ultraactive.com Web Site: www.ultraactive.com

To: Tandberg Telecom AS Date: 2004-12-13 16  
Contact: Ms. Christy Lau / Ms. Tse - Finance Department From: Elisa Yue  
Address: Unit 2001, 20/F., Great Eagle Centre, 23 Harbour Road, Wan Chai, Hong Kong Email: elisa@ultraactive.com  
Tel/Fax: 852 2511 8043 / 852 2511 8041 Phone: (852) 3111 9620

**Debit Note** Debit Note Number: DN0405000008

Description	Amount
Storage Rental for 1 Month (Period: 13-Dec-2004 to 12-Jan-2005)	HKD1,000.00
	HKD1,000.00

Please settle this invoice: **HKD1,000.00**

Sales Person: Danny Chi Keung Ng  
Contract Number:  
Payment Terms: Payment Against Invoice  
Exchange Rate:  
Due Date: 2004-12-13 16

Remarks:  
OVER DUE ACCOUNT WILL BE SUBJECT TO AN INTEREST AT 2% MONTHLY INTEREST RATE

For and on behalf of  
Ultra Active Technology Limited Accepted and confirmed by:

## SALES DELIVERY

Without exception, several clicks on the keyboard will render you a sales delivery note. The delivery notes can be presented in such a variety of views, 'By Company Name', 'By Delivery Note Number' and more you can think of.

### Delivery Notes by Company

Product	Serial Number	Customer Contact	Phone	Quotation Ref	Supplier PO	Created On
<b>▼ Vision Technology (H.K.) Limited</b>						
<b>► Ivis (International) Limited</b>						
<b>► IXTech Limited</b>						
<b>► Jacky's International Limited</b>						
<b>► Japan Health Food (Hong Kong) Limited</b>						
<b>▼ Jardine OneSolution (HK) Limited</b>						
Delivery Note	Jardine OneSolution (HK) Limited	Receiving Team	29423536	000405HW02993	VE11150134	2004-12-04
Polycom ViaVideo II	License:XPVX-26HG-K4YG_820446006A					2004-12-04
<b>▼ DE040500492 &lt;2004-12-08&gt;</b>						
Delivery Note	Jardine OneSolution (HK) Limited	Receiving Team	29423536	000405Y03293	VE12070244	2004-12-08
Polycom SoundStation EX w/Mics	160439000F10					2004-12-08
Polycom SoundStation EX w/Mics	160439000F5C					2004-12-08
<b>▼ DE040500935 &lt;2004-12-22&gt;</b>						
Delivery Note	Jardine OneSolution (HK) Limited	Receiving Team	[852] 2942-3536	000405Y03459	VE12210014	2004-12-22
Polycom SoundStation EX w/Mics	160439000F2F					2004-12-22
<b>► Jeff Ng</b>						
<b>► Junston International (HK) Limited</b>						
<b>► Junston Technology Corporation Limited</b>						
<b>► Jetlink System Engineering Co. Limited</b>						
<b>► Jing Mei Industrial Limited</b>						
<b>► Joint Universities Computer Centre Limited</b>						
<b>► JRC Technology</b>						
<b>► Just Gold Company Limited</b>						
<b>► K's Planet Holding Company Limited</b>						
<b>► K International Service Solutions Limited</b>						
<b>► Kaifa Magnetix (HK) Limited</b>						
<b>► Kaizen Technology Company Limited</b>						
<b>► Kalmar Asia Pacific Limited</b>						
<b>► KDDI Hong Kong Limited</b>						
<b>► Kerry Warehouse (Hong Kong) Limited</b>						
<b>► Keyence (Hong Kong) Company Limited</b>						
<b>► KBR Capital (Hong Kong) Limited</b>						
<b>► Kriberly-Clark (Hong Kong) Limited</b>						
<b>► Kud-Light Limited</b>						

### Delivery Notes by Number

Product	Serial Number	Customer Contact	Phone	Quotation Ref	Supplier PO
	DE040500478 <2004-12-03>				
	DE040500479 <2004-12-08>				
	DE040500480 <2004-12-06>				
	DE040500481 <2004-12-06>				
	DE040500482 <2004-12-06>				
Polycom SoundStation Sta	160439000677				
Delivery Note	Country Mate Technology Limited	Calvin Suen	2797 0605	000405HW03253	
<b>▼ DE040500483 &lt;2004-12-06&gt;</b>					
Polycom SoundStation EX	160439000E36				
Delivery Note	Effen Foods Inc	Mr Nick He	21766512	000405KL03229	
<b>▼ DE040500484 &lt;2004-12-08&gt;</b>					
Polycom ViaVideo II	License:XPVX-26S0-9E4B_820446006A804S				
Delivery Note	Equity Marketing Hong Kong Limited	Daniel Ngai	2957 9827	000405HW02723	
<b>▼ DE040500485 &lt;2004-12-09&gt;</b>					
Polycom ViewStation SP/1	82040703C5A8A3				
Delivery Note	Intergraph Greater China Limited	Rudolf Lau	25931691	000405HW03230	P02004-31
	DE040500486 <2004-12-08>				
	DE040500487 <2004-12-08>				
	DE040500488 <2004-12-08>				
	DE040500489 <2004-12-08>				
	DE040500490 <2004-12-07>				
	DE040500491 <2004-12-09>				
	DE040500492 <2004-12-09>				
	DE040500493 <2004-12-09>				
	DE040500494 <2004-12-09>				
	DE040500495 <2004-12-09>				
	DE040500496 <2004-12-09>				
	DE040500497 <2004-12-09>				
	DE040500498 <2004-12-09>				
	DE040500499 <2004-12-10>				
	DE040500500 <2004-12-10>				
	DE040500501 <2004-12-13>				
	DE040500502 <2004-12-13>				
	DE040500503 <2004-12-13>				

## Delivery Note

Edit Close  
 Ship To: Jardine OneSolution (HK) Limited Date: 2004-12-23 16  
 CN002519  
 Contact: Receiving Team From: Zoe Lai Hung Yiu  
 Address: , 1/F., (Cargo Lift 13), Tai Sang Container & Godown Centre, 2-10 Cheung Fai Road, Tsing Yi, New Territories, Hong Kong Email: zoe.yiu@ultraactive.com  
 Tel/Fax: [852] 2942-3536 / [852] 2597-5530 Phone: (852) 3111 9600  
 Ordered By: Jardine OneSolution (HK) Limited CN002519  
 Mr. Ricky Leung / Assistant Procurement Manager

**Delivery Note [Sales]** Delivery Note Number: DE040500535

Invoice	Description	Qty	Serial Number(s)
SI040500726	P1 Polycorn SoundStation EX w/Mics PD000296 (P/N: 2200-00754-015)	1	160435000F2F 160435000F2F

Your PO Number: VE12210014  
 Quotation Number: QU0405EY03459  
 Delivery: Delivery at 3:15pm. Booking Order No. # EA226  
 Remarks: Confidential

## Warranty Information

Close  

**Delivery Note**  
 Zoe Lai Hung Yiu  
 2004-12-22 14:10:09

**Delivery Note Number:** DE040500535  
**Date:** 2004-12-23  
**Activity Life Cycle:** Active

Product Information | Customer Information | Pre CMS Sales

**Product Information**

Stock Flow: Out  
 Delivery Type: Sales  
 Invoice Number: SI040500726  
 Product Number: P1  
 Product: Polycorn SoundStation EX w/Mics PD000296  
 Product ID:  
 Product Details: (P/N: 2200-00754-015)  
 Serial Number: 160435000F2F  
 Mother Number: 160435000F2F

**Subsequent Activities**

Stock In Document Number:  
 Stock In Document Date:

**Service Warranty**

Warranty Service Covered by: Under UAT  
 Service Contract Generated: Yes

**Vendor Warranty Period**

Vendor Warranty Coverage: Fixed Period  
 Vendor Warranty Period: From 2004-09-24 to 2005-09-23

**Configuration**

Configuration Required: Configuration Required  
 Configuration Done: No

## SEAMLESS INTEGRATION WITH ACCOUNTING

The revolutionary design of FLP® lets you decide to have automatic generation of accounting entries for all sales invoices. In some industries where invoices are heterogeneous, accountants prefer to prepare double entries for each sales invoice. In the latter case, FLP® Accounting Manager is your ideal tool. Click on 'Generate Accounting' and FLP® gives you all defaults and you can make final decision to account name and description.

The screenshot displays the 'Ultra Active TECHNOLOGY LIMITED' software interface. At the top, there are menu options: 'Edit', 'Close', and 'View Accounting' (highlighted with a red circle). The company logo and contact information are visible, including the address: Room 1903, Office Tower, Conventon Plaza, No. 1 Hasteau Road, Wanchai, Hong Kong. Contact details include Tel: (852) 31119600, Fax: (852) 23575328, and Email: info@ultraactive.com.

The main section shows a 'Sales Invoice' for 'Clipsal Asia Limited' dated '2004-10-28'. The invoice details include:
 

- Contact: Ken O. C. Chiu / Assistant Mis Manager
- Address: 1/F, Kam Bun Industrial Building, 13-19 Kwai Wing Road, Kwai Chung, Hong Kong
- Tel/Fax: 2484 4131 / 2480 4217
- Ordered By: Ken O. C. Chiu / Assistant Mis Manager
- Sales Person: Victor Tao Yang Hung
- Email: victorhury@ultraactive.com
- Phone: (852) 3111 9631
- Sales Invoice Number: SI040500531

The 'Sales Invoice' table shows one item:
 

Our Code	Description	Price in HKD	Qty	Amount
PD000339	Polycm ViewStation SP/128K	25,500.00	1	25,500.00

 Total in HKD: 25,500.00. Below the table, it says 'Please settle this invoice:' and provides 'Your PO Number: QU0405VH02626' and 'Quotation Number: QU0405VH02626'.

The bottom window shows a list of accounting entries with columns: Document, Date, Account Name, Debit, Credit, Description, Bank Ref, Invoice Number, and Input Date. The entries are as follows:
 

Document	Date	Account Name	Debit	Credit	Description	Bank Ref	Invoice Number	Input Date
▶ S1040500512			4,800.00	4,800.00				
▶ S1040500513			34,000.00	34,000.00				
▶ S1040500514			500.00	500.00				
▶ S1040500515			248,000.00	248,000.00				
▶ S1040500516			2,400.00	2,400.00				
▶ S1040500517			15,800.00	15,800.00				
▶ S1040500518			9,350.00	9,350.00				
▶ S1040500519			80,000.00	80,000.00				
▶ S1040500520			8,750.00	8,750.00				
▶ S1040500521			9,360.00	9,360.00				
▶ S1040500522			30,075.00	30,075.00				
▶ S1040500523			10,000.00	10,000.00				
▶ S1040500524			13,000.00	13,000.00				
▶ S1040500526			7,200.00	7,200.00				
▶ S1040500527			69,060.00	69,060.00				
▶ S1040500528			14,950.00	14,950.00				
▶ S1040500529			4,250.00	4,250.00				
▶ S1040500530			17,800.00	17,800.00				
▶ S1040500531			25,500.00	25,500.00				
▶ S1040500532	2004-10-28	Accounts Receivable	25,500.00		Sales Invoice		SI040500531	2004-11-01
▶ S1040500533	2004-10-28	Sales		25,500.00	Sales Invoice			2004-11-01
▶ S1040500534			8,800.00	8,800.00				
▶ S1040500535			3,200.00	3,200.00				
▶ S1040500536			6,800.00	6,800.00				
▶ S1040500537			4,056.00	4,056.00				
▶ S1040500538			11,700.00	11,700.00				
▶ S1040500539			2,560.00	2,560.00				
▶ S1040500540			6,500.00	6,500.00				
▶ S1040500541			1,680.00	1,680.00				
▶ S1040500542			3,400.00	3,400.00				
▶ S1040500543			4,500.00	4,500.00				
▶ S1040500544			360.00	360.00				
▶ S1040500545			6,500.00	6,500.00				
▶ S1040500546			197,500.00	197,500.00				
▶ S1040500547			3,600.00	3,600.00				



## BUSINESS INTELLIGENCE AND ANALYTICAL REVIEWS

FLP® carries the true context of business intelligence where on every screen and from every menu, you are able to access business and financial analysis anytime and anywhere without necessitating inefficient hardcopies so that you can make informed decisions and plans. Multiple language interface is native to all FLP® business models.

Accounts Receivable Manager

UAT

- 上家销售合同
  - 已批合同
  - 待批合同
  - 合同清单
  - 不批合同
- 个人销售合同
- 上家应收账款目
  - 正式发票
  - 付款通知
  - 期票信用
  - 期票在手
  - 收款记录
  - 收款发票
  - 客户分析
  - 逾期分析
  - 发票拖欠
  - 客户拖欠
  - 催收通知
- 个人应收账款目

Finance and Logistics Profession

Accounts Receivable Manager

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FLP® UAT

## CUSTOMER OVERDUE ANALYSIS

Invoice	Date	Event	Invoice/Receipt HKD	Invoice HKD	尚欠 HKD	過期日數	到期日數
未到期				1,697,688.12	1,661,679.42		
▶ 快到期7日內				634,761.00	598,752.30		
▶ 快到期8至14日				416,741.12	416,741.12		
▼ 快到期15至21日				194,434.00	194,434.00		
▶ SI040500783	PCCW-HKT Network Services Limited			62,050.00	62,050.00		
▶ SI040500785	PCCW-HKT Network Services Limited			32,814.00	32,814.00		
▼ SI040500791	Pacific Century Systems Limited			54,070.00	54,070.00		
	2005-01-07	Invoice		54,070.00			20
▶ SI040500793	Pacific Century Systems Limited			45,500.00	45,500.00		
▶ 快到期22至28日				451,752.00	451,752.00		
已收賬				3,587,291.44	2,741,464.34		
▶ 已過期多過60日				428,945.00	(2,795.00)		
▶ 已過期57至60日				465,270.00	279,066.00		
▼ 已過期49至56日				1,860.00	1,860.00		
▼ SI040500620	Kingsmen Hong Kong Limited			300.00	300.00		
	2004-11-22	Invoice		300.00			55
▼ SI040500621	Blitz Nippon Networks Pte Limited			1,560.00	1,560.00		
	2004-11-19	Invoice		1,560.00			54
▼ 已過期42至49日				438,235.00	438,235.00		
▶ SI040500459	Introlines Industrial (HK) Limited			150,000.00	150,000.00		
▶ SI040500651	Federal Express Pacific Inc.			265,490.00	265,490.00		
▶ SI040500665	Equant Hong Kong Limited			8,420.00	8,420.00		
▼ SI040500666	Bloomberg L P			3,600.00	3,600.00		
	2004-12-03	Invoice		3,600.00			44
▶ SI040500675	Hong Kong Institute of Vocational Education (Tsing Yi)			10,725.00	10,725.00		
▶ 已過期35至42日				592,655.00	440,655.00		
▶ 已過期28至35日				265,563.00	210,963.00		
▶ 已過期21至28日				37,520.00	37,520.00		
▶ 已過期15至21日				723,587.00	723,587.00		
▶ 已過期8至14日				521,474.44	490,161.34		
▶ 已過期1至7日				122,162.00	122,162.00		
				5,294,978.56	4,403,143.76		

## SALES ANALYSIS BY COMPANY

Invoice	Date	Event	Invoice/Receipt HKD	Invoice HKD	Receipt HKD	Outstanding HKD	準時找數	逾時找數	過期日數	到期日數
▶ The Kowloon Motor Bus Co. (1933) Limited				9,920.00	(9,920.00)	0.00				
▶ The Merton Company Limited				873.60	(873.60)	0.00				
▶ The Montage Accessories Co. Limited				37,440.00	(37,440.00)	0.00				
▶ The Open University of Hong Kong				22,000.00	(22,000.00)	0.00				
▼ The Prudential Assurance Company Limited				318,400.00	(166,400.00)	152,000.00				
▶ SI040500399				14,400.00	(14,400.00)	0.00				
▶ SI040500689				28,000.00	(21,000.00)	7,000.00				
▼ SI040500690				83,000.00	(41,500.00)	41,500.00				
	2004-12-22	Receipt	(41,500.00)							
	2005-01-31	Invoice	83,000.00							38
▼ SI040500691				67,000.00	(30,750.00)	36,250.00				
	2004-12-22	Receipt	(11,500.00)							
	2004-12-22	Receipt	(19,250.00)							
	2005-01-31	Invoice	67,000.00							38
▼ SI040500692				53,000.00	(26,500.00)	26,500.00				
	2004-12-22	Receipt	(26,500.00)							
	2005-01-31	Invoice	53,000.00							38
▼ SI040500693				64,500.00	(32,250.00)	32,250.00				
	2004-12-22	Receipt	(32,250.00)							
	2005-01-31	Invoice	64,500.00							38
▼ SI040500694				8,500.00	0.00	8,500.00				
	2005-01-31	Invoice	8,500.00							38
▶ The Refined Industry Co. Limited				130,400.00	(130,400.00)	0.00				
▶ The Thomson Corporation Hong Kong Limited				159,510.00	(139,760.00)	19,750.00				
▶ The University of Hong Kong				81,540.00	(81,540.00)	0.00				
▶ The Video Meeting Company Limited				146,913.00	(146,913.00)	0.00				
▶ The Whitney Group (Asia) Limited				7,000.00	(7,000.00)	0.00				
▶ The Wrigley Company (HK) Limited				24,325.00	(24,325.00)	0.00				
▶ The Yuen Yuen Institute				260,310.00	(260,310.00)	0.00				
▶ ThreeSixty Sourcing Hong Kong Limited				6,500.00	(6,500.00)	0.00				
▶ Tim Shing Engineering Company				71,500.00	(71,500.00)	0.00				
▶ Time Inc. Asia				3,600.00	(3,600.00)	0.00				
▶ Timeless Software Limited				1,500.00	(1,500.00)	0.00				
▶ Timenwell Computer Limited				102,600.00	(102,600.00)	0.00				

## SALES ANALYSIS BY MONTH

	Customer	Invoice	Date	Event	Inr	Invoice HKD	Receipt HKD	尚欠 HKD	準時收款	逾時收款	過期日數
▼ Jan-2005						3,601,207.60	(1,557,869.90)	2,043,337.70			
▶	Danny Chi Keung Ng					1,307,892.40	(720,239.40)	587,653.00			
▶	Elisa Yue					73,828.00	(137,159.50)	(63,331.50)			
▶	Kelvin Ka Wing Leung					562,246.00	(27,205.00)	535,041.00			
▶	Lucy Pui Pui Chan					239,665.00	(125,060.00)	114,605.00			
▼	Martin Kai Tak Wong					725,576.20	(223,600.00)	501,976.20			
▼	BAX Global Limited					359,770.00	0.00	359,770.00			
▶	SI040500760					98,800.00	0.00	98,800.00			
▶	SI040500761					121,500.00	0.00	121,500.00			
▶	SI040500762					30,670.00	0.00	30,670.00			
▶	SI040500763					73,800.00	0.00	73,800.00			
▶	SI040500764					35,000.00	0.00	35,000.00			
▶	Cha Textiles Limited					56,400.00	0.00	56,400.00			
▶	Chaoda Modern Agriculture (Holdings) Limited					7,600.00	(7,600.00)	0.00			
▶	CLSA Limited					63,180.00	0.00	63,180.00			
▶	Infinite Financial Solutions Limited					3,500.00	(3,500.00)	0.00			
▶	InfoTech System (HK) Limited					165,700.00	(165,700.00)	0.00			
▶	Maxx Marketing Limited					0.00	(40,000.00)	(40,000.00)			
▶	Sapphire Technology Limited					6,800.00	(6,800.00)	0.00			
▶	Seactrum Conferencing Pte Limited					62,626.20	0.00	62,626.20			
▶	Pui Kai Yu					5,850.00	0.00	5,850.00			
▶	Rainbow Pui Ling Yu					18,000.00	(18,000.00)	0.00			
▶	Victor Tao Yang Hung					199,600.00	(66,900.00)	132,700.00			
▶	Yvian Ka Wing Tam					488,550.00	(238,706.00)	228,844.00			
▶	Dec-2004					4,424,612.74	(3,369,861.32)	1,054,751.42			
▶	Nov-2004					2,911,544.20	(2,867,861.96)	43,682.24			
▶	Oct-2004					1,686,768.00	(2,600,367.36)	(913,599.36)			
▶	Sep-2004					2,361,724.88	(2,074,975.60)	286,749.38			
▶	Aug-2004					1,719,381.00	(1,909,187.32)	(189,806.32)			
▶	Jul-2004					2,098,086.72	(2,071,933.56)	26,153.16			
▶	Jun-2004					2,912,522.56	(1,768,798.90)	1,143,723.66			
▶	May-2004					1,485,242.90	(1,987,419.35)	(492,176.45)			
▶	Apr-2004					1,774,969.20	(1,469,863.55)	305,105.65			
▶	Mar-2004					2,712,286.50	(3,381,941.24)	(669,654.74)			

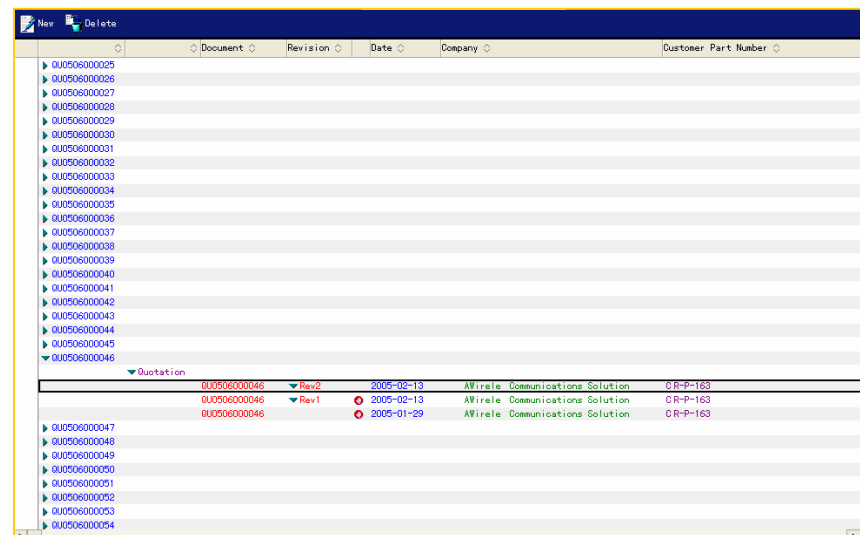
## SALES ANALYSIS BY SALESMAN

	Invoice	Invoice Date	Customer	Invoice Amount	HKD Amount
▶	Iris Tsz Hung Choi			2,263,284.75	2,488,699.65
▶	Ivy Wing Sze Cheng			830,642.00	892,855.20
▶	Juliana Miu Chun Kong			10,055,084.09	10,236,984.09
▶	Kelvin Ka Wing Leung			2,497,367.00	2,645,675.00
▼	Lucy Pui Pui Chan			1,556,471.00	1,768,529.00
▶	Jan-2005			234,025.00	242,865.00
▼	Dec-2004			241,581.00	257,833.00
	SI040500769	2004-12-30		USD	790.00
	SI040500767	2004-12-24		HKD	3,500.00
	SI040500754	2004-12-31		HKD	10,600.00
	SI040500733	2004-12-24		HKD	7,800.00
	SI040500732	2004-12-24		HKD	13,920.00
	SI040500729	2004-12-23		HKD	34,020.00
	SI040500721	2004-12-16		HKD	9,300.00
	SI040500703	2004-12-10		USD	1,600.00
	SI040500698	2004-12-10		HKD	12,500.00
	SI040500685	2004-12-08		HKD	9,500.00
	SI040500680	2004-12-08		HKD	4,000.00
	SI040500675	2004-12-02		HKD	10,725.00
	SI040500674	2004-12-03		HKD	30,000.00
	SI040500669	2004-12-01		HKD	12,000.00
	SI040500666	2004-12-03		HKD	3,600.00
	SI040500663	2004-12-01		HKD	5,000.00
	SI040500653	2004-12-23		HKD	64,226.00
	SI040500648	2004-12-01		HKD	8,500.00
▶	Nov-2004			112,286.00	202,664.60
▶	Oct-2004			249,120.00	257,280.00
▶	Sep-2004			392,252.00	445,679.60
▶	Aug-2004			242,128.00	273,190.40
▶	Jul-2004			85,079.00	88,016.20
▶	Martin Kai Tak Wong			1,011,594.00	1,066,191.20
▶	Michael Sun Kuen Hui			21,720.00	21,720.00
▶	Mike Kam Tak Leung			356,575.00	356,575.00
▶	Pui Kai Yu			1,972,093.48	2,042,884.88

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FLP® business models allow you to modify documents and retain the original version. By virtue of the version control, FLP® is a breakthrough to the rigid computer system which have long been unpopular to users who in real world situations have to make legitimate modifications to, for example, contact name, quantity and unit price, bearing in mind that real world customers very often insist on the seller modifying the content of, say, a quotation, than accept a brand new quotation.

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Document	Revision	Date	Company	Customer Part Number
000506000025				
000506000026				
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000506000045				
000506000046				
▼ Quotation				
000506000046	Rev2	2005-02-13	Afirele Communications Solution	CR-P-163
000506000046	Rev1	2005-02-13	Afirele Communications Solution	CR-P-163
000506000046		2005-01-29	Afirele Communications Solution	CR-P-163
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FLP® Invoicing and Merchandise Delivery business model helps you conduct the business process systematically and efficiently. For example, if you want to prepare an sales confirmation, what you need to do is to pop-up a quotation and click on the 'New Sales Confirmation' button.

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### **EMAIL INTEGRATION**

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Audit trail function allows authorized user to identify who made each change by date, time, and type of change in an easy understandable way



## COMPREHENSIVE SECURITY

Access control maintenance to allow user only sees relevant and role-based information. Access control can be set up to decide which fields, screens, databases and which records users can access and whether those users can view only or modify information held on the system.

✎ Edit ✕ Close

**Basics**

Path and Name:

Form Name:

**Owner**

Owner Field:

**Principal Form Name**

Principal Form Name:

|  |  |

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	View	Edit
Owner:	<input type="text" value="Allowed"/>	<input type="text" value="Allowed"/>
Creator:	<input type="text" value="Allowed"/>	<input type="text" value="Allowed"/>
Server:	<input type="text" value="Allowed"/>	<input type="text" value="Allowed"/>
Server Administrator:	<input type="text" value="Allowed"/>	<input type="text" value="Allowed"/>
Owner's Supervisors:	<input type="text"/>	<input type="text"/>
Additional Allowed Person / [Role]:	<input type="text" value="/ [DeptRepresent]"/>	<input type="text" value="/ [DeptRepresent]"/>
Except Person / [Role]:	<input type="text" value="/"/>	<input type="text" value="/"/>

**Add / Delete Document**

	Add	Delete
Owner:	<input type="text" value="Not Applicable"/>	<input type="text" value="Allowed"/>
Creator:	<input type="text" value="Not Applicable"/>	<input type="text" value="Allowed"/>



## SEAMLESS INTEGRATION OF FUNCTIONALITES

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- Programming Manager
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